an Insurance Primer for Nurse Practitioners

A Quick Guide For The Insurance You Need, In Language You Can Understand.

Liability Insurance 101  Comparing Policies  Apply Today/Contact Us
What Is Professional Liability Insurance?

Also known as Malpractice Insurance, Professional Liability Insurance provides protection against a patient who claims YOU caused an injury. This could be a wrong diagnosis, contra-indicated drug reaction or an infraction of HIPAA privacy laws. The list of potential claims is too large to list!

Good To Know: Professional Liability Insurance Provides Legal Defense Whether The Accusation Of Wrong-Doing Is True Or False!
Do I Really **Need My Own Insurance Policy?**

YES, the best protection is always your OWN POLICY - IN YOUR NAME. Some employed NPs may be listed as an “additional insured” on their employer’s insurance policy. But unless you are the OWNER of the policy, your interests could likely be viewed as secondary to your employer, the clinic or the office who owns the policy - should a claim arise.

**Good To Know:** Since an NP has the ability to examine, diagnose, and establish treatment plans for patients, friction may develop among co-healthcare providers. In the event of litigation, an adversarial situation could result between providers.
Comparing Policies

Individual Coverage

My $1 Million

Your own liability insurance is per insured/per year.

Shared Coverage

Our $1 Million

Some employer-provided policies have a shared coverage limit among ALL policy holders. If other policy holders use it up before you have a claim, you may be left without coverage.

Good To Know: Even if covered by an employer’s policy, the employer’s failure to maintain insurance does NOT absolve an NP from the exposure of his or her personal assets if an uncovered lawsuit is successful.
Comparing Policies

The CM&F Advantage

You might think that “all insurance is created equal”, but nothing could be farther from the truth.

CM&F was founded nearly a century ago. In 1987, we developed and filed the nation’s first malpractice policy specifically for Nurse Practitioners. For the past 27 years, through up and down markets, our dedication to Nurse Practitioners has never waivered. We remain committed to making it easy and cost effective to secure this vital professional coverage with:

> The Highest Rated & Lowest Priced Products
> Outstanding Customer Service
> Superior Claims Management
> Fast Automated Application Process & 24/7 Personal Online Document Archives

Good To Know: Employment of nurse practitioners is expected to grow 34 percent through 2022, much faster than the average for all occupations; credit aging baby boomers and a broadening scope of practice for NPs in most states.
Comparing Policies

The Pressures Of Change In American Healthcare.

Did you know that within the next 15 years, the population of Americans aged 65+ will DOUBLE to 71.5 million? And that of the 47 million currently uninsured Americans - 26 million are projected to be added to the healthcare system by 2022?

As population ages, there's a greater need for primary care physicians, but the United States has a growing SHORTAGE of primary care doctors - about 16,000 fewer than needed as of 2013.

These trends will not be reversed anytime soon. Demands and responsibilities within the healthcare system will only increase and especially so for NPs who are on the front lines of clinical care. The need for individual, quality malpractice coverage has never been more essential.

Good To Know: As of 2012, 18 states and the District of Columbia allowed NPs to practice WITHOUT physician supervision, according to the Kaiser Family Foundation.
Comparing Policies

Occurrence Form versus Claims-Made Coverage

April: A geriatric patient comes in for a routine check-up, with a slight change in physical & emotional health status.

July: You take a break from practice for family reasons and do not renew your liability insurance policy.

January: Your client, the routine geriatric visit in April, sues you for failure to report & monitor emotional health changes which blossoms into a chronic condition. It is late, but within the statute of limitations set by state law. She sues for malpractice.

If you had occurrence form coverage, you are protected because the incident occurred while your policy was in place. If you had claims-made coverage, you might not be protected because you didn’t have active insurance when the claim was made.

It’s Important To Understand The Difference!

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If you had claims-made coverage, you might not be protected because you didn’t have insurance when the claim was made.

Good To Know: The advantage to an occurrence policy is its permanence. The period of time you are insured under an occurrence policy is protected forever by the policy you had that year. You never need to renew or buy tail coverage when you leave.
Comparing Policies

Make Sure You’re Covered Everywhere That You Work

NP Secure®

The CM&F Occurrence Form NP Policy

Multiple Workplaces:
Medical Offices, Hospitals & Clinics
(ideal for Moonlighting NPs)

Private Residences/Public Places
Camps, Schools, Homes & Hotels, (should Good Samaritan treatment ever be required)

Employer’s Policy

An employer’s insurance policy might cover you only on his or her premises.

