



**Welcome to the Group Sponsored
Errors & Omissions Program designed
exclusively for The Society of Financial
Services Professionals Member Agents
& Agencies**

Here are just a few of the features of this top-rated E&O Program:

- **NEW Privacy Protection (Cyber) Endorsement Available for Individual Agents**
- **Multiple Coverage Options Available - purchase only what you need**
- **Defense Costs are Outside the Limit!**
- **Retroactive Date - Date of Agent's first continuously maintained Life Agents E&O Policy**
- **Additional Enhancements:**
 - **Network Risk & Privacy Claim Endorsement**
 - **Premium Financing Carveback subject to \$10,000,000 maximum death benefit**
 - **Insolvency carveback for Insurance Companies rated B++ or better by A.M. Best**



**Enroll Online Today at:
www.calsurance.com/societyfsp**

**Should you have any questions about this program, please call or email us at:
Phone: (800) 745-7189 or info@calsurance.com**

The coverage is underwritten by Continental Casualty, A.M. Best rated A:XV*. Please review the attached materials for program terms & conditions.

*The information obtained from A.M. Best dated 6/14/2017 is not in any way CalSurence Associate's warranty or guaranty of the financial stability of the insurer in question, and that the information is current only as of the date of the publication.

Insurer:

Continental Casualty Company
Rated A: XV (Excellent) by A.M. Best.

The information obtained from A.M. Best effective February 23, 2016 in any way CalSurance Associate's warranty or guaranty of the financial stability of the insurer in question, and that the information is current only as of the date of the publication.

Claims Administration:

Lancer Claims Services
A Division of Brown & Brown Program Insurance Services, Inc.

Named Insured:

Member Agents & Agencies of The Society of Financial Service Professionals (FSP) in good standing who have paid the premium and whose names are on file with the insurer.

Insured:

Insured means:

1. an Agent or General Agent;
2. a Registered Representative of any Broker/Dealer but solely for those Professional Services defined under paragraph B. 1. of the definition of Professional Services.
3. a natural person who is a former or current secretarial, clerical or administrative employee of the Agent, General Agent, Registered Representative or Registered Investment Adviser listed in paragraphs 1. and 2. above but solely for services performed within their capacity as such and on behalf of such Agent, General Agent, Registered Representative or Registered Investment Adviser, provided such natural person did not receive any commission income pursuant to an agent, broker or registered representative contract with any insurance company or broker/dealer as a result of providing Professional Services offered by the Agent, General Agent, Registered Representative or Registered Investment Adviser.

Limit of Liability Options:

\$1,000,000 per Claim/\$1,000,000 aggregate each Agency; or
\$2,000,000 per Claim/\$2,000,000 aggregate each Agency.

Note: \$1,000,000 sub-limit applies to Claims involving Coverage Level III products, regardless of limit elected.

Claims Expenses:

In addition to the Limits of Liability

Deductibles:

(Applies to Loss and Claims Expenses)

- Level I: \$ 1,000 Each Per Agent – Insurance Products (except P&C Products)
\$ 1,000 Per Agent Outside Business
- Level II: \$ 1,000 Each Per Agent – Insurance Products (except P&C Products)
\$ 5,000 Per Registered Representative – Mutual Funds/Variable Products
\$ 1,000 Per Agent Outside Business
- Level III: \$ 1,000 Each Per Agent – Insurance Products (except P&C Products)
\$ 5,000 Per Registered Representative – Mutual Funds/Variable Products
\$ 1,000 Per Agent Outside Business
\$10,000 Per P&C Agent (All P&C Products)
\$10,000 Per Registered Representative – Securities Approved by a Broker Dealer

Duty to Defend:

Yes, to those Claims for which coverage applies.

Territory:

Worldwide; Claim must be brought in U.S., its territories and possessions, Puerto Rico or Canada.

Limited Insolvency Coverage:

Applicable to:

- Admitted Property Casualty Insurance Companies with an A.M. Best rating of B++ or better at the time the Wrongful Act occurred;
- Admitted Life/A&H Insurance Companies with an A.M. Best rating of B++ or better at the time the Wrongful Act occurred; and
- Non-admitted insurance companies authorized to conduct business in the applicable state rated A- or better by A.M. Best; or Product Provider that was guaranteed or operated by a governmental body (bodies), including but not limited to: assigned risk plans, Joint Underwriting Associations or fair plans; at the time the Wrongful Act occurred.

