



**MISCELLANEOUS/TECHNOLOGY/TELECOM  
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.

You can submit business by downloading an application from <http://www.cnapro.com> and sending it via e-mail to your regional underwriter. **If you are not a registered CNA Pro Producer**, click on the **CNA Pro/Producer Business Center Sign Up** button on the right hand side of the Forms & Applications page on the site.

For additional submission information, please go to [www.cnapro.com/html/contactus.html](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/Media Professional Liability Overview**

<b>Underwriting Philosophy</b>	<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>		
<b>Underwriting Companies</b>	<p><b><u>Underwriting Companies uses for distribution</u></b>  MPL-Continental Casualty Company (<i>Admitted, except in LA, and WY</i>)  Global Technology-Continental Casualty Company (<i>Admitted, except in AK, LA, NY, and VT</i>)  MEDIA-Columbia Casualty Company (<i>Non-Admitted</i>)</p>		
<b>Available Classes</b>	<ul style="list-style-type: none"> <li>Answering Services</li> <li>Advertising Agents</li> <li>Arbitrators</li> <li>Association Professional Liability</li> <li>Association Management Services</li> <li>Authors</li> <li>Billing Services (Non-Medical)</li> <li>Bookkeepers</li> <li>Book Publishers</li> <li>Broadcasters</li> <li>Business Brokers</li> <li>Claims Adjusters</li> <li>Call Center Services</li> <li>Collection Agents</li> <li>Computer/Network Integration</li> <li>Computer programmers</li> <li>Consultants</li> <li>Courier Services</li> <li>Court Reporters</li> <li>Credit Bureaus</li> <li>Credit Reporting Agencies</li> <li>Custom Broker</li> </ul>	<ul style="list-style-type: none"> <li>Direct Mail Companies</li> <li>Document Destruction</li> <li>Document Storage</li> <li>Educational Testing</li> <li>Equipment Lease Brokers</li> <li>Escrow Agents</li> <li>Executive Search Firms</li> <li>Expert Witnesses</li> <li>Executive Coaches</li> <li>Executive Search Firm</li> <li>Freight Forwarders</li> <li>Franchisors</li> <li>Hotel Managers</li> <li>HR Consultants</li> <li>Internet Services Providers</li> <li>Litigation Support</li> <li>Magazine Publishers</li> <li>Management Consultants</li> <li>Mapping Services</li> <li>Marketing Consultants</li> <li>Mediators</li> <li>Meeting Planners</li> </ul>	<ul style="list-style-type: none"> <li>Message Services</li> <li>Multimedia Firms</li> <li>Newspapers</li> <li>Notaries</li> <li>Payroll Processing Companies</li> <li>Permanent Placement Firms</li> <li>Premium Financing Companies</li> <li>Printers (non-financial)</li> <li>Public Relation Firms</li> <li>Publishers</li> <li>Radio Stations</li> <li>Recruiters</li> <li>Software Developers</li> <li>Technology Companies</li> <li>Telecommunication Firms</li> <li>Telemarketing Firms</li> <li>Television Stations</li> <li>Temporary Staffing</li> <li>Translators</li> <li>Travel Agents</li> <li>Trustees</li> <li>Website Developers</li> </ul>

<p><b>Classes written elsewhere in other CNA divisions.</b></p>	<p>Architects, Engineers, construction managers, interior designers, testing labs, environmental consultants, <u>Landscape Architects, and Land Surveyors</u> Victor Schinnerer (<a href="http://www.schinnerer.com">www.schinnerer.com</a>) 301-961-9800</p> <p><u>Hospitals, nursing homes, doctors, dentists and nurses</u> CNA Health Pro (<a href="http://www.cna.com/healthpro/">www.cna.com/healthpro/</a>)</p> <p><u>Real Estate Brokers/Agents, Appraisers, Title Agents, Mortgage Brokers &amp; Commercial Property Managers</u> Victor Schinnerer (<a href="http://www.schinnerer.com">www.schinnerer.com</a>) 301-961-9800</p> <p><u>Lawyers</u> CNA/Program Administrators (<a href="http://www.lawyersinsurance.com">www.lawyersinsurance.com</a>)</p> <p><u>Employed Lawyers</u> Arc Excess &amp; Surplus (516-747-4100)</p> <p><u>Accountants (Insured Direct)</u> AON (<a href="http://www.cpai.com/">http://www.cpai.com/</a>) 800-221-3023</p> <p><u>Large Miscellaneous Professional Liability - Annual Revenues Greater Than \$50 Million</u> CNA Pro NY (<a href="http://www.cnapro.com">www.cnapro.com</a>) 212-440-7662</p>										
<p><b>Program Business</b></p>	<p><u>Residential Property Managers (Condos, Coops, Individual Residences &amp; Apartments )</u> Ian H Graham (<a href="http://www.ihginsurance.com">www.ihginsurance.com</a>) 800-621-2324</p> <p><u>Insurance Agencies (Insured Direct)</u> AON (<a href="http://www.agency-advantage.com">www.agency-advantage.com</a>) 800-621-2324</p>										
<p><b>Classes not written anywhere in CNA</b></p>	<table border="0"> <tr> <td>Actuaries</td> <td>Third Party Administrators</td> </tr> <tr> <td>Agricultural &amp; Seedsmen</td> <td>Home Inspectors</td> </tr> <tr> <td>Auctioneers</td> <td>Medical Coding &amp; Billing</td> </tr> <tr> <td>Producers, Major Motion Picture Studios</td> <td>Mortgage Bankers</td> </tr> <tr> <td>Sports/Talent Agents &amp; Business Managers</td> <td>Music Labels &amp; Recording Studios</td> </tr> </table>	Actuaries	Third Party Administrators	Agricultural & Seedsmen	Home Inspectors	Auctioneers	Medical Coding & Billing	Producers, Major Motion Picture Studios	Mortgage Bankers	Sports/Talent Agents & Business Managers	Music Labels & Recording Studios
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(V.6/08)