



CAMICO

PROFESSIONAL LIABILITY
INSURANCE

CONFIDENTIAL

Stewardship Report

Prepared For:

<Firm Contact>
<Firm Name>
<Firm Address>

Presented By:

<Agent Name>
<Agency Name>.
<Agency Phone Number>

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When it comes to CPA professional liability insurance, CAMICO is unique. CAMICO's commitment to the CPA profession and expertise in risk management is second to none. No other insurance provider is as dedicated to your firm's security and success.

Question?	Your Firm is Secure With CAMICO
Who will help you when you receive that ugly letter from Mr. Disgruntled Client?	CAMICO believes in addressing an issue at the first sign of trouble. That's why we handle pre-claims matters on your behalf and <i>at our own expense</i> . We even provide incentives for early reporting. No other program takes this proactive approach—other carriers may let a matter escalate into a full claim before even looking at it.
In the event you are required to pay a claim, who will be there?	CAMICO is with you every step of the way and CAMICO's new "A" rated program, provides the security you need should a claim actually occur. CAMICO's expert claims staff is 100% dedicated to CPA claims. All day, every day. We have handled thousands of matters over 25 years.
What new coverage features are available?	CAMICO now offers the following endorsements: <ul style="list-style-type: none"> • Privacy and Client Network Damage • Computer Consulting • Financial Services • Registered Representative
What new risk management tools are available?	<ul style="list-style-type: none"> • <i>Data Destruction/Encryption Solution</i>: Policyholders receive a 10% discount on data security tools from Beachhead Solutions • <i>Members-Only Site Resource Centers</i>: CAMICO has expanded its online resource centers to include 'Economic Downturn' and 'ID Theft/Data Security' in addition to 'Engagement Letters' and 'Fraud'
How will you answer a subpoena requesting your client's workpapers?	CAMICO provides comprehensive representation and counsel when responding to subpoenas, regulatory inquiries or third-party requests for information.
Who is just a phone call away and can answer your pending risk management questions?	CAMICO dedicates an entire Loss Prevention department to answer your questions. On call to help you are CPAs, JDs and legal and accounting experts with a wealth of experience; CAMICO is the nerve center for CPA risk management.
Whom do you trust to educate your staff on protecting your firm from professional liability claims?	CAMICO offers a diverse array of <i>FREE</i> CPE – convenient webcasts and online self-study courses. CAMICO will also provide live CPE presentations to groups of 25 or more. These events can be tailored to meet your firm's specific needs.
Who will assist you and review that engagement letter?	CAMICO provides <i>FREE</i> review services and advice on client engagement/disengagement letters.
When I need a second opinion on a tax situation, whom can I call?	CAMICO provides <i>FREE</i> review services and advice on high risk estate, gift, and corporate tax work, as well as other complex federal income tax areas.

CAMICO has been insuring CPAs since 1986 and has a high retention rate exceeding industry averages of our policyholders year after year. That's over 25 years of promises kept. And counting.

<Firm Name>

Policy No.	Policy Effective:
	Retroactive Date:

Expiring Coverage

Professional Liability

Limits of Liability:	
Deductible:	
EPD:	
SDL:	
Dollar One Defense:	

Additional Coverages

Employment Practices:	
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Free CPE Events

CAMICO specializes in risk management and is committed to sharing this expertise with policyholders through its education programs. All of CAMICO's CPE courses are offered to policyholders free of charge, adding up to significant savings.

Expert CPAs and attorneys lead NASBA-accredited CPE courses as follows:

In-Firm CPE

Firms with 25 or more participants qualify for free in-firm CPE presentations tailored to meet the specific needs of the group. Consider that this service would normally cost a firm of 25 participants \$2,250 but is free of charge for CAMICO members.

Webcasts and Online CPE

CAMICO also provides, at no cost, access to free webcasts and online self-study courses, CPE events on important risk management topics for policyholders. These courses are available for both professional and non-professional staff.

CAMICO can coordinate group webcast events at a time convenient to your firm and provide a specialist to answer questions by conference call.

