

SOLVE MORE OF YOUR CUSTOMERS' PROTECTION NEEDS WITH E&S ADVANTAGE.

TOP 3 REASONS AGENTS PREFER E&S ADVANTAGE



DIRECT BILL OPTION COMBINES ADMITTED | NON-ADMITTED POLICIES

- Installment options offered; no premium financing required
- Bill pay available through My Account



MIDTERM SERVICING THROUGH OUR POLICYHOLDER SERVICES (PHS) CENTER



RENEWAL PROCESSING HANDLED BY THE HARTFORD

If you have a risk that's ineligible for coverage in the standard market, The Hartford can help. Through our **E&S Advantage program**, you have access to non-admitted solutions for:

- Property
- General Liability (GL)
- Package (Property | GL)

Risks within appetite include:

• Coastal Properties	• Gas Stations
• Contractors	• Convenience Stores
• Manufacturers	• Bars & Restaurants
• Real Estate Lessors Risk Only (LRO)	• Self-storage Facilities and more
• Churches	



Easily accessible in ICON



48-HOUR TURNAROUND ON QUOTE REQUESTS

While every risk is different, you can generally expect to receive a quote from AmWINS, our national wholesale partner, within 48 hours (can be longer for more complex risks).

PROCESS

AMWINS™

SUBMIT QUOTE REQUEST

- Enter and attach risk information in ICON
- Click Submit Quote Request
- Your request is sent to AmWINS

AMWINS REVIEWS

- Within 48 hours, AmWINS contacts you with any follow-up questions or if additional information is needed
- With their broad market access, AmWINS secures competitive solutions quickly and easily

RECEIVE A QUOTE

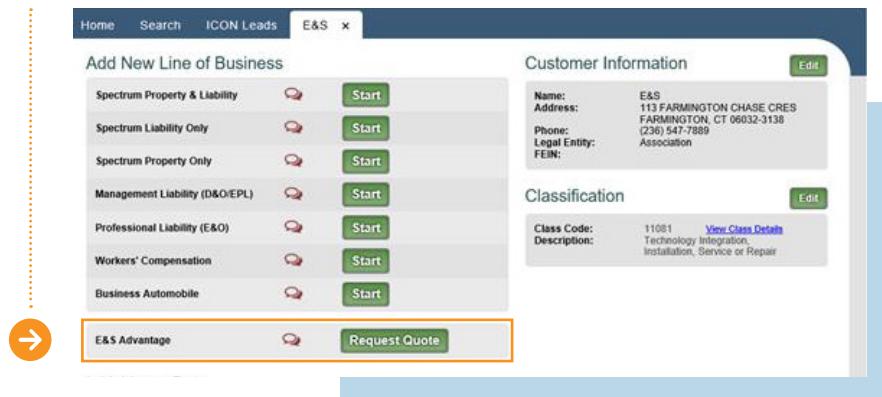
- AmWINS emails you a competitive quote



LET'S GET STARTED

Request a quote for non-admitted coverage in ICON using the same screen flows you use today. No new systems to learn!

- Simply **Add a New Customer** and **Classify the Business** like you normally do.
- On the **Add New Line of Business** screen, the **Request Quote** button for E&S Advantage appears in green if the risk is eligible for a non-admitted solution through us. Click **Request Quote** to continue.



- A completed submission includes:
 - » Fully completed ACORD app and supplemental information, if required
 - » Loss history or no loss letter
 - » Declarations page of the underlying policy(ies) for excess liability coverage
- Look for a confirmation email immediately after clicking **Submit Quote Request**.



WE'RE HERE TO HELP

For assistance requesting a quote or for status on a quote request you submitted, contact ESAdvantageQuestions@thehartford.com.

MULTIPLY THE SOLUTIONS YOU HAVE TO OFFER THROUGH US.

Contact your sales representative or underwriter to learn more about E&S Advantage.



Property
Liability
Workers' Comp
Business Auto