

7 CRITICAL QUESTIONS TO ASK WHEN SELECTING YOUR MEDICAL MALPRACTICE INSURER

Whether you're choosing medical malpractice insurance for the first time or seeking additional coverage for an established practice, selecting the right insurer is one of the most important decisions you'll make. When your reputation and livelihood are on the line, you need a powerful ally on your side.

Research your options and ask the right questions to prospective insurance providers:

1. DOES THE INSURER OFFER COVERAGE SOLUTIONS THAT MEET YOUR NEEDS?

In today's changing healthcare environment, it's important to choose an insurer that knows the business risks inherent in medical practices and offers innovative solutions to protect you from emerging exposures, including:

- Cyberattacks and data breaches
- HIPAA violations
- Medicare reviews

2. DOES THE INSURANCE PROVIDER HAVE LOCAL EXPERTISE?

The best carrier will have a combination of national presence and local expertise. A strong national reach provides the scope and resources to identify emerging risks and respond with innovative solutions for all specialties, while a local presence lends unique regional insights. An insurer that has an established multistate presence may have a portable policy that will allow you to be covered wherever you practice.

3. IS THE INSURER COMMITTED TO BEING YOUR STRATEGIC ALLY?

Navigating today's complex healthcare environment requires an insurer that does more than pay claims. A strong, effective business partner will also:

- Provide data that reveals liability trends in your medical specialty and helps improve safety in your practice environment.
- Successfully support medical liability reform and vigorously advocate in defense of the practice of good medicine.

4. IF A CLAIM IS FILED AGAINST YOU, HOW WILL THE INSURER DEFEND YOU?

Few things in a doctor's professional life generate more stress and disruption than an allegation of medical malpractice. Effective claims management starts with the prompt review of a claim by an experienced claims specialist. Select the insurance provider that offers the strongest defense and provides you with individual support to help alleviate the stress and anxiety that accompany a malpractice claim.

5. WHAT IS THE CARRIER'S FINANCIAL STRENGTH?

It's essential that the medical malpractice insurer has sufficient financial resources to pay all current and future claims against policyholders. Consider the following when evaluating a carrier's financial strength against its competitors:

- A.M. Best Company and Fitch Ratings
- Years in business
- Assets

6. DOES THE INSURER OFFER A DIVIDEND OR LOYALTY PROGRAM?

Why shouldn't you be rewarded for keeping claims low and for your loyalty to the insurer? Inquire about dividends and loyalty programs—not all insurance providers offer these plans.

7. WHAT ADDITIONAL TOOLS AND RESOURCES ARE OFFERED BY THE INSURER?

Select an insurer that offers the tools and resources you need to help reduce risk and keep your practice safe. Your coverage should include access to CMEs, online disclosure resources, and health literacy tools, as well as personalized risk management services and patient safety programs.

ABOUT THE DOCTORS COMPANY

When it comes to protecting your name, your livelihood, and your reputation, The Doctors Company is your most powerful ally. The Doctors Company has been fiercely committed to relentlessly defending, protecting, and rewarding physicians for nearly 40 years.

A Foundation of Leadership and Advocacy

The Doctors Company was founded on the heels of California's critical 1975 enactment of the Medical Injury Compensation Reform Act (MICRA)—landmark legislation that serves as a national model for effective and durable tort reform. To continue advocating for and protecting the practice of good medicine, several of MICRA's leading physician proponents formed The Doctors Company. We are uniquely aligned with our members' interests and accountable only to them. The Doctors Company remains true to the principles that inspired our founders—ensuring that your voice is heard, from the exam room, to the courtroom, to the nation's capital. We champion medical liability reform and advocate for the practice of medicine through our state and federal political action committees (DOCPACs).

Innovative Coverage

As healthcare faces unprecedented change today and for the foreseeable future, The Doctors Company has a clear vision of how we will respond to those challenges. We offer groundbreaking solutions and flexible coverage to protect your practice, including MediGuard® regulatory risk coverage, CyberGuard® cyber liability protection, Employment Practices Liability Insurance (EPLI) for employment-related claims, and solutions for large groups and nonstandard risks.

Protecting Your Practice

A revered thought leader in patient safety and risk management, The Doctors Company helps you understand and mitigate liabilities, so you can focus on doing what you do best—delivering superior care. We provide you with the tools and services you need to identify potential sources of patient injury and enhance safety within your practice. Our vast database provides real numbers—including the most likely scenarios in which lawsuits are filed and the top reasons why physicians are sued, giving you a benchmark for your own patient safety efforts. We offer an extensive selection of online and traditional opportunities to earn CME credits through our new state-of-the-art learning management system.

Unmatched Rewards

The Doctors Company recognizes and rewards members for their loyalty and dedication to superior patient care. The Tribute® Plan is an unrivaled financial benefit paid to members at retirement. Since its launch in 2007, more than \$30 million has been paid to members, and the highest award paid to date is \$138,599. Since 1976, The Doctors Company has returned over \$338 million in dividends, made possible by the excellent claims experience of our members.

Financial Strength

With \$4.3 billion in assets and A ratings by A.M. Best Company and Fitch Ratings, The Doctors Company is strong. This financial strength assures we have the capacity to provide the services our 77,000 members deserve not only today, but far into the future.

Tribute Plan projections are not a forecast of future events or a guarantee of future balance amounts. For additional details, see www.thedoctors.com/tribute.

TODAY, MORE THAN EVER, YOU CAN'T AFFORD TO BE WRONG IN YOUR CHOICE OF INSURER.
LEARN MORE ABOUT THE DOCTORS COMPANY AND THE PRODUCTS AND SERVICES WE OFFER—
VISIT WWW.THEDOCTORS.COM OR CALL US AT [866.538.1440](tel:866.538.1440).