Potential savings for your firm can be calculated as follows:

Delivery Type:	\$ Value per CPE Credit	# of Credits Offered	Sub-total per Professional	# of Professionals	Total CPE Value to Firm
Webcasts	\$40	15	\$600	27	\$16,200
Self-Study Courses	\$20	10	\$200	27	\$5,400
Total CPE Value to Firm					\$21,600

Your Firm has utilized the following CPE Events in the last two years

Type	Description
Webcasts and Online CPE	Enrolled CPE Hours: <hours>
In Firm Presentations	<number of in-firms>

Examples of CPE Events

Type	Description
Webcasts and Online CPE	Advanced Client Screening
	Loss Prevention Leverage Points for Larger Firms
	Loss Prevention Tips from an A&A Perspective
	Trusteeship and Estate Planning Duties and Claims
In-Firm CPE	Active Ethics: How Doing the Right Thing Helps Everyone
	Advanced Loss Prevention Techniques and Strategies
	The Power of Documentation
	Fraud and Embezzlement: Risk Management Strategies

Members-only Site

Your firm's staff has a wealth of risk management articles, advice and tools at your fingertips. By simply logging in at CAMICO's home page you can access resources on many topics including:

- Engagement/disengagement
- Fees billing and collection
- Internal controls
- Ethics, fraud and defalcation
- Mergers and acquisitions
- Third party reliance

Members-only Site Users	<number of users>
Number of Logins	Unlimited

Advice Calls, Pre-Claims and Claims for Your Firm

Advice calls for your Firm (For last 5 years)

Date	Call Summary
10/16/2008	Sample lender letters
1/08/2009	Engagement letters
2/17/2009	Loss prevention advice
4/6/2009	Tax
5/14/2009	Tax only engagement letter
6/23/2009	Engagement letters
9/10/2009	Loss prevention advice
9/14/2009	Paperless advice
4/6/2010	Third party reliance
6/4/2010	Engagement letters
12/28/2010	Loss prevention advice
12/31/2010	Documentation issues/policy
12/31/2010	Engagement letters
3/13/2011	Engagement letters

Claims reported for your Firm

Claimant	Report Date	Status	Paid
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Pre-Claims reported for your Firm

Claimant	Report Date	Status	Paid
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Total Paid By CAMICO

<total paid>

*In addition to any dollar amount paid by CAMICO on your behalf, by utilizing CAMICO's specialists you have saved your firm the added expense of seeking outside counsel.

Risk Management Service Highlights

Proactive loss prevention is a CPA firm's best weapon against professional liability exposure. CAMICO's risk management consulting and education programs have set the standard for the industry. These resources are available free of charge to your firm and there is no penalty for using them – we encourage you to use them.

Following are a sample of services which are particularly popular with our larger policyholder firms:

Advising and Consulting (Specialist Hotlines)

CPA specialists are on call and can also teleconference into partner meetings to provide advice on a wide range of issues including:

- Strategic alliance agreements for risk transfer and protection
- Confidentiality agreements/situations
- Expansion into a new practice area for the firm (industry or niche)
- Record retention, outsourcing
- Pre-acquisition of another practice

Also, consider utilizing a CAMICO CPA specialist for pre-claim advice as an alternative to seeking outside counsel.

Subpoena and Consultation Services

CAMICO provides comprehensive representation and counsel to policyholders when responding to the legal processes such as:

- Civil subpoenas
- Criminal or grand jury matters
- Regulatory or third-party request for information

Education

In addition to in-firm and online CPE events, CAMICO offers additional education opportunities for large firms:

- Participate in a partner retreat
- Provide a speaker for association meetings

Practice & Risk Management Tools

CAMICO has a wealth of tools available, many of which are on the Members-only site.

- Practice Management tools for Director of Quality Control or Firm Administrator
- Sample letter language for potential conflict
- Internal control warning letter
- Claims trends and analysis
- Prospective client investigations (discounted rates from Scherzer International are available to CAMICO policyholders)

Meet some of CAMICO's specialists:

Suzanne M. Holl, CPA, Vice President of Loss Prevention Services

With more than 18 years of experience in accounting, Holl draws on her Big Four public accounting and private industry background to provide CAMICO's policyholders with information on a wide variety of loss prevention and accounting issues.

A licensed CPA in the state of California, Holl graduated with a bachelor's degree in accounting from Golden Gate University in San Francisco. Her background includes health care administration in the fields of accounting, benefits administration, and human resources. Holl was also director of employee benefits and health services at a large children's hospital, based in Fresno. She is a frequent speaker, and several of her articles have appeared in national publications. Holl co-authored the CCH-published book, *CPA's Guide to Effective Engagement Letters, 8th Edition*.



