



Small Business

Insurance Solutions for Small Financial Institutions

Give Them Tools to Cover Their Bottom Line

Small financial institutions want an agency that understands the complexities of their business while offering meaningful solutions for their dynamic needs. With an industry-leading suite of technology products, CNA provides adaptable solutions from an experienced insurer who simplifies the process.

As a market-leading, A-rated carrier with 120 years of experience, we deliver efficient and specialized capabilities for the small business industry, with deep international expertise and a local presence to best meet your clients' needs. Through agency automation, enhanced underwriting capabilities and our dedicated service teams, we can help your agency build superior customer relationships and find greater success in today's small business marketplace.

Offer Flexible Solutions Across the Financial Services Spectrum

CNA's broad financial institutions appetite enables you to reach a wider range of businesses than what most other carriers offer in the marketplace.

- Asset managers
- Commodity brokers
- Financial planners
- Insurance agents
- Mortgage brokers
- Mutual fund managers
- Private equity firms
- Stock brokers
- Title agents
- Venture capital firms

Quickly Respond to Emerging Risks with Customized Solutions

CNA Connect®, our flagship business owners' policy, offers more than 300 optional coverage endorsements with increased deductible options and a wide range of limit options for both Property and General Liability coverages. The CNA Connect® policy is available for over 600 classes of business, making CNA the clear choice for small business insurance.

Umbrella & Excess Liability solutions offer up to \$5M of lead and excess capacity to deliver critical coverage and support to help you respond to and address the unexpected for your clients.

Key coverage considerations:

- Accounts receivable coverage extension
- Computers, software and data (EDP), with on-and off-premises coverage
- Employment Practices/Fiduciary Liability
- Business income and extra expense – 12 month ALS
- Cyber Liability

Additional product offerings may include:

- Workers' Compensation, monoline available
- Management Liability – Employment Practices Liability, Directors & Officers, Fiduciary and Crime
- Commercial Auto
- International – CNA Passport® and CNA WorldPass®
- Ocean Cargo

Keep Your Business, and Their Business, Moving Forward with Innovative Solutions

The less time you spend on administrative tasks, the more productive you can be building your small business book. That's why we leverage our expertise to deliver award-winning automation solutions, superior services and resources to simplify your job, while enhancing your customers' experience at every level of engagement.

- **CNA Central**, our premier quoting and agency portal, makes it easier than ever to connect to small businesses so you can focus on what you do best.
 - Quote faster and more easily with CNA Quote Advantage, and access comprehensive base coverages, custom coverage options and a business-specific bindable quote — all through one short input screen.
 - Generate what-if scenarios, quote on-the-go with mobile functionality and take advantage of electronic document delivery.
 - Process and request endorsements, view policy and claim information and access important CNA news.
 - Submit Management Liability products for small businesses with 100 or fewer employees, and \$10M or less in revenue or \$10M or less in assets.
- **Dedicated Small Business sales specialists and underwriters** serve as your expert resources for all CNA offerings.
- **Multiple direct billing payment plan options**, such as online credit card payment through CNA Central. Plus pay-as-you-go billing for Workers' Compensation, to help small businesses more effectively manage their cash flow.
- **Small Business Service Center** and **Warm Leads Sales Team** act as an extension of your agency, with licensed specialists ready to respond on your behalf while providing a personalized experience and coverage consultation for your clients, as well as pursue new business leads.
- **Risk Control services** and resources will support your clients in their efforts to minimize their exposures and reduce the likelihood of a claim. CNA's School of Risk Control Excellence and **SORCE® On Demand** provide training and resources for small businesses that keep their companies and employees safe.
- **Prompt, attentive and customer-focused claim handling** to meet your clients' needs.
 - Information risk claims
 - Litigation management services
 - Return-to-work job bank

Please contact your sales specialist or visit www.cna.com/smallbusiness.