



Protecting
Your Assets
& Your Career



Gary McCammon AAPA Insurance Services

Q

What Is An Asset?

A

All property owned by you:

- > House & Other Real Estate
- > Stock, Bonds, Mutual Funds
- > Checking & Savings Accounts
- > Art, Jewelry & Collectibles
- > Business Interests



You Build Assets From Your Career Income

- > Compensation from your **professional** PA practice.
- > Professional: defined by your education, licensing and credentials.
- > Professionals are **personally** liable for malpractice.
- > Malpractice verdict can reduce your assets.
- > Malpractice allegation/verdict can affect your career: license/NPDB.



Q What Is Professional Liability Insurance?

A

Also known as **Malpractice Insurance**, Professional Liability Insurance provides protection against a patient who claims YOU caused an injury. This could be a wrong diagnosis, contra-indicated drug reaction or an infraction of HIPAA privacy laws. The list of potential claims very large!

Malpractice Insurance will pay the verdict instead of draining your assets.
Residual Risk: Verdict could be more than your insurance limit.

Malpractice Insurance will defend you against allegations.
Residual Risk: You win, but your conduct is reviewed.

Q

How Do I Get Professional Liability (Malpractice) Insurance?

A

You have two choices:

- > You can buy malpractice insurance for yourself and YOU are the Policyholder. Your employer may reimburse you for the cost.
- >Your employer adds you to their group's malpractice insurance policy. In this instance, your **EMPLOYER** is the Policyholder.

Q Is There A Difference With Employer Coverage?

A

Yes:

- > Employers make mistakes.
- > Not all employers care about you (once you are gone).
- > Insurance today may not be insurance tomorrow.
- > With employer coverage, attorney representation is primarily for the employer.

Good To Know: Among its many products, CM&F Group, Inc. offers PA AssetGuard® - a unique and cost-effective malpractice insurance policy designed especially for employer-insured PAs who wish to carry their own personal liability protection AND have their own legal defense team.

Comparing Policies

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Individual Coverage



Your own liability insurance is per insured/per year.

Employer Coverage



Some employer-provided policies have a shared coverage limit among ALL policy holders. If other policy holders use it up before you have a claim, you may be left without coverage.

Good To Know: As the healthcare industry consolidates with hospital systems purchasing physician groups, it's vital to understand what changes might be happening to your insurance coverage if your group is acquired. Having your own policy assures that your protection is seamless and secure!

Q With Employer Insurance, How Do I Make SURE That I'm Protected?

A

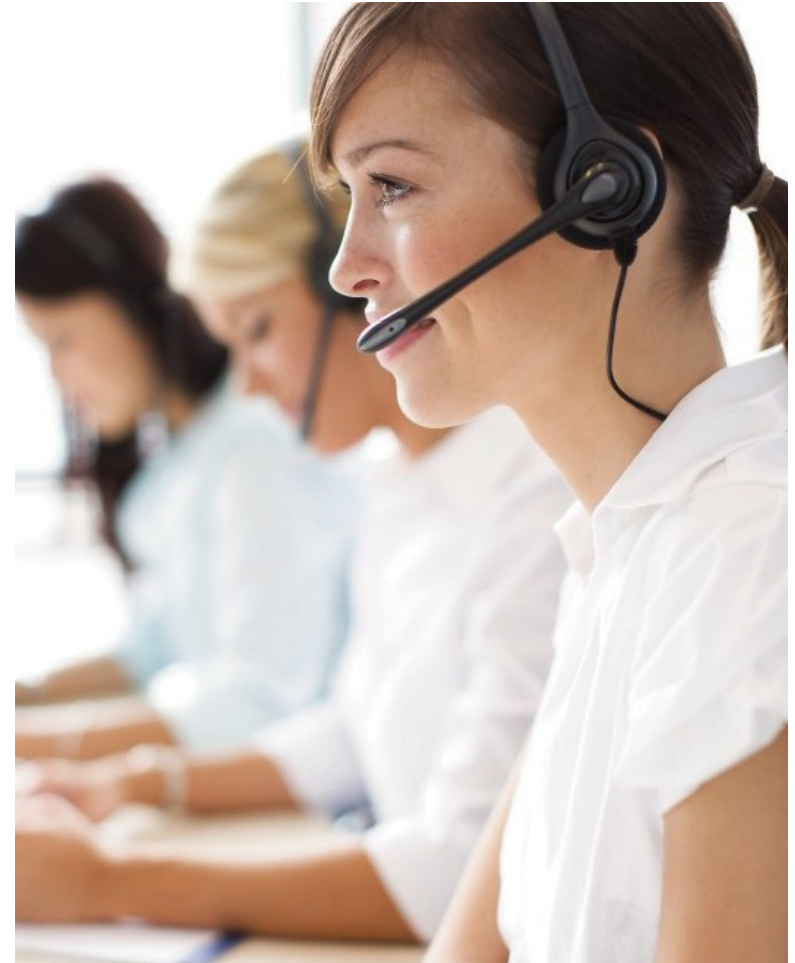
- > **Get documentation (Policy or Certificate of Insurance).**
- > **Consult with an insurance professional. AAPA can help! We have insurance for ALL practice situations.**
- > **We can review your current insurance and confirm that it's appropriate for your needs.**
- > **Consider purchasing your OWN policy, where YOU are in control.**