Retroactive Date:

- A. With respect to an Agent or General Agent:
- a. the date the Agent or General Agent became continuously insured without interruption under any claims made professional liability policy (subject to written proof of such coverage at the time the Insured gives written notice to the Insurer of a Claim under this Policy); or
 - b. the Prior Acts Date or Retroactive Date shown on the Agent's or General Agent's Errors & Omission Liability Policy:
 - i. which immediately preceded the first American Automobile Insurance Company Policy issued to the Agent or General Agent; or
 - ii. which immediately preceded the date the Agent or General Agent was first added to the American Automobile Insurance Company Policy, if the Agent or General Agent was added after the inception date of the first American Automobile Policy.
- B. With respect to a Registered Representative, the date the Registered Representative became continuously insured without interruption under any claims made professional liability policy (subject to written proof of such coverage at the time the Insured gives written notice to the Insurer of a Claim under this Policy).

Extended Reporting Period (ERP):

1. In the event of expiration of a valid membership between the Sponsoring Company and an Insured member Agent, 1 year;
2. If the Agent is deceased, his or her estate, or if the Agent is totally and permanently disabled or retired from providing Professional Services, unlimited period.

Professional Services:

- A. The sale, attempted sale or servicing of:
- Coverage Level I:
1. Life Insurance (other than Variable Life Insurance products);
 2. Accident and Health Insurance;
 3. Disability Income Insurance;
 4. Fixed Annuities including individual Retirement Annuities;
 5. Group Employee Benefit Plans, Life, Accident & Health Plans or Disability Plans, provided such Plans are fully insured at all times (but not including Group or Ordinary Pension, or Profit Sharing Plans, Individual Retirement Accounts, Keogh Plans, 401(k) or 501(b) Plans); or
- Coverage Level II adds:
6. Variable Products (including Equity Indexed Annuities and Variable Life);
 7. Mutual Funds registered with the Securities and Exchange Commission;
 8. Employee Benefit Plans (other than Multiple Employer Welfare Arrangements) including, but not limited to,

Professional Services (continued):

- Group Plans, Group or Ordinary Pension or Profit Sharing Plans, Keogh Plans, 401(k) or 501(b) Plans, or Retirement Annuities.
- Coverage Level III (available online only) adds:
9. any Security approved by a Broker/Dealer;
 10. Property and Casualty Insurance Products;
- Solely with respect to Level III Products, a sub-limit of \$1,000,000 applies regardless of the limit elected.
- B. Administration of Employee Benefit Plans:
 - C. Assisting a **Client** in obtaining premium financing for any insurance policy listed in paragraph A. above provided that the actual premium financing is provided by an entity that is not affiliated with any **Insured** and provided that, in case of a life insurance company the death benefits of such life insurance policy are \$10,000,000 or less.
 - D. financial planning activities in conjunction with services described in paragraph A. above, whether or not a separate fee is charged.
 - E. the supervision, management and training of an Agent by a General Agent or Agency/Agency Staff with respect to activities otherwise covered by this Policy.
 - F. expert witness testimony.
 - G. Services as a notary public.

Privacy Protection (Cyber) Endorsement Option*

- A. Privacy Injury Coverage
 1. Privacy Injury Liability, subject to a sub-limit of \$100,000 per claim
 2. Privacy Regulation Proceeding, subject to a sub-limit of \$100,000 per claim
- B. Privacy Event Expense, subject to a sub-limit of \$25,000 per Privacy Event.

*Claims involving Privacy Protection (Cyber) Endorsement are subject to a deductible of \$1,000 per claim; and a \$100,000 aggregate limit per Insured.

Insurer:

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Rated A: XV (Excellent) by A.M. Best.

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Member Agents & Agencies of The Society of Financial Service Professionals (FSP) in good standing who have paid the premium and whose names are on file with the insurer.

