

# WRITING E&S ACCOUNTS WITH US JUST GOT EASIER.

It's easier to write Excess & Surplus (E&S) business with us – our E&S Advantage program doesn't require a supporting line.

## Here's what you need to know:



### TARGET CLASSES

- Apartments/Dwellings
- Artisan Contractors/Remodelers
- Churches
- Condominiums/Town Home Associations
- Convenience Stores
- Day Cares
- Gas Stations
- Lessor's Risk Only (LROs)
- Manufacturers (light-medium)
- Mercantile
- Offices
- Restaurants, Bars, Taverns (use Craft Brewery)
- Shopping Centers
- Truckers (use Trucking Office only)
- Warehouses (use Distributor)



### DEFINITION

- Liability: < \$5M in sales
- Property: < \$5M in total insurable value
- Excess/Umbrella



### WHAT'S NOT CHANGING

- 10% commission
- ICON submission process, 48-hour turnaround (can be longer for more complex risks)
- Combined billing with admitted policies
- Midterm servicing handled through our Policyholder Services (PHS) team
- Renewal processing handled by The Hartford

[Click here](#) for details on how E&S Advantage helps you solve more of a customer's protection needs.

## TAKE ADVANTAGE OF OUR EASIER E&S PROGRAM.

If you have questions or need more information, please contact your sales rep or the [E&S Team](#).



Property  
Liability  
Workers' Comp  
Business Auto