The AAPA/CM&F Advantage

You might think that “all insurance is created equal”, but nothing could be farther from the truth.

CM&F was founded 100 years ago and is proud to be endorsed by the AAPA. CM&F has served advance practice healthcare professionals longer than anyone else in the insurance industry and we remain committed to making it easy and cost effective to secure this vital professional coverage with:

- > **The Highest Rated & Lowest Priced Products**
- > **Outstanding Customer Service**
- > **Superior Claims Management**
- > **Fast Automated Application Process & 24/7 Personal Online Document Archives**



Good To Know: CM&F's insurance underwriting partner is Medical Protective, a Berkshire Hathaway Company which specializes in coverages for healthcare professionals. Founded in 1899, MedPro has earned the industry's highest A++ rating for financial strength from A.M. Best Company.

Occurrence Form versus Claims-Made Coverage

April: A geriatric patient comes in for a routine check-up, with a slight change in physical & emotional health status.

July: You take a break from practice for family reasons and do not renew your liability insurance policy.

January: Your client, the routine geriatric visit in April, sues you for failure to report & monitor emotional health changes which blossoms into a chronic condition.

If you had occurrence form coverage, you are protected because the incident occurred while your policy was in place. If you had claims-made coverage, you might not be protected because you didn't have active insurance when the claim was made.

It's Important To Understand The Difference!

If you had occurrence form coverage, you are protected because the incident occurred while your policy was in place.

If you had claims-made coverage, you might not be protected because you didn't have insurance when the claim was made.

Good To Know: The advantage to an occurrence policy is its permanence. The period of time you are insured under an occurrence policy is protected forever by the policy you had that year. You never need to renew or buy tail coverage when you leave.

Make Sure You're Covered EVERYWHERE That You Work

The AAPA/CM&F
Occurrence or Claims-Made
PA Malpractice Policy

Full Time, Part Time & Moonlighting Options

Multiple Workplaces:
Medical Offices, Hospitals & Clinics
(ideal for Moonlighting Professionals)

Private Residences/Public Places
Camps, Schools, Homes & Hotels
(should Good Samaritan Treatment
ever be required)

Employer's Policy



An employer's
insurance policy might cover you
only on his or her premises.