Gary M. Florian, CPCU, RPLU, Vice President of Underwriting and Policy Services

With over 25 years of experience in underwriting, business development, product management, marketing, and insurance production, he has been responsible for a wide variety of insurance programs over his career, including several involving professional liability coverage.

Prior to joining CAMICO, Florian was underwriting director for Everest National Insurance Company, and vice president - marketing for Thoits Insurance Service, Inc. He began his career with Fireman's Fund Insurance Company as a casualty underwriter. Florian held a wide variety of positions during his tenure with Fireman's Fund, including regional product manager, commercial group product manager, and commercial group marketing director.

He earned a Bachelor of Science in agricultural and managerial economics with honors from the University of California, Davis. Florian is a licensed California Fire and Casualty Broker-Agent and holds the following professional designations: Chartered Property Casualty Underwriter (CPCU), Registered Professional Liability Underwriter (RPLU), Accredited Advisor in Insurance (AAI), Associate in Insurance Services (AIS), and Associate in Underwriting (AU).



Jeffrey C. Hohman, CPA, M.S./Tax, Loss Prevention Specialist

Hohman responds to inquiries received from CAMICO's loss prevention hotline and speaks to CPA groups on various topics. His work experience encompasses 18 years of accounting experience, including public accounting and tax research, compliance and consulting.

Hohman began his career in 1986 as a budget/engineering analyst responsible for financial budgeting and tracking of cash flow, equipment and personnel on large government procurement contracts. He was then controller for a mid-size executive search firm and publisher, a senior tax accountant for a large health care entity, and a tax manager for a Big Four firm and for a technical institute.

Hohman earned a Bachelor of Science in industrial engineering from the University of Tennessee and a Master of Science in taxation from the University of Baltimore. He also completed postgraduate work in accounting and finance at the University of Pennsylvania, Wharton School of Business.



Emily Franchi, Loss Prevention Specialist for Employment Practices

Franchi provides CAMICO policyholders who have Employment Practices Liability coverage with support on a variety of human resources management issues, focusing on employee relations and legislative compliance for the workplace. She works with policyholders to reduce exposure to potential employment practices claims, and she provides education and assistance in creating professional work environments.

Franchi began her career in human resources in 1985 and has worked in manufacturing, high tech, healthcare and insurance, including union and non-union environments. She also established her own consulting business, EF Consulting, aimed at providing small companies with support in all areas of human resources, including employee relations, benefits, compensation, training and development. Since joining CAMICO in 1999 as human resources manager, she has held a variety of positions and now primarily focuses on consulting directly with CAMICO member-owners.



Randy R. Werner, J.D., LL.M./Tax, CPA, Loss Prevention Specialist

Werner responds to CAMICO loss prevention hotline inquiries and speaks to CPA groups on various topics. Werner has Big Four public accounting experience in federal and state tax as well as regional accounting firm experience. She has practiced as a sole practitioner in estate planning since 1984.

Werner has been a member of the California State Bar since 1983 and is a member of the Taxation section as well as the Taxation Section's Procedure and Litigation Committee. She earned a Bachelor of Science in Commerce, majoring in finance with an emphasis in marketing, from the Santa Clara University School of Business. She also earned a Juris Doctor from the Santa Clara University School of Law in 1983, a Master of Laws in Taxation from Golden Gate University, and a Master of Science in Accounting from San Jose State University.



Duncan B. Will, CPA/ABV/CFF, CFE, Loss Prevention Accounting and Auditing Specialist

Will is a loss prevention accounting and auditing specialist with CAMICO Mutual Insurance Company. He responds to CAMICO loss prevention hotline inquiries and speaks to CPA groups on various topics. His 30-plus years of accounting experience include public accounting, forensic accounting, consulting, and audit and tax compliance.

Will began his accounting career in 1979 as a staff accountant in the Washington, D.C. area and has spent most of his public accounting career in California and Florida. He earned a Bachelor of Science in accounting from the University of Maryland and is Accredited in Business Valuation and Certified in Financial Forensics. A Certified Fraud Examiner, Will is an active member of the Association of Certified Fraud Examiners and has supplemented his education with college courses at the University of Baltimore, Golden Gate University, and Florida Atlantic University.

