

## programs quick reference guide

nimble, focused, and poised for success

|                              | Preferred  | Generally Eligible   | Generally Not Eligible                                   |
|------------------------------|--|--|--|
| Maximum Limits               | \$1M OCC / \$2M AGG  | \$2M OCC / \$4M AGG  | Greater than \$2M OCC                                    |
| Minimum Annual Premium*      | \$5M or more   | \$2M - \$4M  | Less than \$2M   |
| Experience                   | Established book with 5 or more years                      | 1 or more years  | Startups with no prior experience with class of business |
| Loss Ratio (Ultimate)        | 40% or less  | 50% or less  | Greater than 58%   |
| Policy Administration System | Rate, quote, issue, and regulatory compliance capabilities | Rate, quote, issue, and regulatory compliance capabilities     | No existing policy administration systems                |
| Hazard Grades                | Low to Medium  | Medium to High for familiar classes                            | High / Severe for unfamiliar classes                     |
| Lines of Business            | General Liability  | Property, Inland Marine,<br>Professional Liability,<br>and BOP | GL for Auto Dealers, Auto, and Workers Compensation      |
| Coverage Type                | Primary  | Excess Supported for familiar classes                          | Excess Unsupported                                       |
| Company                      | Non-Admitted   | Non-Admitted   | Admitted   |
| Claims Handling              | In-House Personnel   | TPAs   | TPAs not meeting best practice requirements              |

<sup>\*</sup> First 12 months of premium

## for more information...

## contact:

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