

# Travelers OPTIMA® for Small Business

## APPETITE AND ELIGIBILITY GUIDE



### TAILORED COVERAGE OPTIONS

#### Restaurants and Hotels Industry Snapshot

Target businesses include quick service, fast casual, family style, fine dining restaurants and other food service establishments. Hotels providing short-term lodging accommodations and related services for travelers. We want to offer a market for all lines of business for eligible hotels that cater to the business traveler. Hotels within appetite will have interior corridor guest access to rooms.

#### Maximum account size

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

**Sales/Revenue:** \$10M annually

**# Vehicles:** 35 Power Units

#### Risk characteristics

- ▶ Three years in business under same ownership
- ▶ No prior cancellations
- ▶ Open 8+ months of the year (non-seasonal)
- ▶ Operating hours until no later than midnight
- ▶ Formal documented cleaning program of kitchen
- ▶ All cooking equipment must be protected by UL-listed automatic fire extinguishing system and inspected every six months
- ▶ If liquor sold, servers trained in intervention programs (e.g., TIPS)

#### A few reminders

- ▶ Hired and Non-Owned Auto not available when delivery provided
- ▶ Not eligible: home-based operations; bars; dance floors; marijuana, hemp or cannabidiol (CBD) processing, handling sales or distribution (including edible forms)

#### 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.





## 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.

## RESTAURANTS COMPATIBILITY AT-A-GLANCE

CLASS DESCRIPTION	COMM PROP	CGL/UMB	COMM AUTO	CYBER READY	NOTES
<b>Banquet and Reception Facilities With Food Service</b> Facility rental, including food prepared, cooked and served on the premises for parties, receptions or other social events.					Civic/social clubs, bingo halls or dinner clubs are not eligible.
<b>Caterers</b> Prepares and cooks food on own premises or at event and serves at the event premises.					Airline caterers, meal delivery services or institutional/school are not eligible.
<b>Coffee, Tea, Juice and Smoothie Shops</b> Prepare and sell hot or cold non-alcoholic beverages, such as coffee, tea, juice smoothies for quick consumption on- or off-premises.					
<b>Fast Casual Restaurants</b> Eating establishment specializing in food prepared and served quickly. Customers order at a counter and take out food or eat on premises. No wait staff.					
<b>Fine Dining</b> Eating establishment that caters to adults with host and wait staff, fabric table linens, sophisticated menu and extensive wine list with comparatively higher prices for the locale.					
<b>Full-Service Restaurants</b> Eating establishment that generally caters to adults and families with full wait staff providing table service and usually a host for seating. May have separate bar area.					
<b>Ice Cream and Frozen Yogurt Shops</b> Prepare and/or sell ice cream, frozen yogurt or other frozen treats for quick consumption on- or off-premises. May include prepackaged frozen treats.					
<b>Pastries or Snacks – Baked</b> Preparing baked pastries (e.g., cakes, cookies, bagels) for quick consumption on- or off-premises. Includes incidental related foods or nonalcoholic beverages.					

JUST RIGHT

DEFINITELY MAYBE

IT'S NOT YOU; IT'S US





## RESTAURANTS COMPATIBILITY AT-A-GLANCE (continued)

CLASS DESCRIPTION	COMM PROP	CGL/UMB	COMM AUTO	CYBER READY	NOTES
<b>Pastries or Snacks – Fried</b> Preparing fried or baked pastries for quick consumption on- or off-premises. May sell related foods or nonalcoholic beverages.	❑	❑	⏸	❑	
<b>Salads, Sandwiches and Soups</b> Preparing sandwiches, salads and soups for quick consumption on- or off-premises. May bake or warm with small electrical appliances. No grills or fryers on the premises.	▶	▶	⏸	▶	

▶ JUST RIGHT     
 ⏸ DEFINITELY MAYBE     
 ❑ IT'S NOT YOU; IT'S US

## HOTELS COMPATIBILITY AT-A-GLANCE

CLASS DESCRIPTION	COMM PROP	CGL/UMB	COMM AUTO	CYBER READY	NOTES
<b>Hotels</b> Provides accommodations and guest services catering to the business traveler. Individual hotel rooms or suites are reserved on a short-term basis.	❑	❑	⏸	❑	

▶ JUST RIGHT     
 ⏸ DEFINITELY MAYBE     
 ❑ IT'S NOT YOU; IT'S US



[travelerscanada.ca](http://travelerscanada.ca)

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