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CAA Members See Sales Increase in D&O, E&O and EPLI Policies

Economic Climate Yields Growing Appetite for D&O, E&O and EPLI Products

AUSTIN, Texas, April 20, 2010 — Combined Agents of America, LLC (CAA) members see a growing appetite among businesses and non-profits for directors and officers liability insurance (D&O), error and omissions insurance (E&O), and employment practices liability insurance (EPLI). Among CAA's 44 member agencies, many agency owners expect the growth to continue, and predict a rise in these kinds of claims because of the number of failing businesses in 2009 and the continuing layoffs. With recent expansion into Oklahoma and Kansas, Texas-based CAA is a managing general agency (MGA) committed to further expansion across the country to strengthen the independent insurance agency system through profitable growth and exceptional service for its member agencies.

"We have seen a rise in D&O and E&O. We used to quote it a lot, but not write it very often. Now, we write it most of the time when we quote it," said CAA member Brent Borgstedte, CEO of GBS Insurance Agency (Bellaire, Texas).

"We are quoting and selling more EPLI, D&O and crime policies," said member Denny Bryan, CEO of Bryan Insurance Agency (Graham, Texas).

"We're seeing a tremendous rise in D&O policies, but no claims yet. Also, the renewal price is stable," said CAA member Stephen Schmerbeck, president of Garrett Insurance Agency (Kerrville, Texas).

Along with selling more EPLI and D&O policies, some CAA members have begun to see more D&O claims, but many predict these kinds of insurance claims to rise in the future.

"Yes, I've definitely been quoting more and selling more D&O. and expect to see claim increases with both D&O and EPLI," said CAA member Bill Russell, CEO of BRIA Insurance & Risk Consultants (Austin, Texas). "When businesses start failing in the private sector that's when its lenders, investors and suppliers tend to file a D&O claim against the leadership for a failure of duty, or alleged wrongdoing in making decisions that cripple the organization. Similarly, when work is slow and businesses start laying people off, that's when former employees may file a wrongful termination claim to overcome their financial loss."

"Yes, we are quoting and writing more D&O/EPLI. We just filed a claim on a personal umbrella for an individual who is serving as a volunteer non-profit board member of a homeowners

association,” said CAA member Robert Porter, CEO of Porter Insurance Agency (Brownwood, Texas)

“We just had a big D&O claim open on a non-profit. We also are offering more D&O quotes and selling more,” said CAA member Trent Richmond, and president of Bridges Insurance (Norton, Kansas).

About Combined Agents of America, LLC

Founded in 1997 Combined Agents of America, LLC (CAA) is based in Austin, Texas, and is comprised of 44 independent insurance agencies located throughout Texas, Oklahoma and Kansas. By funneling the agencies’ combined premiums, CAA brings larger volume commitments to insurance companies, while empowering its members to realize greater benefits from insurance companies, vendor discounts and other incentives.

CAA works with 18 of the largest insurance companies in the nation. CAA placed 18th nationally in the *Insurance Journal’s* Top 100 Property and Casualty Agencies in 2009. All CAA member agencies remain independent and are recognized by insurance companies as a key component to their future growth and goal commitments. Additional information is available at www.combinedagents.com.

CAA member agencies include: Aars & Nelson Insurance Agency, Barnard Insurance Agency, Bartlett, Baggett & Shands, Benchmark Insurance Group, Benton-Luttrell-Brown Company, Bigham-Kliwer-Chapman-Watts Insurance Agency, BRIA Insurance & Risk Consultants, Bridges Group Inc., Bosworth & Associates, Bryan Insurance Agency Ltd., Brownrigg Insurance Agency Inc., Cravens-Warren & Co., Crockett Insurance Service, Duncan-Fraser & Bridges Insurance Agency Inc., Ed Berrong Insurance Agency, Ed Weeren Insurance Agency Inc., EFGI Insurance & Bonds LCC, Evans-Ewan & Brady Insurance Agency Inc., First Insurance Services, First Texas Insurance Services LC, Henry Norris Insurance Agency, Inc., Garrett Insurance Agency, Inc., GBS Insurance Agency Inc., Grona Boles Martin & Bloxsom Insurance, Hill County Insurance Agency, Insurance Associates of Texas, Insurance Net Inc., JHC Insurance Agency Inc., J. S. Edwards & Sherlock Insurance Agency, Lake Insurance Agency, Inc., McCorkle Commercial Insurance Agency, Mims & Smith, Mr. Insurance Agency, Inc., Pierson-Fendley Insurance, Pinnacle Insurance Group Inc., Porter Insurance Agency Inc., Purifoy & Company, The Shropshire Agency Inc., Siegeler Insurance Agency, Inc., Walthall-Sachse & Pipes, Inc., The Weatherby-Eisenrich Inc., Wellmann Insurance Agency, Inc., Western Insurance Agency, and Whorton Insurance Services.

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