

Recent Professional Services Successes

PROFESSIONAL SERVICES



RELY ON THE **NATION'S LEADING INSURER** FOR PROFESSIONALS

Agents and brokers expect to work with insurance specialists who have the expertise and understanding of their clients' business needs and can deliver meaningful solutions. That is what CNA brings to the table. With a powerful legacy, international capabilities rooted in a strong local presence, well-known business insurance expertise, and a deep commitment to our agents, brokers and customers, we offer more than just a policy – we deliver distinctive insurance solutions and promise a superior customer experience.

Highlighted Success Story:

While visiting an engineering consulting firm client, the agent brought along CNA's local underwriter and Risk Control specialist to discuss the potential exposures of not having a separate General Liability policy to complement the firm's Professional Liability coverage. They discussed common claim scenarios experienced by similar firms to illustrate where overlooked issues may arise. The underwriter also highlighted our package policy, CNA Paramount® for Architects & Engineers, which features tailored coverages, such as Models and Prototypes Coverage and Contractual Liability for Railroads. With tailored coverage offerings and personalized consultation of CNA industry experts, the client chose CNA for its full commercial and specialty business insurance needs.

DESCRIPTION	PREMIUM	COVERAGES WRITTEN	COMPETITIVE ADVANTAGE
Architecture, Engineering and Science Consulting Firm	\$1,002,500	Inland Marine, General Liability, Auto, Workers' Comp, International	Driver performance risk control and statistical loss analysis
Engineering and Construction Consulting Firm	\$430,000	CNA Paramount® Package, Inland Marine, Auto, Workers' Comp, Umbrella, International	Property and General Liability Extension Endorsements
Global Accounting Firm	\$2,300,000	General Liability, Auto, Workers' Comp	Ability to write Commercial lines in addition to Professional Liability
Architecture, Engineering, Interiors Planning and Consulting Firm	\$116,001	CNA Paramount® Package, Auto, Workers' Comp, Umbrella	Two-week quote turn around to meet agent's need
Corporate, Litigation, Tax, Trusts and Estates Law Firm	\$109,979	Excess Cyber Liability	Existing customer relationship for Primary Lawyers Professional Liability
Defense Law Firm	\$175,000	Primary Lawyers Professional Liability	New policy wording for mid-size firms
Specialty Construction Law Firm	\$130,588	Excess Lawyers Professional Liability	Competitive pricing for Excess Liability
Residential Real Estate Sales Agency	\$79,000	Primary Real Estate Agency E&O	Broader contract with lockbox coverage, open house, environmental hazard and more
Intellectual Property Law Firm	\$71,584	CNA Paramount® Package, Auto, Workers' Comp, Umbrella, International	Existing customer relationship for Primary Lawyers Professional Liability
Intellectual Property, Products Liability, Bankruptcy, Tax Law Firm	\$182,928	Property	Global program capabilities

As of 07/31/16

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