



**FAQs  
DIVE BUSINESS  
AND PROFESSIONAL  
INSURANCE**

2022/2023

# FAQs

## DAN/DAN RISK RETENTION GROUP

### Professional, Group Professional, and General Liability Insurance Boat & Vessel and Commercial Property Insurance

2022/2023

#### ELIGIBILITY & ENROLLMENT

##### Who is eligible to purchase coverage?

Currently, DAN RRG can only enroll (i) dive professionals who reside in the U.S. and hold credentials from an approved training agency, and (ii) U.S. based dive businesses. For service members posted overseas with an APO/FPO address, and certain countries/islands in the Caribbean, you may enroll with DAN's affiliated carrier, DAN World Insurance Group SP at [World.DAN.org/Liability](http://World.DAN.org/Liability). DAN is working with other carriers to offer liability coverage in other countries and territories, so please check back for updates.

##### What training agencies recognize DAN RRG liability insurance?

DAN RRG liability insurance is accepted by all major training agencies. This includes PADI, NAUI, SDI, SSI, TDI, IANTD, PDIC, PFI, PSS, RAID, NASE, AIDA, SEI and others. If your training agency is not listed, contact a liability insurance specialist to learn about coverage.

##### Does DAN RRG liability insurance meet training agency requirements for coverage?

Yes. The DAN RRG policy meets the insurance requirements of all dive training agencies.

##### Can I purchase liability coverage as a free diving or swimming instructor?

Yes, the professional liability insurance (individual and group) provide options for those who do not teach scuba but are qualified to teach freediving, RSSA (Recreational Surfaced-Supplied Air) diving, swimming, skin diving and snorkeling.

##### Is there a maximum age limitation for DAN RRG liability insurance?

All qualified dive professionals are eligible for coverage under the DAN RRG policy provided they meet any age requirements of their training agency. DAN RRG does not place limitations on the training standards developed by the training agencies and closely follows the recommended guidelines established by these agencies.

##### Can I purchase general liability insurance if I am not set up as a business?

DAN RRG general liability insurance can be purchased only by entities that are legally established as a business. An independent instructor would be eligible to purchase general liability insurance if operating as an LLC or corporation. Documentation must be provided to DAN RRG to confirm eligibility. A physical address for the business is necessary, but there is no requirement that the business have a retail (brick and mortar) establishment for serving customers.

##### Can a dive club purchase a general liability policy through DAN RRG?

Unless a dive club is operating as a business, they are not eligible to purchase a DAN RRG general liability policy.

##### How do I apply for liability coverage?

You must complete the application found at [DAN.org/Liability](http://DAN.org/Liability).

##### How quickly can I get a quote?

You can get an instant quote on [DAN.org/Liability](http://DAN.org/Liability). Once the application is approved and payment confirmed, confirmation is sent via email with a link that will take you to the policy documents.

### **How long does it take to process an application?**

Most applications are processed the day they are received. However, underwriting may require 24 to 48 hours.

### **My shop revenues are higher than the listed amounts. Can I still purchase liability coverage?**

Yes, please call +1-800-446-2671 or +1-919-684-2948 and speak with one of the customer service representatives for the DAN liability program, or email [LiabilityInsurance@DAN.org](mailto:LiabilityInsurance@DAN.org).

### **Is DAN RRG liability insurance available to residents of Canada?**

No, DAN RRG liability insurance is not currently available to residents of Canada. Check back for updates.

### **Is DAN liability insurance available to residents of Puerto Rico? What about other U.S. territories?**

Yes, through DAN World Insurance Group SP.

### **Can a business purchase group professional liability by itself?**

Yes. DAN offers professional and group professional liability insurance (through DAN World Insurance Group SP).

### **I help plan trips for my customers. Can I be held responsible?**

Each case will be subject to state law and fact dependent, but understand that a plaintiff can file suit against you regardless, and place the burden of proof upon you to defend. To protect you, a Tour and Travel Agent Liability endorsement is available with both the individual professional and the commercial general liability policies. This endorsement requires the payment of an additional premium.

