

PERSONNEL

- Practice led by senior executive with over 15 years experience.
- Commitment to continuing education – speaking engagements, articles, professional designations.

EDUCATION OF CLIENT EXECUTIVES

- CFO and/or other insurance representatives become valuable risk management asset.
- Thorough pre-renewal presentations.
- Routinely conduct board presentations upon request.

BROADEST GLOBAL MARKET ACCESS / AGGRESSIVE NEGOTIATION

- Access to domestic, London, European and Bermudian carriers.
- Regular meetings/conference calls with senior carrier personnel.
- Intimate knowledge of latest coverage trends and enhancements, and a commitment to obtain for our clients.

**LIMIT OF LIABILITY ANALYSIS –
MARKET CAPITALIZATION AND BENCHMARKING TOOLS**

- Cornerstone Research and Stanford Securities Class Action Clearinghouse.
- Tillinghast and Advisen.

DETAILED POLICY ANALYSIS FOR NEW AND EXISTING CLIENTS

- Match policy terms with company exposure.
- Policy comparisons.

**ACCESS TO LEADING COVERAGE COUNSEL –
REGIONAL AND NATIONAL**

- Active consultation when needed during policy placement.
- Available for claims advocacy.

PERSONALIZED CLAIMS HANDLING

- Same personnel responsible for policy placement are responsible for claims handling.
- Senior executive review of carrier coverage position letters.
- Aggressive advocacy with senior carrier representatives.

For more information on DLD's **Executive Liability & Financial Products Practice**, please contact James R. Lopiccolo at (949) 553-5681 or jlopiccolo@dldins.com.