

USI Property Casualty Insurance Program FAQ

Why has Independent Education created this program?

This insurance program is one of several initiatives Independent Education is launching to help schools improve their financial bottom line. The Independent Education /USI insurance program will use the size of the Independent Education community of schools to leverage lower premiums, expanded coverage, and strengthened risk management for a wide range of property and casualty insurances.

How did Independent Education select USI as the exclusive broker for this program?

USI was chosen as the exclusive broker after an extensive search of both local and national firms. USI has expertise in working with independent schools, colleges and universities, charter schools, and associations. As the largest privately-held insurance broker in the country—with over 70 offices nationwide—USI brings a depth of resources and expertise to bear on behalf of your school. Independent Education believes that USI's combination of size, experience, and local presence is unique and will offer schools the best possible outcome.

What type of products will be offered?

USI's portfolio of insurance products and services include:

- Property and General Liability
- Educators Legal
- Workers Compensation
- Umbrella
- Commercial Automobile
- Directors and Officers
- Employment Practices
- Fiduciary
- Tuition Refund
- Student Accident/Catastrophic Accident
- Overseas Coverage

What services does USI provide?

A safe environment for students is of paramount importance. The Independent Education -USI program provides highly effective safety and loss control services and offers each participating school an individually tailored risk management plan.

How is the Independent Education -USI program any different than our current insurance policies?

The Independent Education -USI property and casualty insurance program is able to offer more than what a single school would most likely be able to achieve negotiating on its own.

Collective purchasing power—The program draws on the collective buying potential of Independent Education’s member schools to secure better rates than a school would probably get by itself.

Insurance carriers that are leaders in the independent school market—The program has also identified the insurance industry leaders who will provide the best coverage to schools. USI will negotiate with these carriers on behalf of each school to make sure that its needs are met.

Risk management services—Risk management involves more than coverage. It involves educating the school community on how to reduce risk in order to create the safest possible campus environment. The Independent Education -USI program will integrate risk mitigation into every service plan, and it will individually tailor the plan for each school. In addition, USI will revisit the plan annually to ensure that the program is achieving its intended goals.

Which insurance carriers are participating in the Independent Education -USI program?

USI will negotiate with leading insurance carriers, such as The Hanover Insurance Group, Ohio Casualty, and Philadelphia Insurance Companies, and will work with other major carriers as well, including Travelers, Hartford, and Chubb. For Tuition Refund and Student Accident coverage, USI will be able to negotiate with Markel. And for coverage of students studying or travelling abroad, USI will work with a wide array of carriers, including ACE, Chartis, and CNA.

Can a school participate in the program with its existing broker?

No, this is a unique program created as a partnership between Independent Education and USI Insurance Services.

Can a school stay with its current insurance carrier and still be in the program?

Yes, but the school must use USI as its broker. USI has negotiated with leading insurance carriers to produce a platform of products that are comprehensive in scope and competitively priced. But the program is not mandatory.

Is there a cost to join the program?

No, the program is offered as a benefit of membership in Independent Education.

What is the process for signing up with USI?

Anyone may contact USI directly using the information below, or you may set up an appointment when USI contacts the Business Officers in each school. In the first meeting, USI will look at the school’s existing program and will determine beneficial risk

management support services. It is recommended that you allow USI to review your school's existing program and identify coverage gaps and overlaps that should be addressed in your renewal program. USI will then identify the markets it intends to approach and will prepare a coverage analysis and proposal for your consideration.

How do contact USI?

There are two primary contacts for the local USI office:

Chad Thompson, Senior Vice President
(direct office line) 703-205-8784
(cell) 301-922-1151
e-mail: chad.thompson@usi.biz

or

Mike Fragola, CPCU, ARM, CIC., Senior Vice President
(direct office) 703-205-8796
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