### **If I teach at a quarry, is this property automatically covered?**

If you own the quarry (also applies to a lake), coverage requires the purchase of a separate endorsement and payment of an additional premium. If you do not own the lake or quarry, but just use it for training, you do not need to add this endorsement.

### **I own additional shop locations. Do I need a separate liability policy for each insured?**

No, additional locations of the insured are covered at no additional cost provided they are listed with their physical addresses on the application.

### **How many staff members can be covered under my group professional liability policy?**

Currently, there is no limit to the number of staff members that can be covered under your group professional liability policy. But remember, all staff members share the single policy limit.

## **COVERAGE/LIMITS**

### **What insurance products do you offer for dive professionals?**

DAN RRG offers professional liability (individual and group) and commercial general liability insurance. Dive pros may also purchase DAN-sponsored dive accident or trip/travel insurance, and may enroll students in DAN's complementary insurance for entry-level students.

### **When will my policy become effective?**

The effective date is generally 12:01 a.m. on the day after you submit your application, however approval may take up to 48 hours. If you prefer a later effective date, you may choose the date you would like coverage to begin. To avoid a lapse in coverage, please submit your application prior to the expiration date. There is no grace period.

### **Do I need to carry both liability insurance and DAN dive accident insurance?**

Yes. It is wise to have both types of insurance because each product provides different benefits. Professional, group professional and general liability insurance protects you when a student or customer is injured and files a claim against you or your business. DAN dive accident insurance protects you against hyperbaric chamber costs, physician and hospital fees, and ambulance charges incurred in the event of a diving injury. Liability insurance and dive accident insurance are not interchangeable, and the benefits do not overlap.

### **Do you offer short-term policies less than 12 months?**

We do not offer short-term policies. Our policies have a term of 12 months.

### **Is my liability policy a claims-made or occurrence-based policy?**

The professional liability policy (both individual and group) is a claims-made policy, meaning that coverage is triggered when a claim is made against the insured and it is reported to the underwriter while the policy is in force. If a claim is made while the policy is not in force, there is no coverage for that claim.

The commercial general liability policy is an occurrence based policy, meaning that coverage is triggered on the date the bodily injury or property damage occurs. The claim may be made after the expiration of the policy term, provided the event occurred during the policy term.

### **Where am I covered when I teach or supervise divers?**

The professional liability policy (both individual and group) offers worldwide coverage.

### **Does the professional liability insurance cover non-diving courses such as gas blending and visual cylinder inspection courses?**

An endorsement for cylinder inspection instruction is available, but gas blending is not covered. Please refer to the endorsement for details. There is an additional premium for this coverage. If you are not teaching cylinder inspection, coverage for activities such as gas blending and cylinder inspection are covered by the general liability insurance policy.

### **Does the general liability insurance cover equipment service and repair?**

Yes, coverage includes losses related to negligent equipment service and repair, including rebreathers.

### **Are instructors who teach public safety classes covered by the professional liability insurance?**

All professional liability policies (individual and group) cover the insured for teaching public safety diving. However, the insured would not be covered while working as a public safety diver.

### **Does DAN RRG liability professional liability insurance cover training that takes place in a national park?**

Yes, the professional liability policies (individual and group) covers the insured when training in a national park. However, some parks will not accept the DAN RRG coverage due to the lack of an A.M. Best rating. If you plan to operate within a national park, please contact a liability insurance specialist to confirm that DAN RRG coverage will be accepted.

### **Does DAN RRG liability insurance protect me against claims arising from COVID-19?**

No, DAN RRG liability insurance does not protect you or your business from claims arising from or related to COVID-19. Infectious diseases are excluded from the policy; this is common with most liability insurance policies in the industry.

### **Is there a pandemic exclusion in the policy?**

The professional (individual and group) and general liability insurance policies do not include a specific pandemic exclusion. However, all policies contain an exclusion for losses arising from a communicable disease, which would include pandemic.

