Insurance Basics
for Nail Professionals

An overview of the insurance you need, in a language you can understand.
What is General Liability Insurance?

Insurance that provides protection against claims of bodily injury or property damage including:

- Client trips and falls down office stairs
- Client falls getting in/out of chair
- Client slips and falls in salon

ANP membership includes general liability coverage

General liability makes up about 50% of all claims!
What is Professional Liability Insurance?

Insurance that provides protection against a client claiming that you caused an injury, like:

- Cuts on fingers during manicure
- Burn from foot bath
- Damaged nail bed during service

ANP membership includes professional liability coverage

Nail professionals have paid thousands of dollars for sessions gone wrong. One mistake could cost you.
What is Product Liability Insurance?

Insurance that provides protection if a client has a reaction to a product you used or a retail product you sold.

Even if you ask, some clients may not know they have allergies until a reaction happens!

ANP membership includes product liability coverage
Comparing Policies

Individual coverage

The liability insurance included with ANP membership is **per member, per year**, which is known as an individual aggregate policy.

My $6 million

Shared coverage

Some other policies have a shared or universal aggregate, meaning you share the coverage limit with all policy holders. If other policy holders use it up before you have a claim, you may be left without coverage.

Our $6 million
Comparing Policies

Occurrence form vs. claims-made coverage

April: Your client slips in your salon. She gets up, everything seems OK, and she leaves.

July: You take a break from your business for family reasons and do not renew your liability insurance policy.

January: Your client, the one you forgot about, sues you for injuries sustained in her slip and fall. It is late, but within the statute of limitations set by the law, and she can legally sue for the injury.

The liability insurance included with ANP membership is occurrence form, which protects you against late-filed claims.

Not all policies are created equal.

If you had occurrence form coverage, you are protected because the incident occurred while your policy was in place.

If you had claims-made coverage, you might not be protected because you didn’t have insurance when the claim was made.
Comparing Policies

Make sure you’re covered everywhere you work.

**ANP’s Policy**

- Your office
- Your home
- Multiple workplaces
- A rented space
- Hotels & Resorts

The liability insurance included with ANP membership follows you wherever you go (even state to state) as long as you’re working legally and within your scope of practice.

**Employer’s Policy**

Your workplace

An employer’s or landlord’s insurance policy might cover you only on his or her premises.
It could be an accident. It could be a mistake. It could be unbelievable. But it does happen.

Clients really do get hurt, and they really do sue. A lawsuit can cost more than you might think.

<table>
<thead>
<tr>
<th>Money</th>
<th>Beyond Money</th>
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</thead>
<tbody>
<tr>
<td>Lawyer’s fees</td>
<td>Your reputation</td>
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<tr>
<td>Settlement payout</td>
<td>Your credit rating</td>
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<tr>
<td>Lost business</td>
<td>Your emotional/physical well-being</td>
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<tr>
<td>Future wage garnishment</td>
<td>Your time and attention</td>
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What other types of insurance should I have if I work on my own?

- **Health insurance** covers your medical costs if you get sick or injured.
- **Disability insurance** protects you in case you are unable to earn a living through any number of causes—car accident, illness, injury, pregnancy, etc.
- **Life insurance** is important if you have loved ones you wish to protect financially after you’re gone.
- **Business Personal Property**: Covers the replacement of equipment and product due to fire, flood, and theft. *(See policy for details).*

*ANP offers this type of optional insurance at an additional cost.*

ANP membership DOES NOT include these types of insurance.
What other types of insurance should I consider as a business owner?

**Business Interruption:** Protects you if your business must close due to a covered loss.

**Crime Coverage:** Protects against employee dishonesty.

**Property Insurance:** Protects your building, if you own the building that houses your business.

**Employment Practices Liability:** Provides coverage for allegations of discrimination, wrongful termination, and other employee-related incidents.

**Workers’ Compensation:** Required by law if you have employees or independent contractors. (Requirements vary by state—check yours.)

Consult an insurance agent for more information about these and other insurance coverage you may require.
Liability Insurance Rate Quote Worksheet

Quote 1
Company: Associated Nail Professionals
Phone: 888-716-2727

✓ General Per-Occurrence Coverage: $2 million
✓ Professional Per-Occurrence Coverage: $2 million
✓ Product Per-Occurrence Coverage: $2 million

Occurrence Form/Claims-Made?  

Annual Coverage: $6 million  Individual Coverage? (Y/N) Y

Extra cost for Additional Insured Endorsement? (Y/N) N

Quote: $199/year (included w/ membership)

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Quote 2
Company: ______________________  Phone: ______________

☐ General  Per-Occurrence Coverage: _________
☐ Professional  Per-Occurrence Coverage: _________
☐ Product  Per-Occurrence Coverage: _________

Occurrence Form/Claims-Made?

Annual Coverage: _________  Individual Coverage? (Y/N) ___

Extra cost for Additional Insured Endorsement? (Y/N) ___

Quote: $_______

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Quote 3
Company: ______________________  Phone: ______________

☐ General  Per-Occurrence Coverage: _________
☐ Professional  Per-Occurrence Coverage: _________
☐ Product  Per-Occurrence Coverage: _________

Occurrence Form/Claims-Made?

Annual Coverage: _________  Individual Coverage? (Y/N) ___

Extra cost for Additional Insured Endorsement? (Y/N) ___

Quote: $_______
Supporting nail professionals with business resources, marketing materials, liability insurance, and a community where like-minded professionals can grow.

Have more questions about liability insurance? Want to learn about everything ANP membership has to offer? Need to join today?

888-716-2727
www.nailprofessional.com
membership@nailprofessional.com