



**MISCELLANEOUS/TECHNOLOGY/TELECOM/Network Security & Privacy
PROFESSIONAL LIABILITY
&
MEDIA PROFESSIONAL LIABILITY
APPETITE GUIDE**

The following is a high-level appetite guide. This guide should be used to determine if CNA would have an initial interest in a type of insured by product line. This list is by no means exhaustive and is only meant to give an idea of what CNA would or would not have interest in quoting by product. Business may be submitted by the following methods:

You can submit business by downloading an application from <http://www.cnapro.com> and sending it via e-mail to your regional underwriter. **PRODUCERS** interested in working with CNA can [contact their local CNA branch](#) office to get started.

For additional submission information, please go to <http://www.cnapro.com/html/contactus.html> or call us toll free at 800-852-0393. Select Option 4 and a customer service representative will help you.

**MPL/Tech/Telecom/Network Security & Privacy Media Professional Liability Overview
(Minimum Premium: MPL/MEDIA = \$750; Tech E&O = \$750) *Where Epack Extra is Approved**

Underwriting Philosophy	<p>CNA's Professional liability insurance provides coverage to financially solid small to middle market companies and individuals against loss (damages and defense costs) resulting from acts, errors or omissions in their performance of professional services. Common claims allege negligence, design errors, misrepresentation, violation of good faith and fair dealing and inaccurate advice.</p> <p>We prefer to insure companies or individuals that are well established and have experienced professionals on staff. We will also entertain start-up operations who demonstrate the appropriate levels of professional experience in a given industry segment. Management should be committed to the professional training of its employees and aware of the risk management / loss prevention principles affecting its business.</p> <p>This Product is Admitted in all States, where available.</p>		
Miscellaneous Professional Liability:	<ul style="list-style-type: none"> - Alternative Dispute Resolution - Answering Service - Association Professional Liability - Association Management - Billing Services - Bookkeeping Services - Business Brokerage - Business Process Outsourcing - Call Center Services - Claims Adjusters - Collection Agent - Consulting Services - Courier Services - Court Reporting - Credit Bureau 	<ul style="list-style-type: none"> - Credit Reporting Services - Customs House Brokerage - Direct Mail Services - Document Destruction - Document Storage - Drug Testing - Educational Testing - Employment Screening - Equipment Lease Brokerage - Executive Coaching - Expert Witness - Franchising Services - Freight Forwarders - Fulfillment Services - Hotel Management 	<ul style="list-style-type: none"> - HR Consultant - Litigation Support - Marketing Consultant/Research - Meeting Event/Planning Services - Notary - Payroll Processing - Permanent Placement/Recruiting - Physician Management Services - Premium Financing - Printing Services - Telemarketing Services - Temporary Staffing - Translation Services - Travel Agent Services - Trustees Services
Media Professional Liability:	<ul style="list-style-type: none"> - Advertising Agents - Authors - Broadcasters - Commercial Photographers - Documentary Production - Graphic Designers 	<ul style="list-style-type: none"> - Marketing Firms - Media Planning/Buying - Media Reproduction - Multimedia Firms - Newspapers - Photographers 	<ul style="list-style-type: none"> - Public Relation Firms - Publishers (including Magazines) - Radio & Television Stations - Video Production - Web Design ... we will consider many more

One or more of the CNA companies provide the products and/or services described. The information is intended to present a general overview for illustrative purposes only. It is not intended to constitute a binding contract. Please remember that only the relevant insurance policy can provide the actual terms, coverages, amounts, conditions and exclusions for an insured. All products and services may not be available in all states and may be subject to change without notice. CNA is a registered trademark of CNA Financial Corporation. Copyright © 2010 CNA. All rights reserved.

Technology & Telecommunication:	<ul style="list-style-type: none"> - Application Service Provider - Cellular Companies - Computer Programmers - Computer/Network Integration - Computer Maintenance - Computer Hardware MFG - Computer Training/Education - Data Centers 	<ul style="list-style-type: none"> - E-mail Service - Electronic Component MFG - IT Consulting/Staffing - Internet Services Provider - Managed IT Services - Reseller of Computer, Hardware & Software - Security Consulting/Products - Software Developers 	<ul style="list-style-type: none"> - Telecom Consulting Firms - Telephone Companies - Video Conferencing Services - Voice Over Internet Protocol Services (VOIP) - Wireless Communication Firms - Website Developers - Website Hosting Services ... <i>we will consider many more</i>
Network Security & Privacy:	<ul style="list-style-type: none"> - Agriculture - Construction - Distributors - E-Commerce - Healthcare 	<ul style="list-style-type: none"> - Hospitality - Manufacturing - Professional Service Firms - Restaurants - Retail 	<ul style="list-style-type: none"> - Technology Companies - Telecommunications Firms - Transportation - Wholesale
Classes written elsewhere in other CNA divisions.	<p>Hospitals, nursing homes, doctors, dentists and nurses CNA Health Pro (www.cna.com)</p> <p><u>Lawyers</u> CNA/Program Administrators (www.lawyersinsurance.com)</p> <p><u>Large Miscellaneous Professional Liability - Annual Revenues Greater Than \$50 Million</u> CNA Pro NY (www.cnapro.com) 212-440-7662</p>		
Program Business	<p><u>Accountants (Insured Direct)</u> AON (http://www.cpai.com) 800-221-3023</p> <p><u>Architects, Engineers, construction managers, interior designers, testing labs, environmental consultants, Landscape Architects, and Land Surveyors</u> Victor Schinnerer (www.schinnerer.com) 301-961-9800</p> <p><u>Employed Lawyers</u> Arc Excess & Surplus (516-747-4100)</p> <p><u>Real Estate Brokers/Agents, Appraisers, Mortgage Brokers & Commercial Property Managers</u> Victor Schinnerer (www.schinnerer.com) 301-961-9800</p> <p><u>Residential Property Managers</u> Ian H Graham-818-655-1348</p>		
Classes not written anywhere in CNA	<ul style="list-style-type: none"> Actuaries Agricultural & Seedsmen Auctioneers Producers, Major Motion Picture Studios Sports/Talent Agents & Business Managers Truck Drivers P&C Insurance Agencies 	<ul style="list-style-type: none"> Third Party Administrators & Employee Benefit Consulting Home Inspectors Medical Coding & Billing Mortgage Bankers Music Labels & Recording Studios Title Agents 	

PROFESSIONAL LIABILITY PRIVATE COMPANY/FOR-PROFIT and NOT-FOR-PROFIT
MINIMUM PREMIUMS *Where Epack Extra is Approved

MPL/Media Miscellaneous Professional Liability	Technology & Telecommunications E&O
\$750	\$750

Minimum premiums may vary subject to individual state and risk requirements

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