Insured:

Insured means:

1. an Agent or General Agent;
2. a Registered Representative of any Broker/Dealer but solely for those Professional Services defined under paragraph B. 1. of the definition of Professional Services.
3. a natural person who is a former or current secretarial, clerical or administrative employee of the Agent, General Agent, Registered Representative or Registered Investment Adviser listed in paragraphs 1. and 2. above but solely for services performed within their capacity as such and on behalf of such Agent, General Agent, Registered Representative or Registered Investment Adviser, provided such natural person did not receive any commission income pursuant to an agent, broker or registered representative contract with any insurance company or broker/dealer as a result of providing Professional Services offered by the Agent, General Agent, Registered Representative or Registered Investment Adviser.

Limit of Liability Options:

\$1,000,000 per Claim/\$1,000,000 aggregate each Agency; or
\$2,000,000 per Claim/\$2,000,000 aggregate each Agency.

Note: \$1,000,000 sub-limit applies to Claims involving Coverage Level III products, regardless of limit elected.

Claims Expenses:

In addition to the Limits of Liability

Deductibles:

(Applies to Loss and Claims Expenses)

- Level I: \$ 1,000 Each Per Agent – Insurance Products (except P&C Products)
\$ 1,000 Per Agent Outside Business
- Level II: \$ 1,000 Each Per Agent – Insurance Products (except P&C Products)
\$ 5,000 Per Registered Representative – Mutual Funds/Variable Products
\$ 1,000 Per Agent Outside Business
- Level III: \$ 1,000 Each Per Agent – Insurance Products (except P&C Products)
\$ 5,000 Per Registered Representative – Mutual Funds/Variable Products
\$ 1,000 Per Agent Outside Business
\$10,000 Per P&C Agent (All P&C Products)
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Duty to Defend:

Yes, to those Claims for which coverage applies.

Territory:

Worldwide; Claim must be brought in U.S., its territories and possessions, Puerto Rico or Canada.

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- Admitted Life/A&H Insurance Companies with an A.M. Best rating of B++ or better at the time the Wrongful Act occurred; and
- Non-admitted insurance companies authorized to conduct business in the applicable state rated A- or better by A.M. Best; or Product Provider that was guaranteed or operated by a governmental body (bodies), including but not limited to: assigned risk plans, Joint Underwriting Associations or fair plans; at the time the Wrongful Act occurred.

Retroactive Date:

- A. With respect to an Agent or General Agent:
- a. the date the Agent or General Agent became continuously insured without interruption under any claims made professional liability policy (subject to written proof of such coverage at the time the Insured gives written notice to the Insurer of a Claim under this Policy); or
 - b. the Prior Acts Date or Retroactive Date shown on the Agent's or General Agent's Errors & Omission Liability Policy:
 - i. which immediately preceded the first American Automobile Insurance Company Policy issued to the Agent or General Agent; or
 - ii. which immediately preceded the date the Agent or General Agent was first added to the American Automobile Insurance Company Policy, if the Agent or General Agent was added after the inception date of the first American Automobile Policy.
- B. With respect to a Registered Representative, the date the Registered Representative became continuously insured without interruption under any claims made professional liability policy (subject to written proof of such coverage at the time the Insured gives written notice to the Insurer of a Claim under this Policy).

Extended Reporting Period (ERP):

1. In the event of expiration of a valid membership between the Sponsoring Company and an Insured member Agent, 1 year;
2. If the Agent is deceased, his or her estate, or if the Agent is totally and permanently disabled or retired from providing Professional Services, unlimited period.