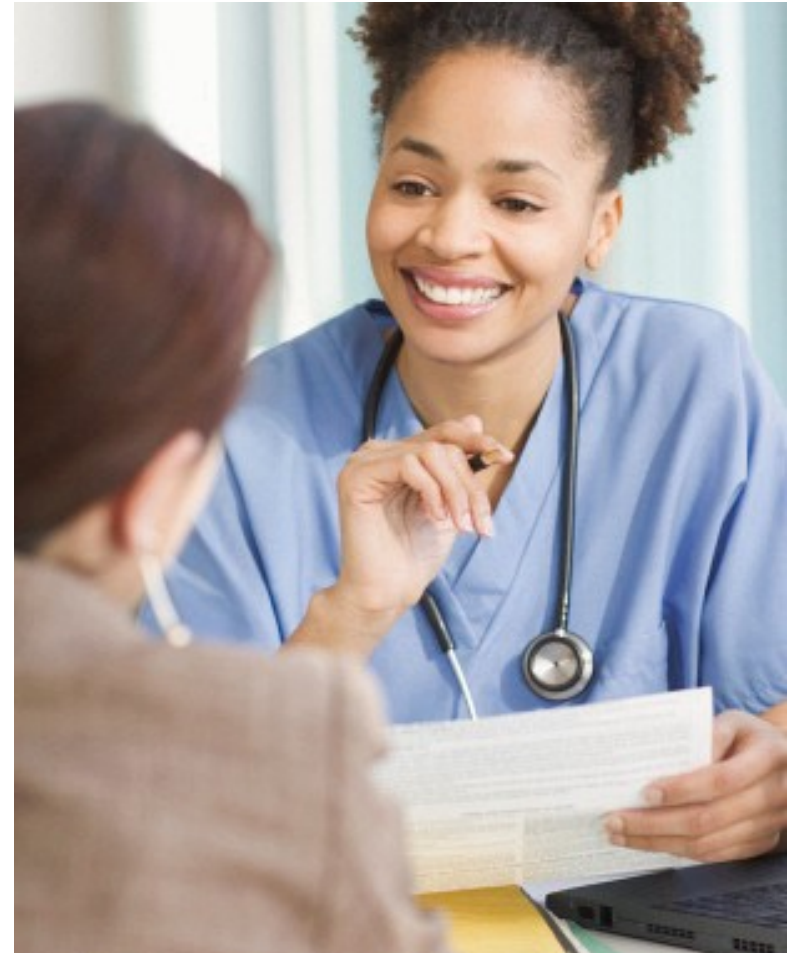
Good To Know: CM&F offers policy options for ALL PAs - whether a new graduate, a volunteer, or a PA starting a new business - in addition to full time, part time and moonlighting coverages in your choice of occurrence or claims-made policy forms; plus PA AssetGuard® - personal liability protection for employer-insured PAs.

Is Your Policy Tailored To YOUR Unique Needs?

3 Products To Suit All PAs:

AAPA/CM&F offers three different PA Malpractice Policies:

- U PA Protect®** which offers comprehensive, freestanding coverage for PAs whose duties range from general treatment to neurosurgery and cosmetic/aesthetic procedures.
- V PA AssetGuard®** which provides vital personal policy and legal protections for PAs who are covered by their employer's insurance.
- W AAPA New To Practice®** the most cost effective policy, designed especially for newly employed Graduate PAs.



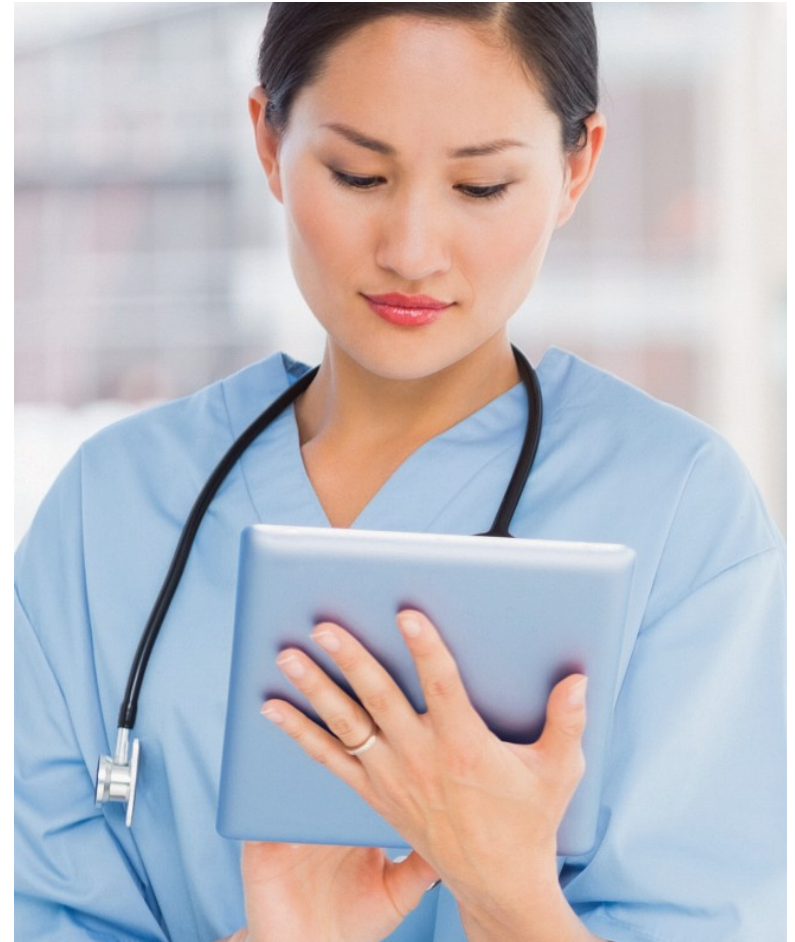
Good To Know: No matter what stage of your career, CM&F offers unrivaled malpractice policy options and all are underwritten by MedPro who has earned the industry's highest A++ rating from A.M. Best Company for financial strength. AAPA New to Practice®, PA AssetGuard® & PA Protect®, the choice is yours!

