



Commercial

Customer Segments Appetite

At CNA, we're taking a measured, disciplined and assertive approach to growing in key customer segments – offering the broad range of products and customer services you and your clients have come to expect from CNA. Our specialization in the below industries is complemented by our ability to write business across a broad spectrum, including Cultural Institutions, Education, Wholesale Distribution and Retail.

Professional Services

CNA insures more professionals than any other carrier, offering specialized Professional Liability and Property & Casualty programs for:

- Accountants*
- Architects, engineers and construction design professionals*
- Lawyers*
- Management consultants
- Real estate agents*

*CNA writes the Professional Liability for these industries exclusively through our MGU partners.

Financial Institutions

A consistent market presence combined with underwriting expertise allows CNA to serve commercial and specialty insurance needs for:

- Asset managers
- Banks and other lending institutions
- Insurance companies
- Life agents/registered representatives

Technology

With dedicated Underwriting, Risk Control and Claims specialists, CNA offers insurance programs addressing traditional and emerging risks for a wide range of technology companies within:

- Communication companies
- Electronics manufacturers
- Media
- Software and IT services

Construction

Our underwriting appetite for commercial, industrial, institutional and civil contractors includes:

- Concrete
- Electrical
- General contractor
- Grading/Excavation
- Highway/Street and road
- Roofing
- Sheet metal, mechanical, A/C and plumbing
- Utility and excavation

Healthcare

With more than 50 years of providing insurance solutions for healthcare providers, CNA is recognized as an industry leader for:

- Aging services organizations
- Allied healthcare facilities
- Captives and alternative risks
- Dentists and dental professionals
- Life sciences companies
- Nurses and allied healthcare providers
- Physicians
- Provider alternative solutions

Manufacturing

CNA delivers industry-specific solutions and provides critical expertise to help manufacturers remain operationally efficient, competitive and profitable — from single location to multi-facility operations — with specialized insurance solutions for the following industry groups:

- Automotive components and accessories
- Commercial electrical equipment or components
- Fabricated metal
- Industrial and commercial machinery and equipment or components
- Plastic fabricators

Real Estate

CNA's experience managing exposures for commercial real estate companies makes it easier for us to truly understand each account, and helps you build coverage and service programs for a range of real estate customers:

- Commercial real estate managers: owned properties and non-owned properties
- Owners of commercial buildings: office, light-industrial and mixed-use
- Privately held Real Estate Investment Trusts (REITs)

Small Business

CNA writes a broad variety of businesses, representing a majority of SICs. The following list represents Focus Classes in which we have experienced exceptional success:

- Business services
- Construction
- Financial institutions
- Healthcare
- Life sciences
- Manufacturing
- Professional services
- Real estate
- Restaurants
- Retail
- Technology
- Trade contractors
- Wholesale distributors

Talk to your local CNA underwriter for more details on CNA's appetite, products and services, or visit cna.com/agentcenter for available sales materials.