

## If we could talk.

## Vol. 2, Issue 1

Leave professional liability lawsuits to lawyers who specialize in professional liability claims.

By Nicholas L. Bozzo

I think you would agree that even the very best general practitioner doctor is not the best person to perform heart surgery. For related reasons, I would tell you that even your highly successful corporate or personal attorney is not the best person to represent your organization in a professional liability lawsuit. Here are 3 particular reasons why insurance companies typically deny insureds' requests to use their own attorneys:

- 1. Carriers invest extensively in due diligence in order to partner with law firms that have proven experience in the nuances of the claim at hand -- including the alleged error or omission, state or local regulations, and more.
- 2. Your insurance policy should be a resource for you. If you picked the right insurance company, they should have unparalleled expertise in the specific types of claims they are insuring, including an arsenal of law firms in various jurisdictions prepared to give you the most prudent legal expertise available about that issue.
- 3. Insurance premiums are based in part on the company's expected defense costs, which in turn are based on previously negotiated rates with pre-selected law firms. When an insured chooses their own attorney, the costs for defending the claim are usually higher. And it's important to remember that the entire cost for a claim (including defense costs) goes against an insured's permanent loss history -- a record that has a significant impact on the ability to obtain coverage in the future, and at what cost.

If we could talk, I would tell you that it is ultimately the insurance company's obligation and desire to provide you with the best defense possible. Therefore, it's always best to let your carrier manage any litigation in which you find your organization involved. Defense costs are built in to your insurance premium so use the carrier's legal services to your full advantage.



Insurance for Particular Professionals

www.TargetProIns.com

1-888-888-1613

Nicholas L. Bozzo is the President of Target Professional Programs, a program administrator offering exclusive liability insurance programs for Accountants, Lawyers, Architects & Engineers, Home Inspectors, Insurance Agents, Staffing Firms and over 300 classes of miscellaneous professionals.. Nicholas has almost 30 years of experience in the insurance industry.

© 2016 Target Professional Programs is a division of and operates under the licenses of CRC Insurance Services, Inc.. CRC of California Insurance Services, CA Lic No 0778135. No claim to any government works or material copyrighted by third parties. Nothing in this communication constitutes an offer, inducement, or contract of insurance. Financial strength and size ratings can change and should be reevaluated before coverage is bound. Target's products are available exclusively through licensed retail insurance agents, and this material is for educational use only. It is not meant to be an offer of insurance directly to insureds or business owners.