



# 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 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 Claim specialists, CNA offers insurance programs addressing traditional and emerging risks for a wide range of technology companies within:

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

## Construction

- Building equipment installation and repair contractors
- Concrete contractors
- Electrical contractors
- General contractors
- Grading/excavation contractors
- Highway/street and road contractors
- Landscaping and lawn care companies
- Renewable energy contractors
- Roofing contractors
- Sheet metal, mechanical, air conditioning and plumbing contractors
- Spa and swimming pool contractors
- Utility and excavation contractors

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## 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
- Hospitals
- 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:

- Metal
- Industrial machinery
- Furniture
- Printing
- Plastic and rubber
- Commercial electrical equipment/appliances
- Food
- Apparel
- Transportation equipment

## 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:

- Owners of commercial buildings: office buildings, light-industrial and mixed-use
- Commercial real estate managers: owned properties and non-owned properties
- 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
- Financial institutions
- Healthcare
- Manufacturing
- Professional services
- Real estate
- Retail
- Technology
- Wholesale distributors

Talk to your local CNA underwriter for more details on CNA's appetite, products and services, or visit [www.cna.com/agentcenter](http://www.cna.com/agentcenter) for available sales materials.

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\* Not all coverages are available in all states.

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