

LIANS / NSBS is a subscribing member of the Canadian Lawyers Insurance Association (CLIA), a reciprocal insurance exchange established in 1988. CLIA provides long-term professional liability insurance solutions for the legal profession in many Canadian jurisdictions.

As a lawyer in a CLIA Subscribing jurisdiction, you have:

- Mandatory Errors and Omissions (E & O) insurance with a limit of \$1M per claim and a \$2M annual aggregate limit; and
- Mandatory Cyber insurance ranging from \$100K to \$250K for various common cyber claims. See CLIA's [Cyber Insurance Overview](#) information to better understand your mandatory coverage.

CLIA also provides additional or excess insurance through its Voluntary Excess Program (VEP). Excess insurance is optional coverage that law firms can purchase as additional protection beyond the coverage required by the law society. The VEP offers a range of additional coverage limits extending **up to \$35M per claim, with an annual aggregate limit of \$35M**. Coverage options under the VEP include limits of \$1M, \$2M, \$3M, \$4M, \$6.5M, \$9M, \$14M, \$19M, \$24M, \$29M and \$34M in excess of the \$1M mandatory base.

Excess insurance provides added security for a low Investment. Firms can purchase \$1M in coverage at a base rate, with the cost per million decreasing as coverage limits increase. For example, at higher limits, the price per million may be significantly lower making additional coverage more cost-effective.

In addition, CLIA continues to offer a stand-alone cyber insurance product with higher limits than the cyber coverage provided with the mandatory insurance. CLIA's Stand-Alone Cyber Coverage can be purchased in conjunction with excess liability coverage or on its own.

In addition to higher limits, CLIA's Stand-Alone Cyber Coverage offers additional base coverage for Multimedia & Intellectual Property Liability and Reputational Damage. Extension Coverage is also available for Electronic Theft, Computer Fraud, Telecommunications Fraud and Social Engineering Fraud. These coverage extensions are available for an additional premium and are purchased in conjunction with Stand-Alone Cyber. See CLIA's [Cyber Insurance Overview](#) for more information.

## Do You Need Excess Coverage?

Excess coverage is not just for 'higher risk' practice areas or large firms. Any legal work can result in a large claim and excess coverage is available and can benefit lawyers in all areas of practice.

As the value of your clients' transactions increase over time, so too may the need to secure adequate levels of E&O insurance. One large claim could quickly erode the primary policy leaving you or your firm exposed to significant personal liability. Moreover, for family law, wills and estates and real estate law, rising property values can mean higher potential losses from a single mistake.

When determining if you need excess coverage, assess the risk for the firm, not just you individually. **Factors to consider include:**

- Transaction types and potential client impact;
- Size and frequency of large transactions;
- Coverage adequacy for former associates or partners; and
- Potential growth of liability over time.

When considering whether you need excess cyber coverage, remember that any size firm can fall victim to a cyber attack. If you use the internet in any capacity, you and your law firm are targets for a cyber attack.

## Considering Retirement?

Retired lawyers remain exposed to potential claims for past work. Retirement does not eliminate liability risks for past professional services.

Excess coverage continues if your former firm maintains and pays for the policy. If your previous firm dissolves or ceases coverage, you may be exposed to liability. Retired lawyers without prior excess insurance may face challenges obtaining retroactive coverage for past work. Contact [service@clia.ca](mailto:service@clia.ca) to discuss available options tailored to retired lawyers who need coverage.

**Retiree Discount:** CLIA wants you to be at ease during your retirement so it provides retired inactive lawyers with a **25% discount on excess E&O insurance**.

## Why Choose CLIA For Excess Coverage?

- **Convenience:** CLIA has a convenient and responsive online buying experience and focuses on delivering exceptional service.
- **Experience:** CLIA specializes in E&O insurance and has been providing affordable E&O coverage to Canadian lawyers for over 35 years.
- **Claim Consistency:** Excess insurance from CLIA ensures a seamless, consistent and convenient approach to managing claims. CLIA offers a one-stop shop for both mandatory and excess claims. If you obtain excess coverage from CLIA only one claim notification is required and the same person manages the claim all the way up from \$0 to the level of excess that you've purchased.
- **Relationship with Reinsurers:** CLIA's relationships provide the program with flexibility to manage claims without interference from the reinsurer and pricing stability when insurance markets become difficult or the program's claims become excessive.
- **Relationship with Law Societies:** CLIA has worked with its subscribing law societies to resolve many difficult situations. Renewal meetings are conducted annually to ensure lawyers can take advantage of current pricing trends that are reflective of our efforts to manage claims effectively.
- **Personal Touch and Customer Satisfaction:** When you have a question, you receive a quick response from a real person. Over 90% of CLIA's survey respondents said they are either likely or very likely to recommend CLIA's excess program to other lawyers.
- **Referral Program:** CLIA also has a referral program. If you refer a new client to CLIA for excess E&O coverage, you will receive a **10% discount** on your following year renewal.

## How To Apply For or Renew Excess Coverage?

CLIA's online application is quick and easy and is completed by most in a few minutes.

The online application to apply for excess Insurance products can be completed any time after May 5<sup>th</sup> by going to the [Excess insurance](#) section of the CLIA website.

**Before Applying**, collect the following:

- Details on disciplinary proceedings or disbarments involving firm lawyers.
- Claims reported in the last 12 months (for renewals) or last five years (for new applications).
- Knowledge of potential claim circumstances not yet reported.

For cyber coverage applications, firms must meet certain eligibility requirements. Some of the questions in the application form may require the assistance of your IT department. Contact [cliacyber@ar-services.ca](mailto:cliacyber@ar-services.ca) to receive the questions in advance if needed.

#### **For Existing Customers**

- The renewal period remains open until the end of June each year.
- Pricing may vary annually—request a quote before applying.
- Sign in to your account to access the pre-populated application form. Please update any information as needed.

A lapse in coverage can leave the firm unprotected against claims arising during the gap period, potentially resulting in significant financial liability. CLIA does not offer a grace period for late renewals so it is crucial to renew your policy before it expires to maintain continuous coverage.

#### **For New Customers**

- Submit applications until the end of July. Applications submitted after this period will be prorated (note that cyber coverage cannot be prorated).
- Request a quote before applying.
- Create an account to access the application form when you're ready.

Visit the [Excess Insurance](#) section of CLIA's website to get a quote and apply.

If you have any questions, please contact CLIA at [service@clia.ca](mailto:service@clia.ca).