

# Professional Services

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We help professional service firms manage risk and gain access to capital to mitigate risk-based financial volatility arising from the products and services they provide. We provide our clients with the most comprehensive and cost-effective risk financing solutions available, no matter where in the world our clients practice.

## Overview

Aon is the only insurance broker with a unified global team dedicated solely to providing specialized insurance brokerage and risk advisory services to professional service firms. Aon's Professional Services practice focuses on the needs of lawyers, solicitors and notaries, accountants, consultants, actuaries, and architects, engineers and other design professionals. The Professional Services team is comprised of over 200 specialists located in client service centers in London, New York, Chicago and Montreal as well as in Global Broking Centers in London and Bermuda. Our dedicated team is supported by a global network of Aon colleagues working in over 600 offices in more than 120 countries. We represent more large professional service firms than any other broker in the world, placing coverage for:

- 53 of the 100 largest global law firms, including 56 of the 100 largest U.S. law firms and 7 of the 25 largest UK solicitors' firms
- 13 of the 25 largest U.S. accounting/CPA firms, including each of the "Big Four"
- 6 of the 25 largest global consulting firms
- 6 of the 40 largest global design firms

We provide strategic advice, placement and service of stand-alone and blended insurance and reinsurance programs, including alternative risk financing products, for the following lines of coverage:

- Professional Liability / Errors & Omissions
- Cyber Risk / Event Management
- Employment Practices Liability
- Management Liability / Directors & Officers, including "Side A" Coverage
- Property Insurance, including Business Interruption
- Workers' Compensation / Employers Liability
- General Liability, Automobile Liability and Umbrella Liability (Domestic and International)
- Crime, Fiduciary, and Kidnap, Ransom and Extortion
- Group Personal Umbrella Programs
- Travel Accident

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## We're here to empower results

To learn more about the Professional Services practice, please contact:

**Gerard R. Guterl II**  
+1.212.441.1715  
gerard.guterl@aon.com

**Barry Mathews**  
+1.514.982.5110  
barry.mathews@aon.com

**Ian Hutchinson**  
+1.312.381.4192  
ian.hutchinson@aon.com

**David Powell**  
+1.212.441.1375  
david.powell@aon.com

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professional-services](http://aon.com/professional-services)

## Our Value-Added Services

### Loss Prevention / Risk Management

- Aon is the only broker with dedicated loss prevention and risk management specialists for professional service firms.
- Our loss prevention efforts are carefully tailored to our clients' needs based on our team's substantial experience.

### Claims Advocacy and Collection

- Our industry-leading practitioners include dedicated claims advocacy counsel and claims collection specialists with over 25 years of claims-handling experience.
- We have collected over US\$6 billion in professional liability claims on behalf of our clients, more than all other insurance brokers combined.

### Actuarial and Analytics

- Aon is the only broker with a fully integrated actuarial and analytics team exclusively serving professional service firms.
- Our team leverages a myriad of risk related and loss experience data that has been captured and documented over the past 40 years.

## Why Professional Services?

We leverage our unique and extensive knowledge of issues relevant to professional service firms, our market access and expertise, and our integrated global platform, to benefit our clients. Professional Services focuses on the individual client, building a dedicated team whose leader is accountable to that client, with the power to identify customized solutions and deliver them flexibly worldwide, deploying our global strengths wherever the client needs them.

### Unique and Extensive Knowledge

- We have over 75 years of experience providing insurance to professional service firms.
- We create innovative insurance solutions tailored to meet the specific needs of our individual clients, rather than accepting "off-the-shelf" products offered by insurance markets.
- We collect superior proprietary risk information that allows us to provide our clients with industry-leading benchmarking data.



### Market Access and Expertise

- We are the largest producer to virtually all key insurers throughout the world that underwrite professional service firms, placing approximately US\$700 million of premium annually.
- We have more information on markets and rates than any other broker or insurer.
- Our size and market position, together with our dedicated brokerage specialists, allow us to negotiate proprietary products, enhancing endorsements and manuscript policies recognizing the unique exposures that our clients face.



- We maintain active relationships with insurance company senior management, product line managers, line underwriters, and claims professionals to ensure appropriate points of access for our clients and, more importantly, responsive claims resolution.

### Integrated Global Platform

- Our practitioners reside where our clients do and are able to respond instantly to issues affecting our clients on a local or global level.
- Our global platform allows us to reach insurance markets and new sources of capital anywhere in the world on behalf of our clients.



### Dedicated Team

- We bring our global practitioners together to form client service teams that have the right combination of industry, subject matter and geographical experience.
- We support our clients' strategic objectives domestically and globally.

