



## STUDENT OF THE INDUSTRY PARTING SHOT

### What LOB is the REALLY the Fastest?

By Paul Buse, President of Big I Advantage®

After the column a few weeks ago where increase in automobile insurance premiums was highlighted, we received a question. On getting the query, I realized I was exposed--for not clarifying something important. And it was something I have written about right here in this space. **\*Gasp!\***

I had used Net Written Premiums to show premium increases and had taken the data from the standard report from A.M. Best. Such reports are most often based on NET premiums (that is, after ceding some premium to reinsurers) and not DIRECT premiums (that is, before ceding any premiums to reinsurers). I vowed to look into it and get the Direct Written Premiums by Line of Business (LOB) and report that as it applies to insurers writing through independent agencies. After all, as agents, we care in this context about the premiums we write, not what the insurers retain. Below is the results on Direct Written Premium and shown is the business actually written by insurers A.M Best categorizes as "Marketing Type=Independent Agencies."

And the winner is... inland marine! With the recent addition and strong interest in the RLI Jewelry Insurance Program along with our long standing popular personal and commercial "Stand Alone Fine Arts and Valuable Articles" programs, readers of this column are probably not surprised.



[www.bigmarkets.com](http://www.bigmarkets.com)

[Forget Password?](#)

[BIM Help Desk](#)

[TFT Archives](#)

Fastest Growing LOB Sold Through Independent Agents: Inland Marine

Ranking	Line of Business (DPW-in \$Bils)	2014 to 2015 Growth	Ave. 5 yr. Growth
1	Inland Marine (\$10.5)	12.2%	12.2%
2	Other Liab- Occurrence (\$22.4)	8.1%	8.4%
3	Workers' Compensation (\$36.7)	6.3%	8.1%
4	Burg & Theft (\$0.1)	19.8%	7.8%
5	Products Liab- Occurrence (\$1.3)	-0.1%	7.3%
6	Commercial Auto Liability (\$16.4)	8.1%	6.7%
7	Farmowners MultiPeril (\$1.0)	-0.3%	6.2%
8	International (\$0.1)	-13.2%	5.6%
9	Auto Physical Damage (\$27.4)	8.0%	5.0%
10	Homeowners MultiPeril (\$30.0)	4.0%	4.9%
11	Other Liab- Claims Made (\$11.8)	2.7%	4.7%
12	All Other (\$6.8)	6.2%	4.3%
13	Boiler & Mach (\$0.2)	4.9%	3.8%
14	Group A&H (\$1.8)	0.9%	3.7%
15	Com'l MultiPeril (\$27.0)	1.0%	2.8%
16	Private Pass Auto Liab (\$34.7)	4.8%	2.7%
17	Medical Mal- Occurrence (\$0.6)	2.1%	2.0%
18	Fire (\$5.7)	-0.8%	1.2%
19	Surety (\$4.1)	3.3%	0.9%
20	Earthquake (\$0.6)	-19.8%	0.8%
21	Fidelity (\$0.7)	-0.2%	0.0%
22	Products Liab-Claims Made (\$0.2)	1.2%	-0.1%
23	Excess Workers Comp (\$0.2)	-6.6%	-0.4%
24	Ocean Marine (\$2.0)	-1.5%	-1.5%
25	Medical Mal-Claims Made (\$2.0)	-0.1%	-1.6%
26	Aircraft (\$0.9)	-6.8%	-2.9%

[Click for larger version](#)

Source : A.M. Best "BestLink" Service. Excluded from the above summary is Warranty, Mortgage Guaranty, Other A&H, Allied Lines and Credit Insurance. The above premiums total about \$250 billion and represent about 42% of total P&C industry Direct Written Premiums from all lines and via all marketing types (that is, the above does NOT include premiums via direct, exclusive/captive agents, general agents, affinity, and banks).

*The product and eligibility may have been revised or discontinued since the original article was written. Review the Information page for each product on Big "I" Markets for current content and instructions.*