



## CNA Pro News

Sometimes making a product significantly more attractive to prospects and to brokers can be accomplished by simply combining a couple of incremental improvements and then clearly stating the benefits. That's the case with some recent developments that we feel will make Commercial Fidelity an even more "easy to do business with us" product.

**Multi Year Policy Terms:** we have introduced a multi year policy option of up to three years in duration, which is designed to save both our producers and insureds some time they would otherwise have spent on the renewal process:

- Total premium is three times the annual rate, payable in three equal installments beginning at inception and at each anniversary date thereafter
- Limits of up to \$10 million are available
- Available to Publicly Traded and Large Private Companies with:
  - Revenues of \$3B or less and up to 3,000 employees
  - At least 80% of the revenues must be generated from US operations.
  - At least 80% of the employees must be in the U.S, and
  - No commercial fidelity claims in the past 3 years

**Expanded Appetite:** we continue to expand our overall product appetite which now includes:

- Law, Accounting and Consulting Firms
- Private Equity Firms and REITs

Those areas are in addition to our 'traditional appetite' of

- Publicly traded U.S. domiciled companies (preferred risks have less than \$5B in revenues)
- Private companies with revenues greater than \$500M
- Limits offered are up to \$15M

**Additional Resources:** the group has recently reorganized to create a dedicated stand alone commercial fidelity underwriting team, in order to better serve the specific needs of this segment. The team which will continue to be led by Lisa Block (and her 15 years of previous claims experience) has also recently added two Commercial Fidelity underwriting positions focused exclusively on this product and supported locally by underwriters throughout our branch network.

We hope you found these new developments valuable and that they make it easier to do business with us. If you want more information on our Commercial Fidelity offerings, please review our

- [Highlight Sheet](#)
- [Overview presentation](#)
- [Fidelity web page](#) (in the Public Company section)

You can also find material on other CNA Pro products that support publicly traded companies, financial service companies, large law firms, technology companies and miscellaneous or complex businesses, by navigating within that site.

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