



INSURANCE IN TOUCH WITH BUSINESS

In CNA's continuing effort to provide our partners in Management and Professional Liability Insurance with the best possible support, we are introducing a new communications process. Our goal is to send periodic updates that you find interesting and valuable in growing your business. Topics will include product developments, industry news, changes in forms and applications, enhancements to our website and ways to book business online.

We want to improve the way we communicate with you, and make sure you get the most out of it. Please take 2 minutes to answer a brief set of questions that will pop up when you "click" [http://emtdata.masstransmit.net/inssurvey/survey1.php?a\\_i=20849](http://emtdata.masstransmit.net/inssurvey/survey1.php?a_i=20849).

As an example, here's a portion of the type of message we plan to send:

Employment lawsuits are affecting small and large companies due to increases in the number and cost of those claims.

Survey statistics recently released by Jury Verdict Research show that employment liability lawsuits have become more expensive than ever, with the median award more than doubling from \$93,000 in 1994 to \$218,000 in 2000, the latest year of available data. Discrimination suits, including age, race, disability, and sex discrimination, are the most severe. Other types such as wrongful termination, hostile work environment, and sexual harassment were all at or above \$100K.

In addition to these statistics which reflect settlement amounts, there are defense costs associated with claims being filed, and those costs often amount to hundreds of thousands of dollars. GL and other types of traditional insurance policies were not designed for these types of claims and so, may not fully protect the insured...

Thank you for answering the questions and we look forward to communicating with you in the future.

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