



Markets Trends & Developments in Professional & Specialty Lines

Soft vs. Hard Market

- EPLI
- D & O
- Cyber
- E & O

Health of Business Line

- Where is the growth?
- What lines are commanding higher rates?
- Where are the costliest markets?
- How has investment income been?
- When will the improvement in the market and interest rates help, if at all?

Risk Sharing with Insureds

- Are we seeing higher SIRs?
 - In what lines?
- Any new sublimits?
- Any changes in sublimits?
- Any coinsurance?

Risk Management

- Does it help?
- Current innovations or developments?
- What analytics quantify success?

Coverage

- Is coverage expanding, shrinking, or staying the same in:
 - EPLI
 - D & O
 - Cyber
 - E & O
- What do you see the market doing in the next 12 months?

E & O

- State of market
- What types of claims increasing
- What occupations facing more claims

EPLI

- For fiscal year 2015, the EEOC had 89,385 total charges filed against organizations with more than \$525 million in monetary benefits paid.1 While this is down from the record-high of 99,947 charges filed in 2011, the organization has averaged 90,630 filings in the past three years.
- Most common claims race and retaliation

EPLI

- What are your problem states
- How prevalent are FLSA class actions
- Immigration Reform and Control Act coverage

EPLI

- Product innovations to obtain market share
- Mutual choice of counsel
- Getting counsel approved

Cyber

- What new industries are adding Cyber
- What are you seeing in policy innovation in network-based interruption to cover the gap between cyber liability and property
- Social Engineering Fraud (SEF) or impersonation fraud

Crime/Fidelity/SEF

- Social Engineering Fraud (SEF)- scams used to trick or deceive persons to surrender confidential information – usually account numbers and/or passwords

Crime/Fidelity/SEF

- Fake employee/supplier asking client to pay bills to new bank account numbers
- What has been trend in these claims?
- How prevalent is coverage?
- What industries?
- How manage risk?

D & O

- Are you seeing expansion or addition of entity investigation cost coverage?
- Extend to non-formal investigations?
- What are typical limits?
- Reporting requirements?

D & O

- Managing complex claims with large towers
 - Notice issues
 - Multiple counsel consideration
 - Reporting
 - Other

Professional Liability

- Any growth in Affordable Care Act based claims
- Current issues for:
 - Financial institutions
 - Lawyers
 - Accountants
 - Investment advisers

Professional Liability

- Current issues for:
 - Brokers, insurance agents
 - Engineers and architects
 - Consultants
 - Other
- Agent claims for gaps in coverage complex cyber risks

Predictions for 2017