

Gagliardi Insurance Broker Enrollment Kit

For over two decades, Gagliardi Insurance Services has provided a comprehensive mix of specialty insurance coverage, supported by a top-notch team with a strong commitment to timely and personalized customer service.

We have developed outstanding insurance programs for your clients in specialty markets and many of our brokers have been with us for over 10 years. We invite you to join our family of brokers that enjoy access to superior programs through top rated carriers and very competitive rates.

GIS offers programs that include coverage for:

- Accident Medical
- General Liability / Excess Liability
- Directors and Officers Liability
- Crime / Fidelity Bond
- Sports Equipment
- Event Non-appearance
- Weather
- Prize Indemnity
- Producer's Errors and Omissions
- Event Cancellation
- Special Event Liability (Weddings, Reunions, BBQ's, Concerts, etc7)

GIS can service all of your specialty market insurance needs and specializes in programs that cater to:

- Youth Baseball and Football Teams, Leagues, and Organizations
- Amateur Sports Leagues and Teams of All Ages; including but not limited to Soccer, Basketball, Volleyball, Lacrosse, Flag Football, Cheerleading, Softball
- Mixed Martial Arts, Boxing, Kickboxing, and Wrestling Promoters and Participants
- Sports Camps and Clinics / Tournaments
- Sports, Recreation, and Entertainment Facilities

What We Offer

- Over 20 years of experience in the sports and entertainment industry is there to support you and your clients. Our skilled staff of underwriting and customer service professionals can provide a unique opportunity for you to expand and diversify your book of business.
- Branded applications – We develop the product, but the clients know you. GIS offers custom applications with your company Logo and contact information so the clients can brand identify with your company.
- Wholesale or referral programs available – Depending on the needs of your clients and the capacity of your brokerage, GIS offers flexible compensation and customer support packages. We can service your clients directly and offer on-going compensation for you, or provide support for you indirectly so you can maintain a more direct client relationship.
- Market research and education – Our customer service representatives and outstanding marketing team provide you with the most well positioned and priced products in our niche market. With our support, you can learn how to get our product in front of your clients, who our competitors are, what we offer that they don't.



Insurance Programs

Youth Baseball

- Directors & Officers Coverage – covers your Boards executive decisions
- Rolling Effective Dates
- Primary Selling Period: December to May
 - January 1st is the most common effective date for larger organizations
- Secondary Selling Period: March through May
- Post Selling Period Activity – individual and travel teams will insure through the end of the year
- Travel Teams, Leagues, Organizations
- General Liability, Excess Liability, Accident Medical, Catastrophic Medical, Fidelity Bond, D&O Coverage, and Sports Equipment.

Youth Football

- Directors & Officers Coverage – covers your Boards executive decisions
- Rolling Effective Dates
- Selling Period: April through August
- Coverage available for Youth Tackle Teams & Leagues, Flag Football, 7 on 7, Champions/Challenger (special needs) Leagues as well as Cheerleaders.
- General Liability, Excess Liability, Accident Medical, Catastrophic Medical, Fidelity Bond, D&O Coverage, and Sports Equipment.

Combative Sports

- Promoter Bonds
- Producers E&O / D&O
- General Liability – Can be effective up to 3 days
 - Set Up, Event, Take Down
 - Accident Medical – Effective only for day of event
- General / Spectator Liability, Excess Liability, Accident Medical, Hired Non-Owned Auto, Event Cancellation, Non-Appearance, Liquor, Workers Comp, Inland Marine
- Gyms & Studio's
- Boxing, MMA, Amateur MMA, Kickboxing, Wrestling, etc...
- Please Note: commissions will not be afforded for current or previous clients of GIS. You are more than welcome to place the business through us and add a fee but no commissions will be provided on these accounts.

Amateur Sports

- Directors & Officers Coverage – covers your Boards executive decisions
- Rolling Effective Dates
- Effective Dates - Annual / Short Term / One Day
- General Liability, Excess Liability, Accident Medical, Abuse & Molestation, Participant Legal Liability, Bonds, Floaters, Damage to Rented Premises, Spectator Med Expense, etc...

Other Available Products

Gagliardi Insurance also offers a variety of non-program sports and entertainment insurance products that are individually underwritten including:

- Special Event Liability
- Non-appearance and Event Cancellation
- Prize Indemnity (Hole in One, Half-Court Shot, etc7)
- Property Coverage for Sports and Entertainment Facilities
- Liability and Medical Coverage for Boxing, Mixed Martial Arts, and Martial Arts Gyms and Studios
- Coverage for Professional and Semi-Professional Teams

Commission Amounts

10% - Submit agency payment (Check, E-check, Credit Card) minus your commission. You may withhold 10% of pure premium; add in any of our fees which will give you the net premium amount due.

7.5% - If your agency pays us in the full amount or if you pay us using client's Credit Card, Check or E-check, then we will cut you a 7.5% commission check. Basically, if we have to cut you a commission check, you will receive 7.5% instead of 10%.

Some programs do have a commission scale outside of our program and it will be reviewed on an individual basis (i.e., Bonds, Special Events, and other Specialty Risks)

How to Enroll

Complete the attached broker information sheet, broker agreement, and submit with copies of licenses in all states in which you will do business and a copy of the declaration page of your E&O insurance.

