

# Investment Firms

## *Insurance Coverage Analyzer*

The Hartford offers a broad range of customized products to meet the unique insurance needs of midsize and large investment firms. Use this Insurance Coverage Analyzer to compare The Hartford's offerings with other carriers, and see how we're putting our strength to work for you and your clients.

Key Points of Comparison	Analysis Tip	The Hartford's Coverages	Other Carrier's Coverages
<b>Property Coverage (Property Choice® &amp; Financial Services SPICE®)</b>			
<input type="checkbox"/> Computer Equipment, Media and Data	Computer equipment, media and data are at the heart of all types of investment firms.	Property Choice includes computer equipment (and equipment breakdown coverage), media and data in the definition of Business Personal Property. This helps assure adequate protection in the event of a loss. Coverage for data includes the cost to research or replace.	<hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>
<input type="checkbox"/> Business Personal Property in Transit	Products and equipment are most vulnerable to loss, particularly theft loss, while in transit.	The Financial Services SPICE offers a special endorsement that provides an additional limit of \$25,000.	<hr/> <hr/> <hr/> <hr/> <hr/>
<input type="checkbox"/> Business Travel	Carriers may not offer worldwide coverage or the option to increase limits.	Provides coverage for the insured's property while in the custody of employees on business travel anywhere in the world. Includes coverage for laptop computers.	<hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>
<input type="checkbox"/> Fine Arts	Many carriers do not offer this coverage as part of the basic form. Carriers may include it as part of a coverage extension for certain classes of business.	The Financial Services SPICE offers a special endorsement that provides an additional limit of \$25,000 for fine art owned by the insured or by others in the insured's care, custody, and control.	<hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>
<input type="checkbox"/> Equipment Breakdown	Many carriers do not offer built-in equipment breakdown, making it necessary to purchase coverage separately, subject to a separate minimum premium.	Equipment breakdown is built into Property Choice, providing an economical way to eliminate potential gaps in coverage.	<hr/> <hr/> <hr/> <hr/>



**Key Points of Comparison**

**Analysis Tip**

**The Hartford's Coverages**

**Other Carrier's Coverages**

**Property Coverage (Property Choice® & Financial Services SPICE®) (continued)**

<input type="checkbox"/> Utility Services	Investment firms are reliant upon utilities to maintain fully operational. Many carriers do not offer utility services as part of their basic form.	The Financial Services SPICE offers a special endorsement that provides an additional limit of \$25,000 and a \$10,000 limit provided for business income (when business income coverage is purchased) resulting from the disruption of utility service.	<hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>
<input type="checkbox"/> Tenant Lease Coverage	Lease assessments or specified building property may not be included with most policies. Covers interest or responsibility as a tenant under a written lease agreement.	Coverage includes building glass, lease assessment, leasehold improvements, miscellaneous building property theft damage to building and legal liability building coverage.	<hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>
<input type="checkbox"/> Mail Transportation	Optional coverage for negotiable and non-negotiable securities in transit.	Coverage provided for both negotiable and non-negotiable securities while in transit. Negotiable securities subject to policy aggregate of \$5 million while there is no aggregate for non-negotiable.	<hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>
<input type="checkbox"/> Property Held in Trust	Important coverage for investment firms that serve as trustee for real estate.	This optional coverage protects against loss or damage to property held in trust by their firm.	<hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>

**General Liability Coverage (General Liability Choice®)**

<input type="checkbox"/> Property Held in Trust	Important coverage for investment firms that serve as trustee for real estate.	This optional coverage protects against claims made against insured's institution if someone is injured on a property which is held in trust by their firm.	<hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>
<input type="checkbox"/> Additional Insureds	Many carriers will require additional insureds to be added separately by endorsement.	If a written contract requires the name of others as additional insureds on the policy, we'll automatically extend that status to them. We can also provide them with primary coverage if that's a requirement.	<hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>
<input type="checkbox"/> Bodily Injury to Others	Many General Liability forms provide a narrow coverage definition.	Coverage includes protection for mental anguish claims resulting from bodily injury, sickness or disease for which the insured is held responsible.	<hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>
<input type="checkbox"/> Damage to Property of Others	Investment firms may rent office space.	Provides up to a \$300,000 limit if insured is responsible for damages to the premises they rent or occupy if the damage results from fire, lightning, or explosion.	<hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>
<input type="checkbox"/> Premises Medical Payments	Claims may arise from on-site injuries.	Provides up to \$10,000 in medical expenses for each person injured on insured's premises or because of insured's business operations.	<hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>

## Key Points of Comparison

## Analysis Tip

## The Hartford's Coverages

## Other Carrier's Coverages

### Commercial Auto Coverage

Autos Held in Trust

Some trusts may own and operate vehicles.

