

Pull out your current policy and check the box next to any coverage you can confirm is already in place — anything unchecked is worth a quick conversation with your advisor. Coverage checklist for individual agents and teams working under a brokerage. Priorities reflect typical exposure; confirm what the brokerage's policies already cover.

COREPREVALENTSITUATIONAL

— Core: almost always needed · Prevalent: commonly carried by businesses in this class · Situational: depends on specific exposure

COVERAGE	WHY THIS BUSINESS NEEDS IT	PRIORITY
☐ Real Estate E&O (confirm under brokerage)	Covers professional claims — confirm the brokerage policy names or defines the agent and team entity as insureds.	CORE
☐ Personal Auto with Business Use	Covers driving clients; personal auto may not cover business use unless declared.	CORE
☐ General Liability	Covers injuries and property damage at showings and open houses in other people's homes.	PREVALENT
☐ Cyber Liability & Social Engineering	Covers wire fraud and compromised email affecting clients.	PREVALENT
☐ Team E&O / Deductible Reimbursement	Needed if the team operates as its own entity or pays the brokerage E&O deductible.	SITUATIONAL
☐ Employment Practices / Workers' Comp	Needed if the agent or team employs staff directly.	SITUATIONAL

COMMON COVERAGE GAP FOR THIS CLASS

The most commonly missed gap for this class is assuming the brokerage's policy covers everything. Brokerage E&O may not name a team LLC, and many brokerages pass the deductible to the agent. General liability for showings and open houses in sellers' homes, and personal auto for driving clients, usually sit with the agent. Safety is part of the risk too: in NAR's 2024 survey, 86% of members showed properties alone, and only about half said their brokerage had standard safety procedures.

IMPORTANT — PLEASE READ

This checklist is a free educational tool from Cory Washington & Co. to help you review your own coverage and have a more informed conversation with a licensed insurance professional. It is general information only — not insurance, legal, or financial advice, and not a recommendation to buy, change, or cancel any policy. The Core / Prevalent / Situational labels describe general patterns observed for this class of business — what is commonly carried, not a personalized recommendation or needs analysis for your specific operations. Coverage terms, availability, limits, and requirements vary by policy, carrier, and state, and only the language in your actual policy governs what is and isn't covered. Checking or leaving blank any item above does not indicate that you are adequately insured or under-insured. Using this checklist does not create a client, agency, or fiduciary relationship. Always consult a licensed professional about your specific situation.