

President's MESSAGE

from the Design Professional group of XL Insurance

In these unprecedented economic times for the design professional community, there are many lessons learned on how to manage through turmoil. Firms taking proactive steps to weather the current environment and simultaneously plan and prepare for the inevitable recovery will find their futures well paved.

So how can the Design Professional group of XL Insurance assist you during these unprecedented extraordinary times?

Simply, we are committed to being your business partner in tangible ways that go well beyond insurance. We have dedicated unrivaled resources to develop a curriculum of proprietary educational courses and workshops, risk management tools and industry assistance that not only help firms avoid/mitigate risks, but to help improve A/E firms' profitability. Let me touch on just a few.

Most recently, XL Insurance completed a comprehensive survey of design firms – one of the largest of its kind in the industry. The survey results coupled with our expertise and data from 35+ years of serving architects and engineers will be directed to further assist our clients through relevant and timely information on business practices and effective risk management techniques – **resources designed to get at the root causes of risk siphoning off profits from our customers' design firms.**

XL Insurance's investment in an online Learning Management System (LMS) gives 24/7 access to the full complement of our educational offerings including *The XL Insurance Contract Guide for Design Professionals: A Risk Management Handbook for Architects and Engineers*. Increasingly, we will provide access to real-time resources to our clients – **resources when you need them.**

It is no accident that firms following sound business practices and deploying enterprise-wide risk management

techniques drive better bottom-line results than peers. In a recent XL Insurance survey, three-quarters of the respondents reported that the loss prevention education developed by XL Insurance "significantly reduced" their exposure to time-consuming disputes and claims – **resources that matter to you.**



Alex Blanco, President
Design Professional group

Given the complexities of today's business environment and emerging risks, **you want a risk management partner committed to delivering resources to help you be successful.**

Please bookmark xldp.com for future updates from me on issues impacting architects and engineers including the changes we see in risk exposure, the economic climate, controversial court cases and legislation, owners' and contractors' attempts to shift untenable risk to design professionals, and contract provisions to preserve a fair and balanced position for your firm.

The information contained herein is intended for informational purposes only and does not constitute legal advice. For legal advice, seek the services of a competent attorney. Any descriptions of insurance provisions are general overviews only.

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