Good To Know: Some states offer immunity to good samaritans, but sometimes negligence could result in a claim of malpractice if the injuries or illness were made worse by the volunteer's negligence. “No Good Deed Goes Unpunished!”
Comparing Policies

Is Your Policy Tailored To Your Specialty?

NPSecure®

The CM&F Policy offers four levels of NP specialization to cover virtually ALL practice settings, in addition to Student Coverage:

> Adult, Adult Oncology, Family Planning, Geriatric, Gynecology, or Women’s Health Care
> Psychiatric Care
> Acute Critical Care, Pediatric/Neonatal Care, Family Practice (Adult/Pediatric) or School Nurse
> Acute Critical Care OB/GYN, Correctional Facility, Cosmetic/Aesthetic Procedures, Obstetrics/ Gynecology, Pain Management, or Perinatal Care

Good To Know: Texas, Pennsylvania, New York, Florida, and California had the most NP job postings in the first three quarters - possibly due to the popularity of retirees and elderly inhabiting these states.
Comparing Policies

Don’t Risk Your License... And A Costly Defense!

Did you know that most employer’s malpractice policies DO NOT COVER or provide legal protection in the event of a state nursing board license action against an ARNP?

Convictions, misdemeanors, dishonorable discharges and in some states, even traffic violations require full disclosure to be in compliance for ARNP licensing! And whether groundless or not, if you are charged with such an action - the cost to legally defend your license and livelihood could be crippling.

NP Secure® INCLUDES coverage expressly for License Legal Defense. Should you face an investigation, you’ll have your own legal team!

Good To Know: In most states, ALL convictions (if charged as an adult) remain on your record indefinitely. Therefore, you should always report all convictions. Failure to disclose all past convictions could result in disciplinary action against your nursing license.
It could be an **Oversight**.
It could be a **Mistake**.
Or it could be **Unbelievable**.

**... but it DOES happen.**

Patients can be harmed, and they *really do sue.*
And a lawsuit can cost more than you might think.

<table>
<thead>
<tr>
<th>Money</th>
<th>Beyond Money</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lawyer’s Fees</td>
<td>Your Reputation</td>
</tr>
<tr>
<td>Settlement Payouts</td>
<td>Your License To Practice</td>
</tr>
<tr>
<td>Lost Income</td>
<td>Your Emotional Well Being</td>
</tr>
<tr>
<td>Your Career</td>
<td>Your Family’s Security</td>
</tr>
</tbody>
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**Good To Know:** According to the **American College Of Nurse Practitioners**, over 40% of legal claims against Nurse Practitioners involve **Wrongful Death**.
Apply Today/Contact Us

**NP Secure**

To apply for malpractice insurance visit: www.NPSecure.com

Malpractice Protection With The Vital Benefits Which NPs Demand

<table>
<thead>
<tr>
<th>Benefit</th>
<th>Amount</th>
<th>YES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Assault Upon You</td>
<td>$25,000</td>
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</tr>
<tr>
<td>First Aid Coverage</td>
<td>$15,000</td>
<td>✓</td>
</tr>
<tr>
<td>Medical Payments</td>
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</tr>
<tr>
<td>Deposition Defense</td>
<td>$10,000</td>
<td>✓</td>
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<tr>
<td>License Defense</td>
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<td>✓</td>
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<tr>
<td>Loss Of Earnings</td>
<td>$2,500 day/$35,000</td>
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<tr>
<td>HIPAA Defense</td>
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<tr>
<td>Biomedical Defense</td>
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<tr>
<td>Good Samaritan Coverage</td>
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or call us toll-free at 1-800-221-4904

**Health, Life & Business Owners Insurance**

For more information regarding individual or group health insurance, life insurance or any business coverages, please contact:

CM&F Group, Inc.
99 Hudson Street, 12th Floor,
New York, NY 10013

Phone: 1-800-221-4904
Fax: 1-212-608-4378
eMail: info@cmfgroup.com

Good To Know: CM&F Group’s underwriting insurance partners are a “Who’s Who” of the financial world’s highest rated and most venerated institutions.