Professional Services:

- A. The sale, attempted sale or servicing of:
- Coverage Level I:
1. Life Insurance (other than Variable Life Insurance products);
 2. Accident and Health Insurance;
 3. Disability Income Insurance;
 4. Fixed Annuities including individual Retirement Annuities;
 5. Group Employee Benefit Plans, Life, Accident & Health Plans or Disability Plans, provided such Plans are fully insured at all times (but not including Group or Ordinary Pension, or Profit Sharing Plans, Individual Retirement Accounts, Keogh Plans, 401(k) or 501(b) Plans); or
- Coverage Level II adds:
6. Variable Products (including Equity Indexed Annuities and Variable Life);
 7. Mutual Funds registered with the Securities and Exchange Commission;
 8. Employee Benefit Plans (other than Multiple Employer Welfare Arrangements) including, but not limited to,

Professional Services (continued):

- Group Plans, Group or Ordinary Pension or Profit Sharing Plans, Keogh Plans, 401(k) or 501(b) Plans, or Retirement Annuities.
- Coverage Level III (available online only) adds:
9. any Security approved by a Broker/Dealer;
 10. Property and Casualty Insurance Products;
- Solely with respect to Level III Products, a sub-limit of \$1,000,000 applies regardless of the limit elected.
- B. Administration of Employee Benefit Plans:
 - C. Assisting a **Client** in obtaining premium financing for any insurance policy listed in paragraph A. above provided that the actual premium financing is provided by an entity that is not affiliated with any **Insured** and provided that, in case of a life insurance company the death benefits of such life insurance policy are \$10,000,000 or less.
 - D. financial planning activities in conjunction with services described in paragraph A. above, whether or not a separate fee is charged.
 - E. the supervision, management and training of an Agent by a General Agent or Agency/Agency Staff with respect to activities otherwise covered by this Policy.
 - F. expert witness testimony.
 - G. Services as a notary public.

Privacy Protection (Cyber) Endorsement Option*

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 1. Privacy Injury Liability, subject to a sub-limit of \$100,000 per claim
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- B. Privacy Event Expense, subject to a sub-limit of \$25,000 per Privacy Event.

*Claims involving Privacy Protection (Cyber) Endorsement are subject to a deductible of \$1,000 per claim; and a \$100,000 aggregate limit per Insured.

By purchasing this insurance, agents become members of the Financial Sales Professionals Purchasing Group, a group formed and operating pursuant to the Liability Risk Retention Act of 1986 (15 USC 3901 et seq.). There is no additional charge for membership.

Instructions..... Please allow up to ten (10) business days for processing. ALL sections must be completed. Incomplete forms will take additional time to process.

Return this form along with payment to: CalSurance Associates, P.O. Box 7048, Orange, CA 92863-7048

Coverage Questions.....Call CalSurance Associates at (800) 745-7189 or email at info@calsurance.com

Certificates of Insurance.....Go online: www.calsurance.com/societyfsp

Section 1 - Your Information (Please Print Clearly)

First Name: Last Name:

Street Address:

City: State: Zip Code:

Contact Phone Number:

E-mail:

FSP Member ID:

Section 3 - Payment Option

Payment in Full by check: Check made payable to CalSurance Associates for the **full premium**.

Additional payment options including installments by Credit Card or Debit to Checking (ACH) are available online at:

www.calsurance.com/societyfsp

Section 4 - Auto Renew Notice

Information regarding the July 1, 2019 program renewal will be made available on the program website prior to expiration. This may include an offer of automatic coverage renewal based upon your eligibility and selected payment method. Failure to take appropriate action may lead to a lapse of coverage and the denial of claims. It is the insured's responsibility to verify renewal of coverage prior to expiration.

Section 5 - Notices and Warranties

NOTICE: I must be a member agent or agency in good standing with The Society of Financial Service Professionals to be eligible for this program. Otherwise, I will not be considered an Insured under this program and no claims made against me will be covered.

I warrant that I am a member agent or agency in good standing with The Society of Financial Service Professionals.

NOTICE: This is a claims made and reported policy. If I have knowledge of any claim or incident that could give rise to a claim under the proposed policy and any claim or action arises therefrom, it is excluded from coverage for which this form applies. A potential gap in coverage may occur if I elect an effective date that is not continuous with my prior expiration date, and may result in the denial of a claim.

I warrant that I have no knowledge of any pending claim or incident that could give rise to a claim under the proposed policy.

I acknowledge that the specimen policy and program materials have been delivered to me via www.calsurance.com/societyfsp and I have reviewed these documents prior to enrolling in the program.

