The 411 on Insurance for Bodywork & Massage Professionals

An overview of the insurance you need, in a language you can understand.

Brought to you by abmp
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 on/off massage table/chair
- Client injured when massage table/chair collapsed
- Client slips and falls in treatment room

ABMP 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:

- Burns on back from hot stone massage
- Nerve damage from excessive stretching
- Ruptured cervical disc from chair massage

ABMP membership includes professional liability coverage.
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!
Comparing Policies

Individual coverage

The liability insurance included with ABMP 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

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Comparing Policies

Occurrence form vs. claims-made coverage

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

July: You take a break from your practice 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.

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.

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

Make sure you’re covered everywhere you work.

<table>
<thead>
<tr>
<th>ABMP’s Policy</th>
</tr>
</thead>
<tbody>
<tr>
<td>Your office</td>
</tr>
<tr>
<td>Your home</td>
</tr>
<tr>
<td>Clients’ homes</td>
</tr>
<tr>
<td>Multiple workplaces</td>
</tr>
<tr>
<td>A rented space</td>
</tr>
<tr>
<td>Hotels</td>
</tr>
<tr>
<td>Festivals &amp; Events</td>
</tr>
<tr>
<td>Medical offices</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Employer’s Policy</th>
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<tbody>
<tr>
<td>Your workplace</td>
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</tbody>
</table>

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.

Money  
Lawyer’s fees  
Settlement payout  
Lost business  
Future wage garnishment

Beyond Money  
Your reputation  
Your credit rating  
Your emotional/physical well-being  
Your time and attention
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).

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

ABMP membership **DOES NOT** include these types of insurance. Go to [www.abmp.com/practitioners/discounts.php](http://www.abmp.com/practitioners/discounts.php) for information on companies that ABMP partners with.
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.
### Quote 1
**Company:** Associated Bodywork & Massage Professionals  
**Phone:** 800-458-2267

<table>
<thead>
<tr>
<th>Coverage</th>
<th>Per-Occurrence Coverage</th>
<th>Occurrence Form/Claims-Made?</th>
</tr>
</thead>
<tbody>
<tr>
<td>General</td>
<td>$2 million</td>
<td>✓</td>
</tr>
<tr>
<td>Professional</td>
<td>$2 million</td>
<td>✓</td>
</tr>
<tr>
<td>Product</td>
<td>$2 million</td>
<td>✓</td>
</tr>
</tbody>
</table>

- **Annual Coverage:** $6 million  
- **Individual Coverage? (Y/N):** Y
- **Extra cost for Additional Insured Endorsement? (Y/N):** N
- **Quote:** $199/year (included w/ membership)

### Quote 2
**Company:**  
**Phone:**

- **General**
- **Professional**
- **Product**

- **Annual Coverage:**  
- **Individual Coverage? (Y/N):**  
- **Extra cost for Additional Insured Endorsement? (Y/N):**  
- **Quote:** $_______

### Quote 3
**Company:**  
**Phone:**

- **General**
- **Professional**
- **Product**

- **Annual Coverage:**  
- **Individual Coverage? (Y/N):**  
- **Extra cost for Additional Insured Endorsement? (Y/N):**  
- **Quote:** $_______
Supporting bodywork & massage professionals with business resources, marketing materials, educational opportunities, networking opportunities, liability insurance, and a community where like-minded professionals can grow.

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

800-458-2267
ABMP.com
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