## **Demonstrating Broad Appetite**

Distributors expect to work with insurance specialists who understand their clients' 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 brokers and customers, we offer more than just a policy – we deliver distinctive insurance solutions and a superior customer experience.

<b>Description of Operations</b>	<b>Customer Segment</b>	Coverages Written	Premium	Reasons for Success
Plastic manufacturing	Manufacturing	Comprehensive GL, Umbrella	\$150,000	Strong international capabilities and quick underwriting service.
Mining including surface mining	Mining	Excess Casualty	\$143,000	Client relationship accompanied with unique underwriting capabilities.
Truckers - local hauling	Transportation and Utilities	Marine	\$150,000	Strong partnership with broker to understand the unique requirements of the client.
Excavation	Construction	Boiler and Machinery, Comprehensive GL, Directors and Officers, Property, Umbrella	\$210,000	Broker specifically contacted CNA for a tailored solution unique to the client and a strong relationship with the underwriter.
Machinery parts manufacturing and construction mining	Manufacturing	Boiler and Machinery, Comprehensive GL, Directors and Officers, Property, Umbrella	\$88,000	Collaborative approach with referral points lead to flexibility of deductibles on production machinery equipment.
Contractors & subcontractors	Construction	Boiler and Machinery, Comprehensive GL, Directors and Officers, Builder's Risk, Umbrella	\$109,000	Strong underwriter relationship with broker and high confidence in capabilities due to supporting previous course of construction policy.
Pre-packaged software	Technology	Excess Management Liability	\$ 16,000	CNA supported the client's need for an increased limit, proving high quality service through fast turnarounds.
Machinery and machinery parts manufacturing	Manufacturing	Excess Management Liability	\$16,000	Underwriting team provided quick service to broker, providing competitive terms.
Offices of doctors of medicine	Healthcare	Professional Liability	\$42,000	Provided competitive terms and fast responsiveness when an adjustment to the quote was requested, strengthening broker relationship.

Real estate property	Real Estate	Excess Management	\$9,000	Quick responses impressed client
management		Liability		resulting in an opportunity to quote
				newly purchased excess limits.



## For more information, please contact your local CNA underwriter or visit our website at **cnacanada.ca**.

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