



Travelers' Competitive Advantage is Leaps and Bounds Over the Competition

Travelers Select provides a complete range of coverage solutions and services for business, spanning the entire breadth of the small commercial marketplace. We invite you to take a closer look at the Travelers Competitive Advantage and the great things they're doing at Travelers Select Accounts. Travelers Select features:

- National Strength and Stability
- Second-largest writer of commercial U.S. property casualty insurance
- Local Expertise
- Innovative Solutions
- Easy-to-Use Technology
- Industry-leading Sales and Marketing Programs
- Superior Claim Service
- Brand Power
- Cutting Edge Technology Platforms
- Innovative Risk Control Services
- Strong distribution presence with broad geographic presence across the U.S.
- Strong Underwriting Culture



Appetite and Coverage Solutions

Products and services include all core commercial insurance lines, featuring the industry-leading **Master PacSM** and **Pac PlusSM** products, commercial auto, workers compensation, property, general liability and umbrella. They also offers a variety of specialty coverages, including boiler and machinery, inland marine, crime and electronic data processing.

Their goal is to keep their insurance solutions in sync with the changing needs of small businesses, with a particular focus on the following key economic segments:

- Apartments
- Buildings
- Businesses
- Condominiums
- Contractors (small trade)
- Garages
- Manufacturers
- Offices
- Religious Institutions
- Restaurants
- Stores
- Technology
- Wholesalers

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Travelers Select is even [more competitive](#) and is submitted under the product name Small Commercial on [Big "I" Markets](#). ACORD Applications and three-year loss runs will be required. Travelers is available in all states except AK, FL, HI, LA, RI & TX.

Our other Small Commercial carriers:

- **Chubb Small Commercial Insurance (SCI)** leverages superior underwriting expertise and world-renowned claims, account services, and financial strength to offer solutions for small businesses with up to \$10M in revenue. Chubb recognizes that not all coverages fit the needs of every business and that is why they have crafted a customizable suite of state-of-the-art insurance products to fit your client's specific needs. Available in all states except FL, LA, AK & HI.
- **CNA Small Business:** CNA Small Business currently offers a market for a broad variety of businesses, representing Healthcare, Financial Institutions, Professional Services, Business Services, Technology, Retail, Real Estate, Wholesalers and Manufacturing. BOP, Workers Compensation, Commercial Automobile, and Umbrella and Miscellaneous Professional Liability products are available. CNA is available in all states except AK & HI.

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If you have any questions about Travelers or the **Small Commercial** product, please contact Big "I" Markets Commercial Underwriter Tom Spires at tom.spires@iiaba.net or Claire McCormack at claire.mccormack@iiaba.net.