

## Welcome and Thank you for Participating



Condominium, Lessor's Risk, Garage and Superior Growth Classes

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Travelers Select Accounts

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# Important Note

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# Appetite Overview

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- Condominium
  - PowerPac Premier
  - New “All-In Form”
  - Rate reduction effective 5/1/18
- Lessor’s Risk
- Garage
- New Classes of Business

# Residential and Commercial Condominiums

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## Exposure Eligibility:

- Total Insured Values (Per Account/Per Building): Condos – \$100M/\$10M
  - (Previously our property limits were capped at \$75M)
- # Vehicles: 25 Power Units



# Property Underwriting Guidelines

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- Buildings must sustain a minimum occupancy rate of 80% based on the number of locations.
- Rental percentage used to be at 20%. However, please call your underwriter if you have a risk with up to 40% rentals, we have new broadened appetite that can accommodate the higher percentage on a case-by-case basis.
- The plumbing, HVAC, wiring and roof systems should have been updated in the past 30 years. No aluminum wiring may be present.
- Commercial condominiums must be wholly leased to others, with less than 10% occupancy by owner for rental or building maintenance.

# ELIGIBILITY

**Building** - \$15M TIV per loc.,  
\$50M per account

- ✓ Designed for lessors of commercial buildings occupied by offices, mercantile and retail establishments.

**Best Classes:**  
Office, Mercantile,  
Manufacturing/Processing  
LRO



# ELIGIBILITY

- ✓ **Garage** - \$10M TIV
- ✓ Designed for independently operated or franchised automotive service and repair businesses.

**Best Classes: General Repair w/o Gas, Body Repair and Collision Shops (CMP & WC)**

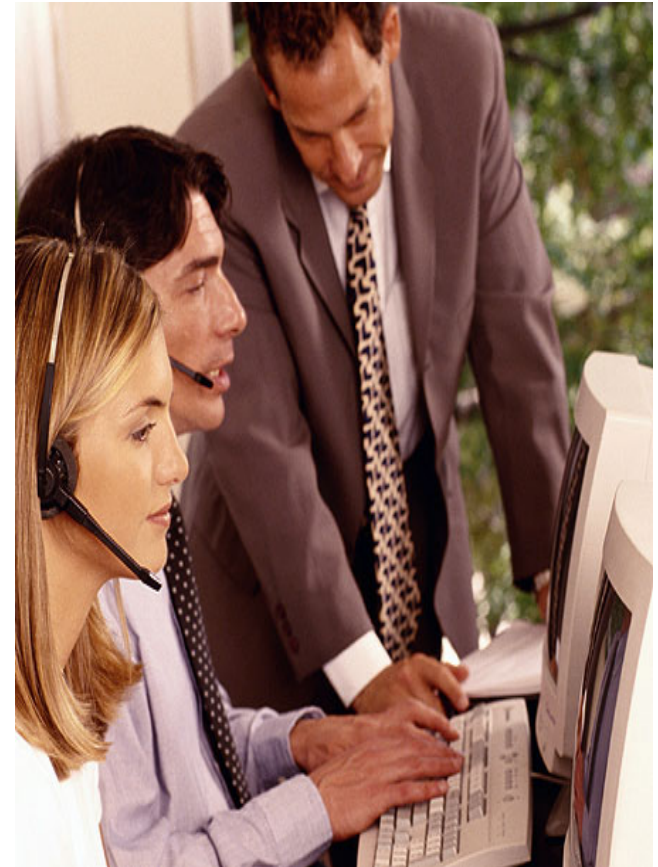


# ELIGIBILITY

## **Office** - \$50M TIV, \$20M Sales

✓ Designed for a variety of firms providing medical, legal, financial or other professional services for their clientele.

★ **Best Classes:** Accounting, Advertising, Consultants, Dentists, Lawyers, Doctors, Real Estate Sales





# ELIGIBILITY

## **Business - \$50M TIV, \$15M Sales**

✓ Designed for businesses providing personal consumer services, businesses repairing light consumer goods and businesses engaged in printing.

★ **Best Classes: Beauty/Barber Shops, Dry Cleaners, Nail Salons, Small Appliance Repair**



## Newly Eligible Classes (Beauty Salons)

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- Day Spas, Beauty Spas, Massage Therapists and Massage Therapy
  - Includes massage, non-medical facials, waxing and scrubs; may also offer
  - hair and nail services and limited food/beverage service Day Spas (professional liability available)
  
- Med Spas, Medispas
  - Includes medical practices offering both elective medical treatments
  - (dermabrasion, chemical peels, injectables, laser/electrolysis, liposuction and plastic surgery) with spa treatments (massages, waxing, body wraps, etc.).Medical Day Spas

## Newly Eligible Classes (Pet Care Services)

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- Pet Day Care and Overnight Boarding
  - If grooming services exceed 50% of revenue, see Pet Groomers classification
  
- Pet Groomers
  - Includes mobile grooming operations.
  - If boarding services exceed 50% of revenue, see Pet Day Care and Overnight Boarding classification.
  
- Pet Sitting

# New Monoline GL Policy

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- Provided for all eligible MasterPac classes
  - Includes Premises and Products & Completed Operations
- Key Optional Coverages
  - Cyber, EPL, NOA&H, Extend Endorsement and Umbrella
- \$250 minimum premium
- Most commonly used for Contractors and home-based businesses

# New Monoline GL Policy

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- Limited currently to thirty states:

<b>Availability:</b>	<b>States:</b>
Currently available	AR, CT, DC, DE, ID, IN, KS, KY, MI, NC, NE, OH, SC, TN, WI, WV
February 2018 for March 1, 2018 policy effective	AL, AZ, CO, GA, IA, IL, LA, MD, ME, MN, MO, MS, MT, ND, NH, NJ, NM, NV, NY, OK, OR, PA, RI, SD, UT, VA, VT, WA, WY
February 2018 for May 1, 2018 policy effective	TX
Stay tuned	CA, FL, MA

# Quote Challenge

# Condominium Bind Incentive

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- The first three (3) agents to **submit and bind** a residential condominium account will receive a \$100 Gift card from Abram Interstate.



**Questions?**





Thank you