I warrant and represent that the above statements are true and that I have not suppressed or misstated any material facts and I agree that this application shall be the basis of the contract with the company issuing the policy. It is understood that completion of this application does not bind the company to issue or the applicant to purchase the insurance.

I have read the above notices and warranties and agree.

Signature (Required): Today's Date:

Section 2 - Selection of Options

Effective Date of Coverage: - -

Limit Options (choose one):	
<input type="checkbox"/>	\$1,000,000 Each Claim/\$1,000,000 Aggregate
<input type="checkbox"/>	\$2,000,000 Each Claim/\$2,000,000 Aggregate**

Coverage Options (choose one)	
<input type="checkbox"/>	Coverage Level I: Fixed Life Insurance, Accident & Health, Disability & Fixed Annuities
<input type="checkbox"/>	Coverage Level II: Level I, plus Variable Products, Mutual Funds & Employee Benefit Plans *
Available Online Only	Coverage Level III: Level I & II, Plus Securities and Property & Casualty (P&C) Products **

Amount Due (including Admin Fee): See Premium Matrix	\$
Optional Endorsement(s)	
<input type="checkbox"/> Privacy Protection (Cyber) Coverage***:	\$100 Additional Premium
TOTAL DUE:	\$

* Claims involving Coverage Level II are subject to a minimum deductible of \$5,000 per Reg. Rep. (Mutual Funds & variable products) and \$1,000 per Agent all outside business.

** Claims involving Coverage Level III are subject to a sub-limit of \$1,000,000 regardless of the limit elected.

*** Claims involving Privacy Protection (Cyber) are subject to a \$100,000 aggregate limit per Insured regardless of the limit elected.

Agent's Premium Matrix

July 1, 2018 to July 1, 2019

COVERAGE LEVEL I: LIFE, ACCIDENT & HEALTH, DISABILITY, FIXED ANNUITIES

\$1,000,000/\$1,000,000 Liability Limit

\$1,000 Deductible*

	Premium	Admin Fee	Total Due
July	\$618.00	\$ 35.00	\$653.00
August	\$565.51	\$ 35.00	\$600.51
September	\$513.02	\$ 35.00	\$548.02
October	\$462.23	\$ 35.00	\$497.23
November	\$409.74	\$ 35.00	\$444.74
December	\$358.95	\$ 35.00	\$393.95
January	\$306.46	\$ 35.00	\$341.46
February	\$253.97	\$ 35.00	\$288.97
March	\$206.56	\$ 35.00	\$241.56
April	\$154.08	\$ 35.00	\$189.08
May	\$103.28	\$ 35.00	\$138.28
June	\$ 50.79	\$ 35.00	\$ 85.79

\$2,000,000/\$2,000,000 Liability Limit

\$1,000 Deductible*

	Premium	Admin Fee	Total Due
July	\$821.00	\$ 35.00	\$856.00
August	\$751.27	\$ 35.00	\$786.27
September	\$681.54	\$ 35.00	\$716.54
October	\$614.06	\$ 35.00	\$649.06
November	\$544.33	\$ 35.00	\$579.33
December	\$476.85	\$ 35.00	\$511.85
January	\$407.13	\$ 35.00	\$442.13
February	\$337.40	\$ 35.00	\$372.40
March	\$274.42	\$ 35.00	\$309.42
April	\$204.69	\$ 35.00	\$239.69
May	\$137.21	\$ 35.00	\$172.21
June	\$ 67.48	\$ 35.00	\$102.48

COVERAGE LEVEL II: LIFE, ACCIDENT & HEALTH, DISABILITY, FIXED ANNUITIES AND VARIABLE PRODUCTS, MUTUAL FUNDS, GROUP FINANCIAL PLANS

\$1,000,000/\$1,000,000 Liability Limit

\$1,000 Deductible*

	Premium	Admin Fee	Total Due
July	\$755.00	\$35.00	\$790.00
August	\$690.88	\$35.00	\$725.88
September	\$626.75	\$35.00	\$661.75
October	\$564.70	\$35.00	\$599.70
November	\$500.58	\$35.00	\$535.58
December	\$438.52	\$35.00	\$473.52
January	\$374.40	\$35.00	\$409.40
February	\$310.27	\$35.00	\$345.27
March	\$252.36	\$35.00	\$287.36
April	\$188.23	\$35.00	\$223.23
May	\$126.18	\$35.00	\$161.18
June	\$ 62.05	\$35.00	\$ 97.05

