

## FPIC Offers Premium Discounts to Insureds

FPIC offers many options for policyholders to receive a discount off the base premium. The discounts are based on loss free status, and hospital and professional association membership.



Our loss free discounts range from 10-25 percent and are based on the number of years without a claim in excess of \$25,000 to \$50,000 or an indemnity reserve of \$100,000 or more depending on

your specialty and /or location. This discount program offers the greatest savings for policyholders. Any physician who is loss free as of the original effective date of new coverage, or the renewal date of current FPIC coverage, can qualify for the following discounts:

Loss Free Years	Discount
0 - 4	none
5 - 9	10%
10 -14	20%
15 or more	25%

In addition, the following requirements must be met for loss free discounts: maintained continuous professional liability coverage during the time frame being considered; proof of coverage is required; and claims history with current reserves will be required.

An endorsed program discount may be combined with the loss free credits for even

greater savings. These discounts can also be applied even if the physician does not qualify for loss-free credits. Program discounts can be obtained by membership in a specialty society, county medical society, or state association. FPIC has been named the exclusive provider of professional liability insurance for many professional associations that qualify for the program discount. Members in good standing are eligible to receive a 5 percent discount. Membership will need to be verified by the professional association. Policyholders can only qualify for one program discount.

An affiliated hospital medical staff/group is also eligible for a premium discount of 5 percent. For this discount each physician has a separate policy with individual limits. Physicians currently insured with FPIC will be eligible to enter a group program at their individual anniversary date. If entering at a date other than the group effective date, new business and converting business will be issued a short term policy to expire on the anniversary date of the group. The rates in effect at the time of the effective date of the group shall apply to all individuals entering during that one-year period. The hospital group discount can only be combined with loss free credit.

FPIC calculates the discount by first applying a program discount and then any loss free credits to the base rate. Since an insured will only qualify for one program discount, it is extremely important to notify your agent if you are a member of any hospital group or professional association. Underwriting will not search for discounts, only verify the information provided.

For a complete list of FPIC discount programs, contact your agent.

# Non-Standard Coverage from FPIC

FPIC's Non-Standard Program is working well and we want to clarify a few things so the program continues to be successful.

The Florida Guaranty Fund, contrary to what was printed in the *Florida Medical Business* newspaper in August, backs our program/product. It is an easy mistake to make due to the fact that most E&S products are not backed by the Fund.

You may also want to note that we usually only write the Non-Standard coverage on a retro date inception basis. There are reasons why a carrier, standard or E&S, may not offer prior acts when considering new business. This is generally incompatibility of claims triggers with some policies written on an "incident" basis and others written on a "demand" basis. Your FPIC policy is triggered by a demand. Accepting prior acts following a "demand" trigger could be especially troublesome considering your application question concerning the insured's having reported all incidents to the prior carrier. With a "demand" policy it doesn't matter how many "incidents" you report, coverage won't be triggered till a "demand" (generally suit papers) for money is received. These are not necessarily old policies; it is just how the companies choose to trigger their claims made coverage.

The non-standard program was developed in order to help individual physicians that may be members of a large group. This program offers a means for FPIC to insure the entire group. If you have any questions at all about any of FPIC's policies, please do not hesitate to give us a call. We are here to help!

# Arbitration Program

FPIC is offering an arbitration program for Florida physicians only. The program was developed as a way to deal with rising court costs and jury verdicts. An extensive search of Florida law was conducted before creating the program.

For participants, any claim that arises will be handled through the process of binding arbitration. A panel of three arbitrators will review the facts and determine the results. Patients and their representatives and physicians must abide by the decision of the panel of arbitrators. There is no process of appeals.

There are two versions of the FPIC arbitration program available. Under the first scenario, patients must sign the form in order to receive treatment. With the second option patients have the option to opt out of the arbitration process after a specified time period. The physician will then decide to continue treating the patient.

The program is complimentary for all FPIC insured physicians in the state of Florida. To receive additional information, contact Amy P. Waller, Director of Communications at 800-741-3742, ext. 3057 or [waller@fpic.com](mailto:waller@fpic.com).



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# Committed to Strong Defense

Since 1975 FPIC has been dedicated to protecting personal assets and professional reputations. As part of this commitment, FPIC sponsored a Defense Counsel Conference in late August. This annual event for FPIC defense attorneys was designed to inform them of FPIC defense policies, FPIC's place in the professional liability industry, and the kind of defense FPIC wants for our insureds.

The goal of the Claims Department is "an aggressive, efficient, quality defense of the claims brought against our insureds." This goal cannot be achieved without a partnership between FPIC, our insureds, and our defense counsel. The conference helps to strengthen this partnership.

The one-day event was attended by over 175 defense attorneys from around the state of Florida.

The conference also allowed the attorneys the opportunity to meet with the leadership of FPIC including Bob White, President; Beth Rominger, Senior-Vice President Claims, and Fred Scheriff, Vice President of Claims.

Topics covered at the conference included:

- Florida Birth Related Neurological Injury Compensation Plan (NICA) Update and Claim Trends
- FPIC and the Florida Professional Liability Industry
- Setoffs and Evidentiary Issues related to Setoffs
- Florida Case Law Update
- Bariatric Surgery
- Trial results 2003-2004

Beth Rominger said in reference to the meeting: "This annual event is the perfect opportunity for FPIC to emphasize our commitment to strong defense for our policyholders. In addition, we are able to provide our counsel with a forum to discuss the latest case law and loss trend developments."



## Volunteer Without Fear

The Atlantic coast is in the midst of a very active hurricane season. The state of Florida has recently been hit hard by hurricanes Charley, Francis, Ivan, and Jeanne. FPIC will provide coverage for insureds that volunteer to assist hurricane victims.

For additional details contact Policyholder Services at 800-741-3742, ext. 3217.

# FPIC Endorsed Associations, Societies and Colleges

Florida Academy of Family Physicians  
Florida Association of Rural Health Clinics  
Florida Chapter, American College of Physicians  
Florida Chapter, American College of Cardiology  
Florida Chapter, American College of Surgeons  
Florida Dental Association  
Florida Medical Association  
Florida Obstetric and Gynecologic Society  
Florida Osteopathic Medical Association  
Florida Pediatric Society  
Florida Society of Ophthalmology  
Florida Society of Rheumatology  
Florida Society of Thoracic and Cardiovascular Surgeons  
Georgia Chapter, American College of Surgeons  
Georgia Society of Otolaryngology  
Georgia State Medical Association  
Medical Associations of Atlanta  
South Florida Chapter, American College of Surgeons

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