



# Loss Control Credit Program

## Utica **e&o** Gives You the Credit You Deserve!

### Every agency wants to save money.

When you meet any of the listed criteria, a 5% credit is applied to your premium — up to a maximum of 10% credit.

There is no minimum premium threshold for an account to be eligible for the credit, which will be applied after the application of any schedule rating modifiers. The criteria must be met every year for the credit to be continued.

### The criteria is:

- Enactment of an annual exposure analysis program
- At least **60%** of the agency staff achieve recognized designations
- Attendance at an approved E&O seminar within **the last 15 months or within first 30 days after inception date**
- All required staff attend an affiliate conducted in-house E&O/Loss Prevention Seminar

Call your local affiliate which represents Utica Mutual or your Utica underwriter to find out more about how you can benefit from Utica's Errors & Omissions Loss Control Program.

## Introducing the Details of Utica's Loss Prevention Credit Program

### • **An annual exposure analysis program**

This must be part of the Standard Operating Procedure of the agency. The checklists should address all of the potential exposures with a checklist by class of business, which is preferable to a generic approach. There would be a requirement that the client sign off on coverages not requested. **To verify the existence and usage of this program, Utica requires three new and three renewal exposure analysis checklists for review.**

### • **At least 60% of the agency staff with recognized designations**

Recognized designations include CPSR, CISR, ACSR, CPCU, CIC, CPIA or others. This program is designed to focus on the education of agency personnel.

### • **Attendance at an approved E&O seminar** *within the first 30 days after inception date or last 15 months*

The seminars must have quality salient points addressing loss prevention of insurance agencies. Proof of attendance is required by Utica.

Qualification by size of agency:

**1-3 staff size**  
 4-10 staff size  
 11-20 staff size  
 21+

**1 principal/office manager or CSR principal/office manager and 1 CSR principal/office manager and 2 CSRs**  
 20% of staff

**OR**

### **All required\* staff attend an affiliate conducted in-house seminar that deals with E&O loss prevention**

\*Required staff would include all internal CSR employees as well as the principal or office manager of the agency.



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