\$2,000,000/\$2,000,000 Liability Limit

\$1,000 Deductible*

	Premium	Admin Fee	Total Due
July	\$1,005.00	\$35.00	\$1,040.00
August	\$ 919.64	\$35.00	\$ 954.64
September	\$ 834.29	\$35.00	\$ 869.29
October	\$ 751.68	\$35.00	\$ 786.68
November	\$ 666.33	\$35.00	\$ 701.33
December	\$ 583.73	\$35.00	\$ 618.73
January	\$ 498.37	\$35.00	\$ 533.37
February	\$ 413.01	\$35.00	\$ 448.01
March	\$ 335.92	\$35.00	\$ 370.92
April	\$ 250.56	\$35.00	\$ 285.56
May	\$ 167.96	\$35.00	\$ 202.96
June	\$ 82.60	\$35.00	\$ 117.60

*\$1,000 Deductible applies only to Claims involving Coverage Level I.

Coverage for Claims involving Level II products (mutual funds, variable life and variable annuities) are subject to a \$5,000 deductible per Registered Representative. Coverage for Claims involving Level III products are subject to a deductible of \$10,000 and a sub-limit of liability of \$1,000,000 each Claim, each Agent or Agency/Agency Staff.

Coverage Level III is only available online. \$1,000 per Agent deductible applies to all outside business.



Agent's Premium Matrix

July 1, 2018 to July 1, 2019

COVERAGE LEVEL III: LIFE, ACCIDENT & HEALTH, DISABILITY, FIXED ANNUITIES AND VARIABLE PRODUCTS, MUTUAL FUNDS, GROUP FINANCIAL PLANS, SECURITIES AND PROPERTY CASUALTY

\$1,000,000/\$1,000,000 Liability Limit				\$2,000,000/\$2,000,000 Liability Limit			
\$1,000 Deductible*				\$1,000 Deductible*			
	Premium	Admin Fee	Total Due		Premium	Admin Fee	Total Due
July	\$1,130.00	\$35.00	\$1,165.00	July	\$1,455.00	\$35.00	\$1,490.00
August	\$1,034.03	\$35.00	\$1,069.03	August	\$1,331.42	\$35.00	\$1,366.42
September	\$ 938.05	\$35.00	\$ 973.05	September	\$1,207.85	\$35.00	\$1,242.85
October	\$ 845.18	\$35.00	\$ 880.18	October	\$1,088.26	\$35.00	\$1,123.26
November	\$ 749.21	\$35.00	\$ 784.21	November	\$ 964.68	\$35.00	\$ 999.68
December	\$ 656.33	\$35.00	\$ 691.33	December	\$ 845.10	\$35.00	\$ 880.10
January	\$ 560.36	\$35.00	\$ 595.36	January	\$ 721.52	\$35.00	\$ 756.52
February	\$ 464.38	\$35.00	\$ 499.38	February	\$ 597.95	\$35.00	\$ 632.95
March	\$ 377.70	\$35.00	\$ 412.70	March	\$ 486.33	\$35.00	\$ 521.33
April	\$ 281.73	\$35.00	\$ 316.73	April	\$ 362.75	\$35.00	\$ 397.75
May	\$ 188.85	\$35.00	\$ 223.85	May	\$ 243.16	\$35.00	\$ 278.16
June	\$ 92.88	\$35.00	\$ 127.88	June	\$ 119.59	\$35.00	\$ 154.59

*\$1,000 Deductible applies only to Claims involving Coverage Level I.
 Coverage for Claims involving Level II products (mutual funds, variable life and variable annuities) are subject to a \$5,000 deductible per Registered Representative. Coverage for Claims involving Level III products are subject to a deductible of \$10,000 and a sub-limit of liability of \$1,000,000 each Claim, each Agent or Agency/Agency Staff.
 Coverage Level III is only available online. \$1,000 per Agent deductible applies to all outside business.