### **Am I covered to teach rebreathers or technical diving?**

Yes, but you must carry the appropriate certifications and ratings for the equipment used for coverage to be valid.

### **Does DAN RRG professional liability insurance cover mermaids and other underwater performers?**

Yes, the professional (individual and group) liability policy covers professionals when engaged in water-based performances. See endorsement for details.

### **Does the professional liability insurance include prior acts coverage?**

Yes, this is a claims-made policy and covers all claims made during the policy term, provided the incident/loss occurred subsequent to the earliest date from which you have had continuous professional liability insurance coverage. That coverage could have been with another insurance carrier, but it must have been continuous. If you experienced a gap in coverage or if this is new coverage, there is no prior acts coverage.

### **How does coverage work under a group professional liability policy?**

Coverage is the same as under an individual policy, but note the following:

1. All staff listed under a group policy share a single limit of liability (\$1 million/\$2 million aggregate) and that limit is reduced each time a claim is made.
2. Coverage only applies to professional services provided by your staff to the store's customers. If a dive professional teaches or leads a dive trip with someone who is not a customer of the dive shop, the dive professional has no coverage.

### **What limits are available?**

Both the professional liability (individual and group) and general liability insurance policies have a limit of \$1 million per claim/\$2 million aggregate. You may increase this limit to \$2 million per claim and \$3 million aggregate by purchasing the excess liability endorsement.

### **Am I exposed to liability whether or not I choose to render aid?**

Each case will be subject to state law and fact dependent, but understand that a plaintiff can file suit against you regardless, and place the burden of proof upon you to defend.

### **If I teach for more than one dive training agency, can I be covered under one group liability insurance policy?**

Yes, the group professional liability policy is designed to cover a professional for services provided under the guidelines of any of the approved training agencies. However, with a group policy the professional services must be provided to customers of the insured dive business.

Professional services you provide outside the scope of your responsibilities as an employee or independent contractor of the dive business are not covered under a group policy.

### **Are defense costs included in the policy limits or are they outside the limits?**

Defense costs are included in the aggregate policy limit of both the professional liability (individual and group) and the commercial general liability policies.

## **BOAT & VESSEL INSURANCE**

### **Can you cover my boat?**

Yes. DAN now offers boat and vessel insurance. Go to [DAN.org/Membership-Insurance/Liability/Boat-Insurance/](https://DAN.org/Membership-Insurance/Liability/Boat-Insurance/) for details.

## **PROPERTY INSURANCE**

### **Can you insure the contents of my shop?**

Yes. DAN now offers commercial property insurance. Go to [DAN.org/Membership-insurance/Liability/Commercial-property-insurance/](https://DAN.org/Membership-insurance/Liability/Commercial-property-insurance/) for details.

## **ENDORSEMENTS/ CHANGES TO POLICY**

### **Can I add an endorsement after I purchase my policy?**

Yes, you can add any endorsement later and pay the prorated amount for the remainder of your policy term.

### **Is excess cover above the standard \$1 million per claim/\$2 million aggregate available?**

Yes, you may add the excess liability endorsement, which will increase your policy limits from \$1 million per claim/\$2 million aggregate to \$2 million per claim/\$3 million aggregate. There is an additional premium for the higher limits.

### **Are there fees to add additional insured? What about fees for policy upgrades?**

There is no additional cost to add additional insureds or teaching staff. There are no additional fees for upgrades, but there may be an additional premium depending on what's added to the policy.

### **Who can be an additional insured?**

Additional insureds are third parties who can be added to the policy at no additional cost. The listed additional insureds are then protected under your policy and have coverage against claims that result from professional services you (the named insured) provide as a dive leader, instructor or business owner. Instructors or divemasters may not be added as additional insureds; they must have their own professional liability coverage or be listed as insured staff members under a group policy.

### **Can I add endorsements, change approved teaching staff, or add additional insureds after I purchase my policy?**

Yes, changes can be made at any time. You can add or purchase endorsements or riders, add/remove staff or add/remove additional named insureds. Contact a liability representative for assistance.

