



Summary Checklist: Mitigating Broker E&O Risks

Understand your E&O exposure: Recognize that poor communication and failure to obtain coverage are some of the top causes of claims against brokers.

Take an active approach to discovery: Ask specific questions to uncover liabilities that standard policies typically exclude, such as pollution liability or crane and boom exposure.

Verify classification codes: Ensure arborists and tree trimmers aren't misclassified as "landscapers," a common error that leads to claims denials and coverage gaps.

Check for operational gaps: Meet regularly with clients to ensure comprehensive coverage and address any potential changes.

Opt for all-lines specialty policies: Prioritize programs designed for high-risk industries to ensure coverage and simplify claims experiences.

Document all client communications: A clear paper trail can help protect you from claims of negligence or failure to obtain coverage.

Prioritize protection over premiums: Chasing the lowest price today can lead to costly lawsuits in the future.