Don't Risk Your License... And A Costly Defense!

Did you know that most employer's malpractice policies DO NOT COVER or provide legal protection in the event of a state board license action against a PA?

Convictions, misdemeanors, dishonorable discharges and in some states, even traffic violations require full disclosure to be in compliance for licensing! And whether groundless or not, if you are charged with such an action - the cost to legally defend your license and livelihood could be crippling.

PA Protect® INCLUDES coverage expressly for License Legal Defense. Should you face an investigation, you'll have your own legal team!



Good To Know: CM&F policies offer defense coverages of \$25,000 per incident with up to \$100,000 per policy term. This provides protection against a proceeding initiated by a professional licensing authority, state department of health services or the federal department of health and human services - in addition to proceedings initiated by a hospital, review board or a committee.

It could be an Oversight.
It could be a Mistake.
Or it could be Unbelievable.

... **but it DOES happen.**

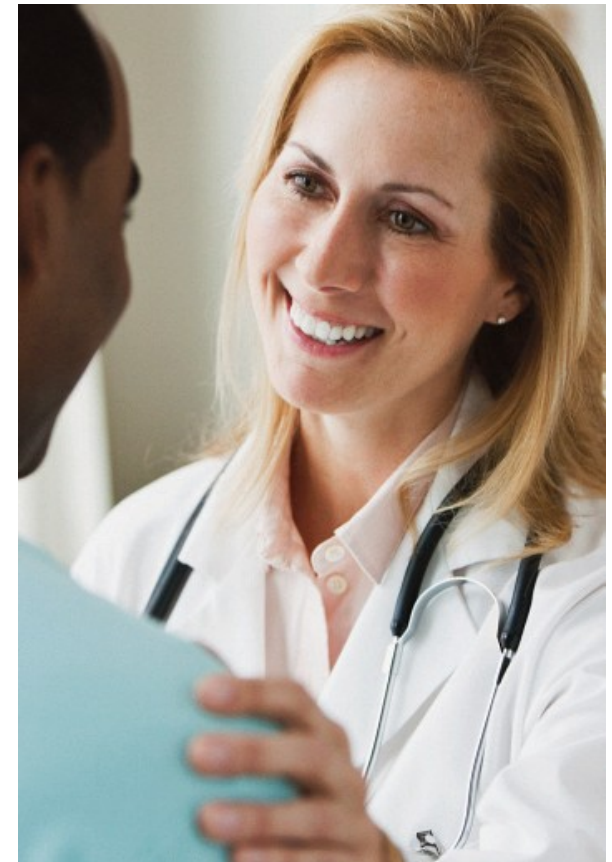
Patients can be harmed, and they really do sue.
And a lawsuit can cost more than you might think.

Money

Lawyer's Fees
Settlement Payouts
Lost Income
Your Career

Beyond Money

Your Reputation
Your License To Practice
Your Emotional Well Being
Your Family's Security



Good To Know: The Physician Insurers Association of America conducted a national review of closed malpractice claims which involved PAs. The average claim was over \$170,000 which illustrates that PAs do get sued - and can be held responsible for as much or more than the physician in a given claim.

Protecting
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To apply for malpractice insurance visit:

<http://www.aapainurance.com/>

or

call us toll-free at 1-800-221-4904

Good To Know: Since its founding in 1919 CM&F has been committed to representing only the highest quality insurance products in addition to providing peerless customer support and assistance. When you choose CM&F you can do so with the confidence that they - and their insurance partners - will be there when you need them. **Guaranteed!**

Individual Policy Issues

- Insurer Rating
- Occurrence or Claims-Made
 - Retroactive Date
 - Extended Reporting Period (Tail)
- Consent to Settle
- Licensure/HIPAA
- Depositions

Employer Policy Issues

- Ask for documentation
 - Copy of policy/Certificate of Insurance
 - Who pays for Tail?
- Check insurer rating
 - A.M. Best & Co.