

FLASH REPORT! NEW MAVERICK W.C. MARKET (ICW)



MAVERICK COMMERCIAL INSURANCE SERVICES

**A CALIFORNIA BASED INDEPENDENT WHOLESALER. WE ARE NOT OWNED OR ASSOCIATED WITH ANY OTHER RETAIL INSURANCE BROKER OR BANK
EVERYONE HAS MARKETS WE HAVE SOLUTIONS**

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What sets us apart – Maverick wholesale has over A total of 150 years of experience and does one thing that we don't see our competitors or even Insurance Carriers do. We qualify and price each risk with the markets up front and give our agents great advice on who will write it and who has the most competitive rates in California with our in house proprietary pricing program that includes territorial multipliers.

MAVERICK WORKERS' COMPENSATION MARKETS 2015/2016

**ICW, ZENITH, EVEREST, AMTRUST, AIG, STARR, REPUBLIC
UNDERWRITERS, GUARD, TORUS, BERKSHIRE, OLD REPUBLIC,
QBE**

No major changes for most parts for Jan 2016, the only one that stands out is AIG with Granite State program which has increased their So Cal rates and increased the territorial multiplier from 1.20 to 1.30. We do not see them being a market except for new ventures and contractors. On contractors we are looking to compete for Old Republic as they are revamping their contracting program and we can be competitive for the first time in years.

ICW: We are very happy to have ICW as one of our key markets. Broad Underwriting appetite; premiums beginning \$25,000; no limits on Experience mod factors; monthly reporting available; Variety of plans: Guaranteed cost, deductible, retros, and dividends. **SMALL BUSINESS PROGRAM:** Over 100 ELIGIBLE CLASS CODES; SINGLE STATE OPERATIONS IN CA; MANUAL PREMIUMS BETWEEN \$2,500 AND \$35,000; EX-MOD FACTOR ELIGIBILITY RANGE IS 70% TO 130%. **Extremely competitive market for So Cal. (LA/Orange/San Bernardino/Riverside)**

ZENITH: Great market, will write difficult to write accounts and no x-mod restrictions. Specialty market for Farm business with special filing for all farm business, probably the best farm Market in Ca. Small business program with over 100 codes, **ZNAT** paper which has lower rates than Zenith by 7.5% and with premium discount, very competitive quotes in 24 hours or less. Zenith has discounted rates for the following codes: 9079 restaurants, 8834 & 8839 physicians & dentists, 8868 & 9101 private schools, 9079 restaurants, 8391& 8324 automobile repair shops and gas stations, 8324 warehouse cold storage and all the farm codes. Extremely competitive for the right risk also very competitive in Riverside and San Diego territories. Monthly reporting available.

EVEREST: Direct appointment, not an Arrowhead appointment. We are looking at all classes of business above \$25,000 no contractors. High x-mods acceptable. We can write Ca stand alone or multi state accounts. We can entertain contractors with premiums above \$500,000.

AMTRUST: Various carrier will be highlighted below. Filed with very competitive with variation of payment plans including no deposit, pay as you go options and monthly reporting. We have access to all programs and

Sequoia Insurance: Special program for light hazard business, small risks premiums below \$10,000. Rates are very low and is a preferred program if it fits. (60 eligible codes)

Technology Insurance: Preferred business, same codes as Sequoia but is for accounts above \$10,000

Security National: This is the main paper used in Ca. Very competitive.

Wesco Insurance: They use this paper for high hazard codes and non preferred business.

AIG: Various carriers will be highlight below with the 1-1-16 changes (Preferred broker status)

Granite State: On line program will continue to be a market for small contractors, rates are up compared to the rest of the market place and a 1.30 territorial multiplier for So Cal makes them non competitive for most parts. Granite State rates are 11.1% higher than Nat Union, plus higher territorial multipliers. ON the positive side they have PAYGO with low deposit.

National Union and all other AIG companies: They have a 2.029 loss cost multiplier which is up and they have adopted a territorial multiplier which will help for outside So Cal. Still a competitive market for contractors and accounts over \$130,000 in manual premium. For the contracting program , there is no payroll reporting, for the small business program AIG has PAYGO with low deposit and pay as you go option.

Commerce & Industries: This is the paper AIG uses for tough to place business, high hazard codes and high x-mods and is 15% higher than National Union.

American Home Assurance: New filing for AIG, they filed a 35% discount from Nat Union rates but I have no idea who is using it in AIG or how they are using it. But extremely competitive if used.

STARR INSURANCE: Great market for contractors, large accounts only, premiums over \$250,000. We can entertain all lines including work comp or monoline work comp. Very competitive, good market for us. (No monthly reporting)

ATLAS GENERAL INSURANCE: We represent several carriers outlined below via the MGA

Republic Underwriters of Tx: Main street very competitive market with low rates and ability to credit. Generally preferred business with good loss ratio and mods under 150%

Torus Insurance: Atlas filed program used for classes that don't fit Republic Underwriters

Guard: Small risks, market for light hazard classes.

BERKSHIRE INSURANCE GROUP (BHHC): Various carriers see below:

Oak River: Preferred program for small risks, under \$50,000

Cypress: Preferred paper for risks above \$50,000. Very competitive and can quote all classes.

Redwood: This is the surcharge market for BHHC, if the average mod for the past 3 years is over 150% they will use this carrier instead

California Insurance (Applied): Insurance with payroll service, not a PEO. Very competitive rates if it fits. To qualify looking at codes that average at least a \$10 rate, roofers, framers, truckers acceptable along with most classes. They also have a 3 year guaranteed rate program for accounts over \$100,000.

PEO MARKETS: PEO markets is an option we will consider if account does not fit our standard work comp markets. We have access to most PEO's. BBSI, Southeast, Zurich, Amtrust, State National, etc. Our best PEO market is an AIG PEO, limited access. It's excellent and operated like a real insurance company. Not for the heavy end classes, i.e. roofing, trucking, work above 2 stories, heavy auto exposure. But extremely competitive if it's a class they write.

AVIATION MARKETS: See below for the carriers we represent. We can write any type of aviation or aircraft exposure including pilots and airlines, along with machine shops or any related industry to the aviation industry. Preferred rates way below the standard Work Comp markets if it fits this program.

National Union, Commerce & Industry, Starr Indemnity, QBE, Praetorian, North Pointe, Old Republic, Lloyd's of London, Everest Insurance, Companion, Security National, Technology and (Global Aerospace /National Indemnity, Munich Re, Tokyo Marine Nichido, Mitsui Sumitomo Insurance, MAPFRE)

We are committed to providing not only viable markets for your Surplus Lines business but your Workers Comp needs AND PROFESSIONAL LIABILITY - Above all else, we pride ourselves on excellent response time and service. Please contact your Broker for more information on our Great new products!

****Maverick can write your Tough Workers' Compensation Business
*Maverick has broad access to Aviation Markets Quoting Machine Shops
*Maverick is a Surplus Lines Broker writing Other Lines of Insurance
... Think of us on Earthquake (DIC), & Medical Malpractice
Web site: Maverickinsure.com***

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