

Association Headquarters Insurance Program

We are fully aware that the insurance protecting the operations of TIE associations is not technically a TIE responsibility.

However, we also feel that it is critically important to let our clients know about the expertise we have developed in the area of business insurance for associations.

We have seen association losses in the millions and we want to be certain that risks which are inherent in your business are minimized to the greatest extent possible.

FTJ currently provides business insurance to over 200 clients, including the majority of TIE associations.

Through our underwriting relationships we have access to products that enable us to tailor specific plans to meet our clients' changing needs. We do this with competitive products from some of the leading insurance companies in the nation. Here are some essential business insurance policies to consider.

COMMERCIAL GENERAL LIABILITY (PACKAGE POLICY)

If you have only one form of business insurance, it is most likely a Commercial General Liability (CGL) policy. This policy covers claims in four basic categories of business liability:

- Bodily Injury
- Property Damage
- Personal Injury (including slander or libel)
- Advertising Injury (may not be included in the policy or may be limited)

Business liability insurance protects your business against financial loss resulting from claims of injury or property damage.

Property insurance provides coverage for physical damage to all of the owned business property at any insured location.

Coverage includes property such as: an owned building (office building, condo, retail shop, house), desks, chairs, artwork, computers, marketing materials, etc.

The liability coverage section of a CGL Policy provides for separate limits of coverage for general liability, fire,

legal liability, advertising, personal liability, and medical payments.

A CGL Policy also can provide coverage for non-owned and hired autos, accounts receivable, electronic/data equipment, boiler & machinery, equipment breakdown, business income interruption, and many other types of specialized coverage.

It should be noted that in addition to the CGL policy, an owned auto policy, workers compensation policy and umbrella policy are available to provide a comprehensive package of coverage for your organization.

Through our unique relation with underwriters a microsite has been developed to enable you to easily apply for coverage. Associations can get quick quotes online and this coverage is available for both national associations and your state associations. FTJ will provide favorable pricing and flexible policy design.

ASSOCIATION PROFESSIONAL LIABILITY COVERAGE

Association Professional Liability Insurance (APLI) is a broadened form of Directors and Officers Insurance, specifically tailored to the particular needs of associations. It is designed to cover losses of a financial nature rather than a physical nature.

It provides protection for actions brought against directors and officers, staff, volunteers or the entity itself based upon actual or alleged wrongful acts arising from the execution of their day-to-day duties and management functions which can result in an APLI claim.

APLI insurance can protect the personal assets of directors and officers, thus helping them avoid catastrophic financial loss in the event of such a claim.

As importantly, the APLI policy also provides coverage for the organization.

Although associations can be exposed to a wide variety of lawsuits, those arising from employment actions are increasing most rapidly. The most common suits are for wrongful termination, sexual harassment, and discrimination based upon sex, race or age.

CONVENTION CANCELLATION INSURANCE

Convention Cancellation Insurance (CCI) is designed to insure your association's event/convention against loss due to a variety of unforeseeable events. You also can insure multiple events on one policy.

Coverage includes cancellations due to unexpected circumstances such as:

- Hurricanes, tornados, severe winter storms, earthquake, wildfires, power blackouts
- Venue rendered unavailable due to fire, structural collapse, gas leaks, flooding, labor strikes, whether in the city of the event or national in scope, i.e., a transportation strike.
- Communicable disease, such as Zika, Avian Flu, Ebola, and SARS (can be added to policy by endorsement)
- Non-appearance of keynote speaker or entertainer
- Failure to vacate due to unexpected circumstances could force you to stay longer than the terms of your lease; the additional expense is covered.
- Terrorist act causing cancellation, curtailment, postponement or abandonment

MEDIA LIABILITY POLICY

A Media Liability Policy offers specialized coverage for a wide variety of media exposures minimizing the devastating impact of lawsuits.

Coverage includes but is not limited to:

- Defamation including emotional distress, outrageous conduct and prima facie tort
- Invasion of privacy or publicity
- Infringement of copyright, trademark, title, slogan, misappropriation and plagiarism
- Breach of a license to use a third party's intellectual property
- Personal injury torts arising from the acquisition and gathering of matter ("newsgathering" torts)
- Unfair competition or conspiracy
- Negligent supervision of an employee
- Contextual errors & omissions coverage (including bodily injury and property damage)

- Negligent transmission of a computer virus or malicious code in media
- Breach of agreement to maintain the confidentiality of sources

A Media Liability Policy covers all businesses that create or disseminate content. This would include web-based content. Coverage is carefully tailored to meet the specific needs of each type of business.

CYBER RISK (PRIVACY & SECURITY BREACH) COVERAGE

In business everyone is online and everyone is vulnerable to increasingly sophisticated cyber criminals. Attacks such as data breaches and hacks have increased 40% last year. So, it really isn't a case of if you will be hacked but rather when. Just one hacker, one stolen laptop, one virus or one lost piece of paper can result in huge losses, business disruption, revenue loss, legal fees, forensic analysis, and requirements for customer or employee notifications. It doesn't matter what size you are as one third of cyber-attacks target organization with fewer than 250 employees. So no matter how careful you are the simplest action can spiral into trouble. That is why FTJ is recommending that every organization assess the risk associated with cyber loss. We have the flexibility to provide a mini-cyber policy or a full comprehensive cyber policy based on your needs.

Coverage includes but is not limited to:

- All network information is covered enterprise-wide, not just information on Web sites
- Covers claims related to identity theft
- Covers damage due to viruses, denial of service and security breaches
- Includes theft of others' trade secrets, proprietary or confidential information from the insured's network
- Regulatory expense covers first-dollar loss, with no deductibles or co-insurance; sublimit applies
- Limits up to 2 million dollars available



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Forrest T. Jones & Company 

3130 Broadway | Kansas City, MO 64111
816.756.1060 | www.ftj.com