We provide an option to cover autos held in trust

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Employees as Insureds

Some carriers may not cover employees driving their own cars on company business.

If an employee is driving his or her own car on company business with permission and has an accident, the employee is afforded personal liability protection in excess of his or her personal auto insurance.

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Hired Auto Physical Damage

Most policies will not address physical damage to rental vehicles without separate coverage.

If we are providing liability and physical damage coverage on at least one owned auto, we will provide \$50,000 limit per loss for hired auto physical damage.

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Extra Expense Broadening Coverage

Many carriers do not consider expense associated with returning a stolen vehicle to the insured as a "loss" to a covered auto.

We will pay extra expense associated with returning a stolen vehicle to the insured.

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Lease Gap Coverage

Companies may lease vehicles in their company fleet.

In the event of a total loss to a leased covered auto for which the lessor has been added as an additional insured, we will pay the outstanding balance of the lease (excluding taxes, penalties, and overdue amounts) if it exceeds actual cash value.

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### Workers' Compensation Coverage

Employees of Trusts

Some trusts have employees on staff.

We provide an option to cover employees of trusts.

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Employers' Liability Stop Gap

Applies to firms located in a state where workers' compensation is provided by a monopolistic state fund.

This endorsement provides employers' liability coverage in monopolistic states, avoids any coverage gaps through failure to provide the coverage by attachment of a separate endorsement for this purpose.

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Notification Timeframe for Newly Set-up Operations Out of State

The industry standard is 30 days.

Our workers' compensation coverage gives firms 60 days to notify us to add states where they have newly set-up operations.

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Employers' Liability

Most carriers will provide limits less than \$500,000.

Our employers' liability limits are increased to \$500,000 (extended option). A higher amount can be purchased.

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Foreign Voluntary Compensation

Applies to employees who may travel outside the U.S.

Provides coverage automatically for travel outside of the policy territory and eliminates possible coverage gaps.

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## Key Points of Comparison

## Analysis Tip

## The Hartford's Coverages

## Other Carrier's Coverages

### Workers' Compensation Coverage *(continued)*

Waiver of our right to recover from other parties if insured's written contract requires it

Investment firms may enter into contracts where agreement is reached to hold other party harmless.

Our policy provides for an automatic waiver whenever an investment firm's contract requires such agreement. This eliminates the need to notify us for each occurrence and the requirement for separate endorsements.

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### Additional Coverage

Investment Advisor Professional Liability

Investment firms and their management team need critical coverages to protect their assets.

Through Hartford Financial Products (HFP), this package includes:

- Directors & Officers Liability
- Errors & Omissions Coverage

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Mutual Fund Professional Liability

In today's litigious environment, firms need protection from the risks inherent with running a business.

Through Hartford Financial Products (HFP), this package includes:

- Directors & Officers Liability
- Errors & Omissions Coverage

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Financial Institution Bond

Although business owners may believe their business is financially secure, at any time dishonest employees could be eroding their assets.

Hartford Bond offers several key coverages for investment firms, such as:

- Dishonest or Fraudulent Acts of Employees
- On and Off Premises Crime Exposures

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Computer Crime Policy

Criminal activity involving computers is increasingly common in this industry through technology advancements.

Hartford Bond offers several key coverages for investment firms, such as:

- Computer Systems Fraud
- Voice Initiated Transfer Fraud
- Telefacsimile Transfer Fraud
- Destruction on Data by Virus or Hacker

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International Coverage

It is increasingly common for investment firms to have foreign locations, clients, or other international business requirements.

Through our strategic alliance with ACE USA, which is part of the ACE Group of Companies, we are able to offer foreign property, general liability, automobile liability, foreign voluntary compensation as well as coverage such as kidnap and extortion.

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This document provides an overview of coverages and services. Coverages may differ in availability by state. All coverages are individually underwritten. For a complete description of all coverages, terms, and conditions, refer to the insurance policy. In the event of a conflict, the terms and conditions of the policy prevail. For details on this or any of The Hartford's programs, contact your Middle Market representative, or visit the EBC. Possession of these materials by a licensed insurance producer does not mean that such producer is an authorized agent of The Hartford. To ascertain whether a producer is a Hartford agent, please contact your state's Department of Insurance or The Hartford at 1-888-203-3823.