Submit all documents via Fax: 408-414-8199 or Email: sales@gsportsinsurance.com

Or Mail Package to: **109 S. 13th Street, Suite 117B, Philadelphia, PA. 19107**

Gagliardi Insurance Broker Information Sheet

Name of Brokerage: _____

Address: _____

States Authorized to Sell Insurance: _____

E&O Carrier: _____

Limit: _____

(Please attach a copy of the insurance license for each state listed and the declaration page of the listed E&O insurance)

Signature of Principal or Authorized Representative

Printed Name

Date



Broker Agreement

Memorandum of Agreement made this _____ (#) day of _____ (Month), 20 ____ (Year) by and between Gagliardi Insurance Services, Inc. of California, (hereinafter called "GIS")

And _____ of _____

State of _____ (hereinafter called "Broker")

Effective Date: _____

Whereas, Broker desires to offer insurance placements to GIS and GIS desires to consider such offerings, now, therefore, Broker and GIS agree to be bound by the following terms with respect to such offerings

1. Broker agrees to pay GIS all premiums accruing on insurance written under this agreement, whether or not collected by Broker from insured, upon submission of an application for insurance or in response to a quote at which time coverage is bound. These terms can only be changed by specific written addendum as mutually agreed between Broker and GIS.
2. GIS shall pay Broker as commission, a percentage of the premium on each policy written at the rate stipulated by GIS. GIS shall be entitled to reimbursement commissions paid to broker at the same rate on any return premiums, including premiums on cancellations made by GIS,
3. GIS and Broker hereby agree that Broker is acting as an independent contractor in all matters relative to this agreement and that GIS recognizes the independent ownership by Broker of the insurance business written pursuant to this agreement; however, in the event it is necessary for GIS to cancel this agreement for violation of its terms by Broker, GIS has the right to pursue subsequent renewals, additional premiums or commissions as they may be necessary to satisfy the interest of GIS.
4. Broker agrees to cooperate fully with GIS to facilitate the investigation and adjustments of any claim when requested by GIS and under any such rules and regulations as may mutually be agreed upon from time-to-time between GIS and Broker.
5. Nothing in this agreement shall be construed as limiting or restricting to the right of GIS to cancel any claim when requested by GIS and under any such rules and regulations as may be mutually agreed upon from time-to-time between GIS and Broker.
6. Nothing in this agreement shall be construed as limiting or restricting to the right of GIS to cancel any policies or contracts of insurance issued under this agreement, after notice in writing has been given to Broker.
7. Broker shall not insert any advertisements respecting GIS in any publication or issue any circular of paper referring to GIS without first obtaining in writing the consent of GIS.
8. Except as may be provided by an addendum to this agreement, Broker has no authority whatsoever to bind GIS or to accept any risk on behalf of GIS.
9. Any written, printed, graphic, or electronically or magnetically recorded information furnished GIS for Broker's use are the sole property of GIS. This property information includes, but is not limited to, customer requirements, customer lists, marketing information, insurance applications, certificates of insurance, and information concerning Client's

- employees, products, services, prices, operations, and subsidiaries. Broker shall not alter or distribute in an unauthorized manner any physical or intellectual property of GIS.
10. Broker shall keep all confidential information in the strictest confidence and will not disclose it by any means to any person except with GIS written approval, and only to the extent necessary to perform the services under this agreement. This prohibition also applies to Broker employees, agents, and subcontractors. On termination of this agreement, Broker will return all of the above confidential information in his possession to GIS.
 11. For the duration of and for a period of one year following the termination of this agreement, broker will do neither of the following: (1) call on, solicit, or take away any of GIS customers or potential customers GIS became aware of as result of performing services under this agreement; or (2) solicit or hire away any of GIS employees or independent contractors Broker became aware of as a result of performing services under this agreement.
 12. Broker and GIS agree to indemnify and hold harmless each other against all claims, demands or liability from loss, damage, or injury occurring within the scope of performing Broker services pursuant to this agreement. It is further agreed that indemnification to either party is not contingent upon a prior determination of liability or upon the payment of any claims, demands, damages, or costs. It is mutually understood that this provision is included in this agreement in light of the fact that Broker is in independent contractor and therefore GIS provides no Workers Compensation Insurance
 13. Broker shall maintain all necessary licenses and insurance coverage as stipulated by GIS.
 14. The term of this agreement begins on the Effective date stated on the first page of this agreement and shall continue until terminated. This agreement may be terminated without cause by written notice by GIS or Broker, which shall be at least 30 days after the date the notice is received by either party. In the event that GIS must cancel the agreement for violation of its terms by Broker this agreement shall be terminated on the date written notice is received by Broker.

Signature of Broker Principal or Authorized Representative

Date

Printed Name

Signature of Broker Principal or Authorized Representative

Date

Printed Name



Office Information

California Office

950 S. Bascom Ave.
Suite 3010
San Jose, CA 95128

Pennsylvania Office

109 S. 13th St.
Suite 117B
Philadelphia, PA 19107

Email

sales@gssportsinsurance.com

Phone

800-995-9768

Website

gssportsinsurance.com

Submission Options:

- Send to Pennsylvania office listed above
- Scan and email to sales@gssportsinsurance.com
- Fax to 408-414-8199

THANK YOU from The Gagliardi Team