

# D&O Liability

## Common Risk Situations

- Failure to comply with regulations or laws
- Shareholder actions
- Reporting errors
- Employment practices
- HR issues
- Misrepresentation in a prospectus
- Decisions exceeding the authority granted to a company officer

## Common Exclusions

- Fraud
- Illegal remuneration or personal profit
- Legal action already taken when the policy begins
- Intentional non-compliant acts
- Claims made under a previous policy
- Claims covered by other insurance
- Property damage and bodily harm

## Policy Review

- Forms
- Endorsements
- Insuring Agreement
- Definitions
- Exclusions
- Conditions

## Sales Review

- Top markets for Your Agency
- Client needs
- Questions to ask
- Appropriate limits