

Lawyers Professional Liability

How to Sell

COMMON CLIENT OBJECTIONS:

I'm a sole attorney in my practice; is it really worth the cost?

I only practice law part time; why would I need this?

Do contract attorneys need this coverage?

Why is an extended reporting period important?

I have never had a claim, so why do I need this coverage?

Since I am a lawyer, if a claim should arise, I can handle it myself.

CARRIER RESPONSE:

Professional liability insurance is an absolute necessity for your protection in the event that a client files a lawsuit against you or your law firm. This is the safety net you need should you face a legitimate or illegitimate claim.

Whether working full time or part time, this type of insurance provides you with the necessary financial protection for your business.

Contract attorneys should be sure they are covered by the insurance policy of the law firm that they are working for and/or seek independent insurance to protect themselves from the financial repercussions if sued for their professional services.

Extended reporting periods are important in a claims-made professional liability policy as it allows you to report claims even after the policy expires.

Even if your practice has excellent risk management techniques, you may make a minor mistake that results in a claim.

Have the satisfaction of knowing an expert attorney in handling professional liability claims is defending your claim.

Get a quote online at [RPSSmallBusiness.com](https://www.RPSSmallBusiness.com).



The information contained herein is offered as insurance industry guidance and provided as an overview of current market risks and available coverages and is intended for discussion purposes only. This publication is not intended to offer legal advice or client-specific risk management advice. Any description of insurance coverages is not meant to interpret specific coverages that your company may already have in place or that may be generally available. General insurance descriptions contained herein do not include complete insurance policy definitions, terms and/or conditions, and should not be relied on for coverage interpretation. Actual insurance policies must always be consulted for full coverage details and analysis. DBA Risk Placement Services Insurance Brokers. CA License No. 0C66724. Copyright © 2020 Risk Placement Services, Inc.

RPS37409 0120