



**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. Business may be submitted by the following methods:

We provide our most responsive service and pay our highest commissions on business that is submitted online via CNA Central. Log on to <http://www.cnapro.com> and click on the red CNA Central Button located at the bottom right hand side of the home page. To obtain a User ID and Password for CNA Central, click on the CNA Pro/Producer Business Center Sign Up button on the left hand side of the home page.

For additional submission information, please go to 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

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

Classes written elsewhere in other CNA divisions.	<u>Hospitals, nursing homes, doctors, dentists and nurses</u> CNA Health Pro (www.cna.com) <u>Lawyers</u> CNA/Program Administrators (www.lawyersinsurance.com) <u>Large Miscellaneous Professional Liability - Annual Revenues Greater Than \$50 Million</u> CNA Pro NY (www.cnapro.com) 212-440-7662	
Program Business	<u>Accountants (Insured Direct)</u> AON (http://www.cpai.com/) 800-221-3023 <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 <u>Employed Lawyers</u> Arc Excess & Surplus (516-747-4100) <u>Real Estate Brokers/Agents, Appraisers, Mortgage Brokers & Commercial Property Managers</u> Victor Schinnerer (www.schinnerer.com) 301-961-9800 <u>Residential Property Managers</u> Ian H Graham-818-742-1441 <u>P&C Insurance Agencies</u> NOTE: CNA made a business decision to not continue the Agency Advantage program. CNA will not quote or write new business or renewal policies effective May 1, 2009 and going forward.	
Classes not written anywhere in CNA	Actuaries Agricultural & Seedsmen Auctioneers Producers, Major Motion Picture Studios Sports/Talent Agents & Business Managers Truck Drivers P&C Insurance Agencies	Third Party Administrators & Employee Benefit Consulting Home Inspectors Medical Coding & Billing Mortgage Bankers Music Labels & Recording Studios Title Agents

(V.8/09)