

Travelers OPTIMA[®] for Small Business

APPETITE AND ELIGIBILITY GUIDE



TAILORED COVERAGE OPTIONS

Our Travelers OPTIMA Property and Casualty

Product provides tailored options for the exposures small to mid-sized businesses face today. Comprehensive coverage is available for those who need it, and basic options are available for others. Fast. Easy. Flexible. You can quote us on it!

Property – Three New Levels = More Customer Choice

- **Travelers OPTIMA** – Core form providing key Building and Business Personal Property coverage with additional basic extensions.
- **Travelers OPTIMA +** – Supplementary endorsement providing additional Property extensions of cover for customers who see the need.
- **Travelers OPTIMA + Flex** – The same coverage as our *Travelers OPTIMA +* form, but with the added flexibility of a blanket limit across 9 core extensions.

Commercial Crime coverage – Tailored to customers' needs. From basic Employee Dishonesty, Forgery or Alteration, and Money and Securities to more in-depth coverage across 10+ insuring agreements. Customizable limit options, including Computer Fraud, Funds Transfer Fraud, Professional Fees, Rewards and Telecommunications Theft.

Commercial General Liability (CGL) – Standard CGL offerings of \$1M-\$5M per Occurrence/Aggregate with additional limit and Umbrella options available.

CyberReady – Coverage that helps businesses respond to and recover from a data breach. Easy limit and deductible options, and no underwriting questions.

Healthcare Industry Snapshot

Target businesses include health and wellness professionals, such as dentists, chiropractors, optometrists, physical therapists, doctors, osteopaths and physicians.

Maximum account size

Total Insured Values: \$25M per location and policy

Sales/Revenue: \$15M annually

Vehicles: 35 Power Units

Risk characteristics

- ▶ New business ventures are eligible
- ▶ Procedures in the provider's office using local anesthesia are eligible
- ▶ Lab work on-premises solely for their own patients is acceptable
- ▶ Building utilities and roof fully updated/replaced within 30 years when building coverage provided

A few reminders

- ▶ Use of general or regional (intravenous) anesthesia in the provider's office is not eligible
- ▶ Sale, distribution, processing or handling of marijuana or related products is not eligible
- ▶ Social services or government-funded/managed businesses are not eligible
- ▶ Medical professional or malpractice coverage is excluded





What our symbols mean

JUST RIGHT

Small Business is ready to write this business! In most cases we quote, bind and issue these accounts quickly and efficiently with minimal questions and eligibility requirements at our most competitive pricing via the *Travelers OPTIMA* P&C products most suitable for you. While some risk characteristics such as location or construction type may trigger a referral, know that your Underwriter is eager to help you get this business into the win column.

DEFINITELY MAYBE

Small Business wants to write this business too! But these accounts tend to have more complex risk characteristics, so we need to understand the account a little better. A quick conversation with an Underwriter may be all it takes to deliver a positive outcome for the client.

IT'S NOT YOU; IT'S US

Of course, we appreciate every business owner's interest in Travelers Canada, but Small Business is not a market for this type of risk. Before you look elsewhere, consider that another Travelers Canada division might be a great fit for this business.

HEALTHCARE COMPATIBILITY AT-A-GLANCE

CLASS DESCRIPTION	COMM PROP	CGL/UMB	COMM AUTO	CYBER READY	NOTES
Acupuncturists Treatment by licensed practitioners using alternative or complementary medicine that involves insertion of extremely thin needles into the skin in specific points to alleviate pain or treat various physical, mental and emotional conditions.					
Audiologists and Hearing Pathologists Diagnosis and therapy services to patients with hearing impairments resulting from injury, disease or other causes.					
Chiropractors Medical practice engaged in the diagnosis, treatment and prevention of disorders of the musculoskeletal system. The main treatment involves therapy that includes manipulation of joints in the spine and in other areas of the body, as well as soft tissue, and other ancillary treatments such as acupuncture, naturopathy and homeopathy, etc.					
Dental Laboratories Manufacturing dentures, crowns, bridges and orthodontic appliances customized for individuals.					
Dentists, Oral Surgeons, Orthodontists and Periodontists General or specialized dentistry, including oral surgery, orthodontics and periodontics. Includes comprehensive preventive, cosmetic and emergency care.					Use of general anesthesia on-premises is not eligible.
Diagnostic Imaging Centers Imaging, such as CT scans, MRIs, ultrasounds and X-rays of the patient, generally on referral from a health practitioner.					Medical diagnostic and mobile labs are not eligible.
Doctors, Osteopaths and Physicians Independent practice of general or specialized medicine or surgery, such as cardiologists, dermatologists, endocrinologists, internists, obstetricians, gynecologists, nurse practitioners and ophthalmologists.					
Hearing Aids Retailers Retailers hearing aids and may perform hearing tests conducted by hearing aid specialists.					

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DEFINITELY MAYBE

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HEALTHCARE COMPATIBILITY AT-A-GLANCE (continued)

CLASS DESCRIPTION	COMM PROP	CGL/UMB	COMM AUTO	CYBER READY	NOTES
Registered Massage Therapists (RMTs) Paramedical practice engaged in therapeutic manipulation of soft body tissue (muscle, connective tissue, tendons and ligaments).					
Med Spa A combination of elective medical treatments (e.g., dermabrasion, chemical peels, injectable products, laser) with non-medical spa services. Operations are under the guidance of a licensed medical provider (doctor, surgeon, acupuncturist, chiropractor, etc.)					Blending, repackaging, relabeling or sale of private-label products; permanent makeup or tattoos; physical fitness coaching and tanning are not eligible.
Mental Health Professionals Diagnosis and treatment of mental, emotional, and behavioral disorders and/or social dysfunction brought about by mental illness, alcohol and substance abuse, physical and emotional trauma, or stress.					Mental healthcare facilities are not eligible.
Optical Goods Retailers Retails and fits prescription eyeglasses or sunglasses, including grinding lenses to order on the premises, and selling contact lenses or nonprescription eyewear.					
Optometrists or Opticians Examine, diagnose and treat eye diseases and disorders, including prescribing vision aids and vision therapy.					
Physical and Occupational Therapists Physical, massage and occupational therapy for patients, including those with impairments or disabilities. May include educational, recreational and social activities to help patients regain function or adapt to their disabilities.					
Registered Nurses Medical service which provides the temporary placement of registered nurses. Excluding live-in care services.					
Speech Therapists Diagnosis and therapy for patients with speech, language and hearing impairments. May include educational, recreational and social activities to help patients regain functioning or adapt to their disabilities.					

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The Dominion of Canada General Insurance Company, St. Paul Fire and Marine Insurance Company (Canada Branch), and Travelers Insurance Company of Canada are the Canadian licensed insurers known as Travelers Canada.

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