

## **Insurance Program Revenue and Sponsorship Fees**

The State Bar of California receives revenue for the following sponsored member insurance programs. The funds are applied to the expenses of the State Bar's oversight of each program and supports member services such as the Lawyer Assistance Program and the Member Service Center.

### **Professional Liability Insurance**

This program is underwritten by Arch Insurance Company and administered by Marsh US Consumer ("Marsh"). The State Bar receives 3.25% of annual written premium from Marsh. This 3.25% represents a portion of commissions paid to Marsh by the insurance carrier.

### **Business Office Package**

This program is underwritten by The Hartford and administered by Marsh US Consumer ("Marsh"). When the total premium for the program reaches \$500,000, the State Bar receives .5% of premium from Marsh. When the program reaches \$1,000,000 in written premium, the State Bar receives 1% of premium. These percentages represent a portion of commissions paid to Marsh by the insurance carrier.

### **Accidental Death & Dismemberment**

Effective March 1, 2006, this program is underwritten by ING/ReliaStar and administered by Marsh US Consumer. The State Bar receives 2.5% of the premium after the program reaches \$500,000 in premium volume. After the program reaches \$500,000 in premium volume, Marsh will pay the State Bar 5% of the premium. Additionally, Marsh Affinity paid the State Bar a one-time \$5,000 sponsorship fee.

### **Life Insurance**

American General Life Insurance Company and US Life, member companies of AIG, underwrite this program. The program is administered by Marsh US Consumer ("Marsh"). The State Bar receives 5.5% of annual premium.

## **Auto & Homeowners**

Effective January 1, 2006, this program is underwritten and administered by Liberty Mutual. The State Bar will receive 4% of the annual premium (for new business) and 2% of annual premium for renewals.

## **Disability Income**

This program is underwritten by Union Central Life and is marketed by AI & PS (Association Insurance & Pension Services). The State Bar receives 5% of 1<sup>st</sup> year premium and 1% of renewal premium (years 2 –10). These percentages represent a portion of commissions paid to AI & PS by the insurance carrier.

## **Long Term Care Insurance**

The State Bar sponsors two long term care programs; one provided by John Hancock Life Insurance Company and one provided by MetLife. Both programs are marketed by AI & PS (Association Insurance & Pension Services). The State Bar receives 3% of 1<sup>st</sup> year premium and 1% of renewal premium (years 2 –10). These percentages represent a portion of commissions paid to AI & PS by the insurance carriers.