

Travelers OPTIMA® for Small Business

APPETITE AND ELIGIBILITY GUIDE



We're big on small business.

At Travelers Canada, we want to help you grow your business. Travelers OPTIMA for Small Business provides tailored options for the exposures small to mid-sized businesses face every day. Doing business with us has never been easier thanks to our faster quote turnaround, smarter pricing, better service and comprehensive coverage tailored to the unique needs of businesses in Canada. Fast. Easy. Flexible. You can quote us on it!

Tailored Coverage Options

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 multiple 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.

CyberRisk – Coverage that helps businesses respond to and recover from a data breach. Easy limit and deductible options, and no underwriting questions for companies with revenues of \$5M or less.

Contractors

We are proud to offer a wide range of insurance solutions for your construction customers. We've been leaders in this segment for decades. With our dedicated team and financial strength, we offer contractors a stable, long-term partnership so they can get the insurance products they need to quote the projects they want.

Maximum account size

Total Insured Values: up to \$25M per location
 Sales/Revenue: up to \$10M annually
 # Vehicles: 35 Power Units

Risk characteristics

- ▶ Trade licensing/certification in good standing
- ▶ No prior cancellations
- ▶ Subcontracted work:
 - Up to 50% of revenue will be considered
 - Subcontractors must maintain a Commercial General Liability limit of at least \$2M

A few reminders

- ▶ Work in amusement facilities, hospitals, industrial plants or on industrial processing equipment is not eligible.
- ▶ Remediation or removal of hazardous substances (lead, asbestos, etc.) is not eligible.
- ▶ Structural work is not eligible.

Travelers *OPTIMA* for Small Business



Target Classes

This appetite and eligibility guide is designed to provide you with a list of our target classes for Contractors. This is where we want to grow. Our broad appetite reflects our deep expertise, experience and commitment to helping you grow your business with us. Since every business is unique – listed segments and classes are not guaranteed and may vary based on geographic considerations, risk-specific details, and the suitability of available products and coverages. This list is not exhaustive. Additional classes may be considered for underwriting review.

- ▶ Appliance or Furniture Installation, or Service Contractors
- ▶ Carpentry Work, including doors, windows, awnings and assembled millwork
- ▶ Commercial Building Cleaning and Maintenance Services, including carpet, rug and upholstery cleaning
- ▶ Concrete Construction Contractors
- ▶ Electricians
- ▶ Interior Communication and Equipment Installation
- ▶ Floor and Acoustic Ceiling Contractors
- ▶ General Contractors including residential and non-residential handypersons, and painting
- ▶ Geophysical Service Contractors
- ▶ Glass and Glazing Contractors
- ▶ Landscapers and Lawn Maintenance, including irrigation and drainage
- ▶ Masonry and Other Stonework Contractors, including tile work and monuments
- ▶ Residential Excavation Contractors, including land grading
- ▶ Plastering, Drywall, Acoustical and Insulation Contractors, including stucco work
- ▶ Plumbing, Heating and Air Conditioning Contractors, including refrigeration
- ▶ Septic Tank Installation, Service and Repair Contractors
- ▶ Sheet Metal Work Contractors
- ▶ Siding and Eavestrough Contractors
- ▶ Specialty Trades Contractors, including countertops, ironworks, fencing, power washing and signs
- ▶ Water Well Drilling, Installation and Service Contractors

We know you need insurance markets that can help you support your customers and grow your business. We are here to help.

In addition to our **Travelers *OPTIMA* for Small Business** products, our team offers a wide range of specialty and middle market insurance solutions for businesses in Canada.

*Contact your Business Development Manager or our underwriting team with any question or for more information. Send your submission to bisubmissions@travelers.com and **we'll take care of the rest.***



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