



Agent and Agency Errors & Omissions

BCS Insurance Company

Is an Individual Agent or an Agency policy right for you?

Agents and their agencies—valuable partners in growing BCBS business—need protection. Luckily, many BCBS Plans have partnered with BCS Insurance Company and, for administration, Gallagher Affinity, to offer a high-quality Agent and Agency Errors & Omissions program. The BCS Insurance Agent and Agency Errors & Omissions program makes it simple for you to secure insurance coverage by offering both an individual agent policy and an agency policy. Both options provide very competitive rates and program coverages tailored for BCBS producers.

Individual Agent Policy

- Offers a base rate of \$435 for limits of \$1,000,000/\$1,000,000
- Provides coverage to the agent as the named insured at a single bundled rate based on the limits the agent selects
- Expands protection to the agency entity for the acts of the individual named insured agent
- Provides coverage for administrative, clerical, and support personnel while they are acting on behalf of the named insured agent
- Participating agent must maintain an appointment with the BCBS company
- Individual agent (sole proprietor) and/or one or two producing agent partners may each carry individual policies, extending coverage to the agency entity for their individual acts; “DBAs” may be added by written request

Agency Policy

- Offers a base rate of \$1,105 for limits of \$1,000,000/\$1,000,000
- Provides coverage to agency entity as the named insured; rates are based on net commission revenue tiers and the limits selected
- Provides coverage for administrative, clerical, and support personnel while they are acting on the agency’s behalf
- Participating agency must be appointed with the BCBS company
- Extends coverage to all owners and employed producers*, and is designed to cover retail agencies with multiple employed producers

(*The agency policy does not cover individual 1099 sub-agents, but these sub-agents can enroll in the individual agent program; agencies should require 1099 sub-agents to carry individual errors & omissions coverage)



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Additional Highlights. All BCS Agents and Agency policies include the following:

- Coverage includes claims against BCBS and non-BCBS products for the sale and services of life, accident, and health claims, including disability, Medicare, self-funded benefit plans, and long term care, as well as coverage for any annuity products and other mutual fund or variable products you might sell in addition to the BCBS product portfolio
- Lower deductibles for claims against BCBS products
- Prior acts coverage back to the first date of continuous errors & omissions coverage
- Flexible payment options: pay in full or choose monthly payments via credit card or electronic funds transfer (EFT)

So, which option is right for you? That depends on your appointment with the BCBS Plan, your net revenues, and your number of employed agent producers. Fortunately, whichever option you choose, you'll have the peace of mind that comes with the BCS Insurance name. Plus you are accessing a competitively priced product and value-added benefit to your appointment with Blue Cross and/or Blue Shield.

The BCS Insurance Company Agent and Agency Errors & Omissions program is protection, expanded. For more information on this program and how you can join thousands of BCBS agents nationwide, visit www.bcs-eo.com or call 866.389.0022.