



Stand-Alone “TAILS”

The Physicians Advocate is a local, specialist broker of Medical Malpractice and other insurances to the healthcare industry. We represent an estimated 1,300 physicians and many outpatient diagnostic facilities throughout the area. Our service and experience is second to none which is why we retain so many clients year after year.

- *ARE YOU A GROUP IN DUE DILIGENCE DISCUSSIONS ABOUT BEING ACQUIRED BY A HOSPITAL OR ANOTHER PRACTICE?*
- *ARE YOU A HOSPITAL ACQUIRING PHYSICIAN PRACTICES?*

HOW DO YOU BEST MANAGE THE PRIOR MALPRACTICE LIABILITIES OF A PHYSICIAN PRACTICE YOU ARE SELLING OR IS BEING ACQUIRED ALSO KNOWN AS THE “TAIL?”

One of the substantially important issues of a physician practice sale is many acquirers do not want to assume the unknown risk of previous events of the acquired practice that might become claims in the future. Thus, they approach the practice's incumbent insurer with a request for a price for a “TAIL.” **A “TAIL” CAN COST UP TO 200% OR MORE OF THE PRACTICE'S ANNUAL MALPRACTICE PREMIUM. THERE IS NO NEED TO PAY SO MUCH.**

There are more affordable alternatives. We represent multiple (“A”)-rated insurers with \$100's of millions in assets that provide STANDALONE ‘TAIL” POLICIES FOR AN ESTIMATED 35% - 50% OF THE COST CHARGED BY TRADITIONAL INSURERS.

Further, “TAIL” duration with the incumbent insurer is usually of an unlimited duration in time. Another way to keep your “TAIL” cost reasonable is to limit the duration of your “tail” purchase. Time periods of seven (“7”), five (“5”), three (“3”) years and less are also available. This approach can keep down your cost, and while not avoiding the risk altogether, certainly this approach will minimize your risk.

Call For a FREE Consultation – 954-491-8052