



Field
Update



June 12, 2009

Errors and Omissions policy renewal effective July 1

We are pleased to announce the renewal of the Errors and Omissions program effective July 1, 2009. The policy period will run from July 1, 2009 through July 1, 2010. The carrier (Zurich) and the broker/administrator for the program (Cal-Surance) remain the same.

While E&O premiums have increased this year across the industry, the Aviva program remains competitive with other carriers' programs. **Also, in order to keep premiums at a competitive level, we are excluding 412(i) and 419 plans from our Errors and Omission program.**

Just as in previous years, two types of coverage are offered:

■ Tier I Coverage (Includes coverage for mutual funds and variable products – Series 6)

	<u>Coverage Limits</u>	<u>Annual Premium</u>
Option 1	\$1,250,000 per claim/ \$1,250,000 annual aggregate	\$1,447
Option 2	\$2,250,000 per claim/ \$3,250,000 annual aggregate	\$1,879
Option 3	\$3,250,000 per claim/ \$3,250,000 annual aggregate	\$2,241

■ Tier II Coverage (Includes coverage for Series 7 activities but only through broker/dealers approved by the carrier (Ameritas Investment Corp and Financial Network Investment Corp))

	<u>Coverage Limits</u>	<u>Annual Premium</u>
Option 1	\$1,250,000 per claim/ \$1,250,000 annual aggregate	\$2,961
Option 2	\$2,250,000 per claim/ \$3,250,000 annual aggregate	\$3,976
Option 3	\$3,250,000 per claim/ \$3,250,000 annual aggregate	\$4,971

There is an additional \$30 administrative fee charged by Cal-Surance.

The program will be open for on-line enrollment through July 15, 2009. Upon enrollment, coverage will be effective July 1, 2009. Enrollment information, as well as a sample E&O policy and further information regarding the program, must be accessed from the Cal-Surance website at www.calsurance.com. When you access that site use the following login and password:

Login: Aviva
Password: avivlife

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As indicated when you login, you can make one annual payment or make payments via bank draft over four installments. All payments go to Cal-Surance. DO NOT SEND PAYMENTS TO Aviva.

Also remember that E&O coverage is mandatory for all agents. All agents under contract must enroll in the program through Cal-Surance OR must provide, by July 15, 2009, proof of alternate coverage through another program (with a minimum of \$1 million per claim), along with a Waiver of Coverage form, to us at the following address:

Aviva USA
Attn: Agency Services, Dept. C-47
611 Fifth Avenue
Des Moines , IA 50309

Or, fax the proof to (800) 531-0038, Attention: Agency Services

If you do not either enroll in the program OR provide proof of alternate coverage by July 15, 2009, your contract may be subject to termination.

If you have any questions about the program, please contact the Agency Services Compensation Team at (800) 800-9882, ext. 4423. You may also call Cal-Surance at (800) 745-7189.