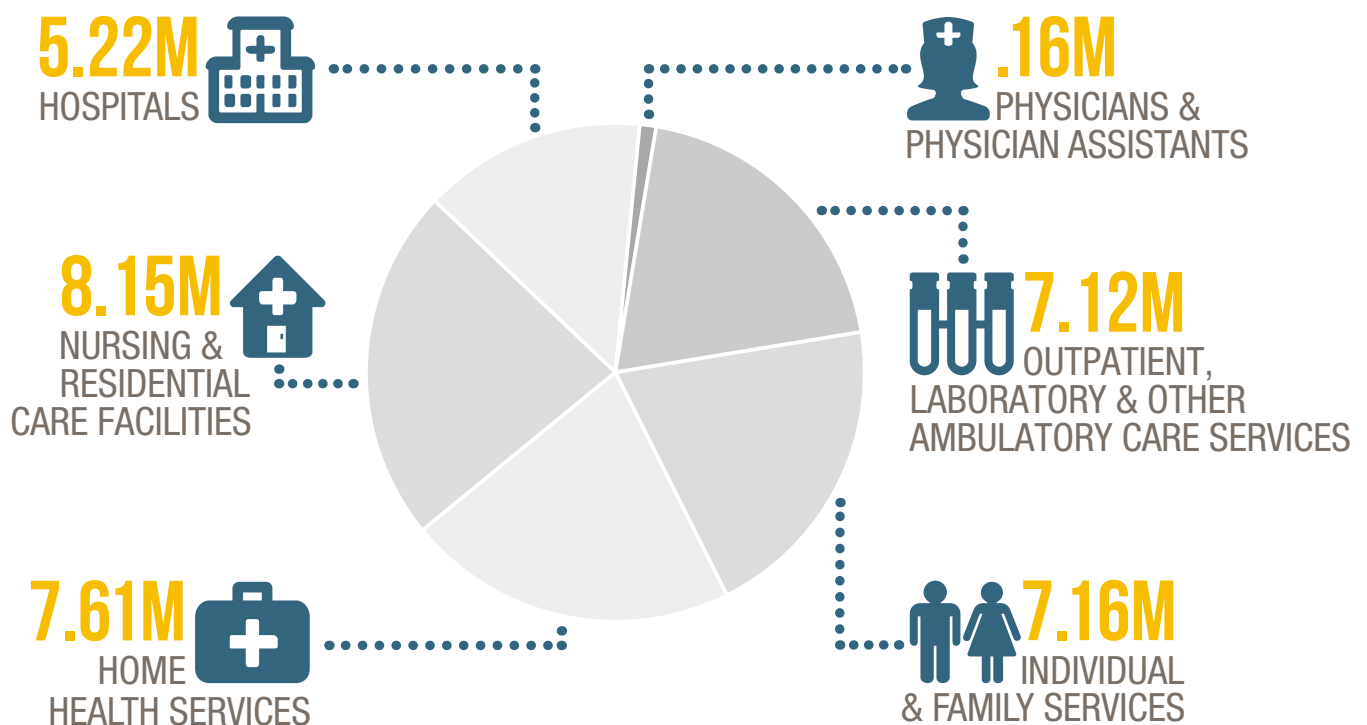


A HEALTHY OPPORTUNITY


The medical professional liability market has had over a decade of profitability. Capitalize on it now.


Thousands of Baby Boomers are turning 65 every day, increasing the demand for healthcare services. Many of those in this aging population have multiple chronic conditions. Consequently, there is a growing demand for a wide variety of caregivers. All these professionals, facilities and services are going to need liability insurance. Even if members in this workforce have a policy, there is a good chance they are underinsured. As healthcare utilization diversifies and grows, so will the requirements to properly cover the individuals and businesses working in the medical field. Statistics show medical professional liability is no longer a niche market. Brokers and agents should take advantage of these new opportunities to insure the growing healthcare industry now.

NUMBER OF NEW JOBS TO BE ADDED BY 2022^{*2}




14.9  **MILLION PEOPLE**
WORKING IN THE HEALTHCARE SECTOR^{*1}

 HOME HEALTHCARE IS NOW A
\$74 BILLION
INDUSTRY
AND GROWING^{*2}

 **\$4.78**
TRILLION
EXPECTED U.S. SPENDING
ON HEALTHCARE
BY 2021^{*3}

 **11%** OF A PHYSICIAN'S CAREER
WILL BE SPENT IN
MALPRACTICE LITIGATION^{*4}

ON AVERAGE **\$3.61 BILLION**  **IS AWARDED IN MEDICAL**
MALPRACTICE PAYOUTS EVERY YEAR^{*5}


HELP^{*2}
WANTED

26%
PROJECTED JOB GROWTH
FOR THE NURSING FIELD
BY 2020

BY 2020
JOBS AS PERSONAL CARE AIDES
WILL INCREASE BY
53%

46%
PREDICTED INCREASE
IN DIAGNOSTIC
MEDICAL SONOGRAPHERS
BY 2022