

RETENTION ENDORSEMENT

The following information, and signature by our authorized representative, is required only when this endorsement is issued subsequent to preparation of the policy.

First Named Insured:
 Policy Number:
 Effective Date of This Endorsement:

This endorsement forms a part of the policy to which it is attached. It is effective on the inception date of the policy unless otherwise stated above.

In consideration of the premium charged, it is understood and agreed that Item 7. Of the Declarations is amended to read as follows:

Item 7.

The "Retention" applicable to a particular "wrongful act" is dependent upon the type of "financial services" involved in the "wrongful act", the Coverage Option applying to the named insured involved in the "written claim" and, in the case of Coverage Option G or H, the Assets under Management and applicable Limits of Liability Option applying to that named insured. The "Retentions" applying under this policy are as follows:

- (1) \$1,000.00 Each "Wrongful Act" for covered "written claims" arising solely out of the sale or servicing of fixed life, accident & health, long term care and disability insurance products (including Medicare Advantage and Medicare Supplemental coverage), and fixed annuities (including indexed annuities).
- (2) \$5,000.00 Each "Wrongful Act" for covered "written claims" arising out of or in connection with the sale or servicing of variable annuities, variable insurance products, mutual funds or other "securities" not otherwise excluded from coverage under this policy.
- (3) \$5,000.00 Each "Wrongful Act" for covered "written claims" arising out of the acts of a "property and casualty insurance agent" selling or servicing personal lines property and casualty insurance for named insureds covered by the Limited Personal Lines Property and Casualty Agent Coverage Endorsement or Limited Personal and Commercial Lines Property and Casualty Agent Coverage Endorsement.
- (4) \$10,000.00 Each "Wrongful Act" for covered "written claims" arising out of the acts of a "property and casualty insurance agent" selling or servicing commercial lines property and casualty insurance for named insureds covered by the Limited Personal and Commercial Lines Property and Casualty Agent Coverage Endorsement.
- (5) The "retentions" applying under Coverage Options G, H, I and J vary depending upon the Assets Under Management and Limits of Liability Option applying to the named insured. The following are the applicable "retentions".

Assets Under Management	Limits of Liability Options	Each "Wrongful Act" Retention
\$0 to \$10,000,000	Limits of Liability Options 1,2, and 3:	\$5,000.00
	Limits of Liability Option 4:	\$10,000.00
\$10,000,001 to \$25,000,000	Limits of Liability Options 1,2 and 3:	\$5,000.00
	Limits of Liability Option 4:	\$10,000.00
\$25,000,001 to \$50,000,000	Limits of Liability Options 1,2 and 3:	\$10,000.00
	Limits of Liability Option 4:	\$15,000.00
\$50,000,001 to \$100,000,000	Limits of Liability Options 1,2 and 3;	\$15,000.00
	Limits of Liability Option 4:	\$20,000.00

The "retentions" stated in (1) to (5), above, will be reduced by 20% for each policy year that a named insured is continuously insured under the Defender Max Program for the Coverage Option covered by that "retention" (e.g. reduced to 80% for the second year of coverage in the Program for that Coverage Option, 60% for the third year etc. until there would be no "retention" for that Coverage Option in the 6th year of coverage for that Coverage Option).

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For example, if a named insured has been insured for three years under the Defender Max Program for coverage as a "life insurance agent" selling fixed life insurance, but only one year as a P & C agent selling personal lines property and casualty insurance, his/her "retention" for "written claims" made that year solely involving the sale of fixed life insurance would be \$600.00 Each "Wrongful Act", while his/her "retention" for covered "written claims" arising out of the sale or servicing of personal lines property and casualty insurance would still be \$5,000.00).

- (6) \$2,500.00 Each Disciplinary Proceeding, Subpoena or Subpoena Duces Tecum covered by the Disciplinary and Subpoena Endorsement.
- (7) \$2,500.00 Each "Wrongful Act" for covered "written claims" covered solely by the Privacy and Identity Protection Endorsement.
- (8) \$15,000.00 Each "wrongful act" for covered "written claims" arising out of or in any way related to the sale or servicing of "securities" covered by the Inverse Securities Endorsement.
- (9) \$25,000.00 Each Claimant for covered "written claims" arising out of or in any way related to the coverage provided by the Trading Errors Endorsement.
- (10) The "retention" applying to "written claims" covered by the Additional Insured Endorsement is \$5,000.00 Each "Wrongful Act".

(The "retentions" stated in (6), (7), (8), (9) and (10) above, are not subject to reduction for continuous insurance coverage under the Defender Max Program).

- (11) Each of the "retentions" stated above applies separately for each Coverage Option applying to a named insured. In the event multiple insured Coverage Options are involved in a covered "written claim", the highest applicable Coverage Option "retention" stated above will apply to that "written claim". Thus, if a named insured with Limits of Liability Option 1 (\$1,000,000 / \$1,000,000) is covered both as a "life insurance agent" selling fixed life policies (Coverage Option 1) and as a P & C agent selling personal lines insurance (Coverage Option E), and a "written claim" is made against that agent involving both fixed life and personal lines P & C products, the "retention" applying to that "written claim" would be \$5,000.00 (the "retention" applying under Coverage Option E with Limits of Liability Option 1).

Nothing herein contained shall vary, alter, waive or extend any of the terms, conditions, provisions, agreements, limitations or exclusions of this policy, other than as stated above.

By: _____
Authorized Representative