## **RENEWALS**

### **When do I need to renew my liability policy?**

If you want continuous coverage, you need to renew no later than the day before your existing policy expires. Renewal notices will be sent to remind you; however, you can renew as late as the day before your policy is due to expire to keep your coverage without lapsing. There is no grace period.

### **I won't be teaching again for a while, why should I renew my coverage?**

Since professional liability insurance is a claims-made policy, it requires you to have coverage at the time the claim is made. If a claim is made and your coverage has lapsed, you will not be covered. You should purchase tail coverage to be protected.

### **Does DAN RRG offer tail coverage?**

Yes, tail coverage is available to protect you against claims that are made after you have retired. After a few years (the length of time depends on the state), the ability of an injured diver to bring a claim expires and tail coverage is no longer needed.

### **Does DAN RRG offer automatic renewal on its liability insurance policies?**

Automatic renewal is not currently available for professional (individual and group) or general liability insurance policies. Each policy must be renewed manually each year. You will receive a renewal notice in advance of the renewal date.

## **PREMIUMS/PAYMENT**

### **Must the premium be paid all at once, or can I pay over time?**

All policies require payment in full at the time of enrollment. All premiums are fully earned, and there are no refunds.

### **Is premium financing available?**

Yes, a third-party finance company provides premium financing for the group professional liability and general liability products. This requires a separate application. If approved, there is a 25% deposit and the balance is paid in 9 installments. The interest rate is set by the finance company and does not benefit DAN. There is no financing available for the purchase of individual professional liability insurance.

## **I am a DAN member; do I get a discount?**

Yes, as a DAN member, you are eligible to receive a discount on each of the policies sold by DAN RRG. If you need to renew your DAN membership or sign up, you can do so at [DAN.org/Join](https://www.dan.org/Join). To receive the DAN member discount rate on group professional liability, all dive professionals under the policy must have an active individual/family DAN membership.

## **SUPPORT**

### **What risk mitigation programs, products or services do you offer?**

A variety of risk mitigation programs are available, including the following:

1. Brochures and other materials on diving safety, available in print and digital
2. Hazard Identification and Risk Assessment (HIRA)–3 levels (2 are self-assessments)
3. Prepared Diver Course (e-learning program which reminds divers of the causes of diving accidents)
4. Complementary student insurance (to offset the cost of an injury to your student)
5. DIDS Boards (to count divers on the boat)
6. Oxygen and first aid kits, and training, to respond to injuries

### **Will my training agency be notified that I have purchased a liability insurance policy?**

Yes, all designated training agencies will be notified about your purchase of liability insurance; no action is required by you. However, additional insureds will only be notified at your request.

## **How do I access my proof of liability coverage?**

Upon payment of your premium, your liability documents will be sent to the email address on your application. You will be provided with a Declarations Page which describes the coverage you have purchased. If you have listed additional insureds, they will be provided with a separate certificate of insurance. Once your policy goes into effect, you can also log in to your account at [DAN.org/Liability](https://www.dan.org/Liability) to print your declaration page and insurance card at any time.

## **How do I file a liability claim?**

Complete an incident report to gather the relevant information. Once this is done, call +1-800-446-2671 or +1-919-684-2948 and speak with one of the customer service representative for the DAN liability program, or email the report to [LiabilityClaims@DAN.org](mailto:LiabilityClaims@DAN.org). If the incident involves a fatality or serious bodily injury, please contact a DAN representative immediately at +1-800-684-9111 so that we can take steps to protect your interests.

## **Whom do I contact if I have questions?**

For liability insurance questions, contact a member of our liability insurance team by phone at +1-919-490-2934 or by email at [LiabilityInsurance@DAN.org](mailto:LiabilityInsurance@DAN.org).

For boat & vessel or commercial property insurance questions, contact Sam Ryan at JKJ, +1-215-579-6419.