

Compensation for Insurance Brokerage Services

Segal's National Fiduciary Liability Insurance Practice (NFLIP) provides insurance brokerage services. It works on behalf of our clients to secure the desired insurance product from an insurance carrier. Our basic services include:

- Assembly of all needed renewal information and presentation of an underwriting submission for quotations.
- Policy review and analysis.
- Market strategy and proposed coverage specifications.
- Coverage negotiations, including necessary underwriting meetings.
- Quote letters and recommendations.
- Invoicing, premium collection and remittance to insurer.
- Policy review and transmittal.
- Claims reporting.
- Telephonic presentations to the Funds' Staff, subcommittees of the Board of Trustees, or the Board of Trustees, as appropriate.
- Q&A responses
- Periodic Segal publications.
- Segal's benchmarking for premium and limit of liability analysis.

While the foregoing services will be reasonably provided as part of our basic services, there are two areas that may require additional compensation and would be discussed and agreed to in advance:

- Time associated with claims advocacy and support services which support legal counsel during a claim process.
- Time, travel expenses and out-of-pocket costs such as room and board associated with travel to in-person meetings and presentations.

Scope of Practice

NFLIP focuses on four core coverages: fiduciary liability insurance, fidelity bonding, employment practice liability, and cyber liability insurance. NFLIP also places non-profit directors' and officers' liability and other associated miscellaneous errors and omissions insurance coverages. Finally, working with strategic partners that are licensed, independent insurance brokerage firms, we also provide traditional property/casualty insurance brokerage services.

How We Get Paid

For our basic insurance brokerage services, NFLIP is primarily compensated through commissions paid by the insurance carriers. In some situations, NFLIP may agree to a fee, or time and expense compensation arrangement. These arrangements always require a client's prior approval.

Commission or Fee Income

Commissions are paid on a formula that is typically expressed as a percent of the premiums paid for the insurance policy. The range of commissions (generally, 10% to 20%) can vary based upon a number of factors, such as the type of insurance, whether the insurance placement is a primary or excess layer, or whether another intermediary such as a wholesaler is involved. Commissions paid by insurance carriers to NFLIP are pre-set, meaning they will not be increased as a result of binding coverage with a particular insurer. In addition, the pre-set commissions are not dependent upon a minimum volume of business or profitability of the business placed.

We disclose to each client, in writing, the amount of commissions we received during the prior year for that client. The following chart shows commission ranges for different categories of insurance:

Coverage Type	Commission Range	
	Low	High
Executive Liability		
• Cyber Liability	10.0%	17.5%
• Directors and Officers	10.0	17.5
• Employment Practice Liability	10.0	17.5
• Fidelity Bonds	10.0	17.5
• Fiduciary	10.0	17.5
• Miscellaneous Professional Liability	10.0	17.5
Traditional Property and Casualty		
• "Package" or "BOP"	15.0%	20.0%
• Automobile	15.0	20.0
• Disability*	5.0	15.0
• General Liability	15.0	20.0
• Property	15.0	20.0
• Workers Compensation*	5.0	15.0

It is important to note that what we report to clients is the sum total of compensation that NFLIP receives from a carrier. This means we:

- **DO NOT** negotiate or accept any profit sharing, revenue enhancement, or other similar compensation.
- **DO NOT** earn a float on your premium dollars. Our invoices instruct clients to draw checks payable to the insurance carrier based upon the gross premium.

- **DO NOT** charge any fixed administrative charges for our services.
- **DO NOT** receive compensation or reimbursement from any carrier for any marketing expenses.

Wholesale Transactions

NFLIP periodically works with wholesalers to access additional insurance carriers on behalf of our clients. In these instances, NFLIP's commission compensation is generally less because a portion of its commission is paid by the carrier to the wholesaler. The wholesaler may negotiate additional commission or other compensation arrangements to which NFLIP is not privy.

Related Party Transactions

NFLIP has no related party transactions. Segal does not directly or indirectly own any insurance carrier used to provide insurance coverage to any NFLIP client. Neither NFLIP nor Segal operates as a managing general agency, managing general underwriter, or wholesaler.

Any questions concerning commissions on brokerage services, including requests for precise commission amounts and information about any alternative quotes obtained, should be directed to Brian L. Smith, NFLIP's Senior Vice President and National Practice Leader, at 212-251-5333 or bsmith@segalco.com.

* If via a State Fund, a commission may not be provided and a fee must be negotiated.