



When considering a market to do business with, there are many issues to consider but none may be more important than the confidence you have in their ability to meet your needs and those of your clients. And that confidence is often based upon relationships which are often founded upon the carrier's experience and level of commitment. Those traits are probably also vital to your success in maintaining and growing your client base.

At CNA Pro Open Brokerage we provide insurance solutions to Publicly Traded Companies, Financial Institutions, Large Law Firms, Technology Companies and Miscellaneous Complex Businesses. We believe that our business success, and yours, stems from 4 key areas:

- Long term commitment
- Financial backing
- Underwriting Expertise
- Claim Management

### **Long Term Commitment Means Stability**

- ◆ CNA has been underwriting specialty lines products for over 40 years and is committed to the future of these lines.
- ◆ We have built significant expertise in covering the unique risks facing companies and business leaders.
- ◆ We have built strong business relationships with customers and brokers that have stood the test of time.
- ◆ Specialty Lines represents more than \$2.5 billion in premium and over 30% of CNA Property and Casualty.

### **Financial Backing Means Security**

- ◆ CNA's strong financial backing provides comfort to customers that CNA will pay claims.
- ◆ Our balance sheet integrity and committed ownership provides the necessary financial strength to enable a long term commitment to these lines.
- ◆ CNA is one of the country's largest and most respected commercial insurance organizations, 7th largest US Commercial lines, 14th largest US P&C insurer (based on 2003 data), with:
  - more than \$60 billion in assets
  - more than \$8 billion of stockholder equity
  - Total revenue of over \$8.9 billion
  - "A" category P&C financial strength ratings by all major rating agencies

### **Underwriting Expertise Means Innovative and Customer Focused**

CNA consistently provides technical expertise to customize coverage that can help protect companies from potential serious financial exposures.

- ◆ Our leadership team has over 10 years average experience and is committed to taking lead positions in our product lines.
- ◆ Our underwriters work closely with our claim department to understand exposures.
- ◆ We have the right products to insure the toughest exposures facing companies and business leaders today.
- ◆ We have regional offices dedicated to provide superior service.

### **Expert Claim Management Means Fair Resolution of Disputes**

- ◆ Staff members are all licensed attorneys and/or have more than 5 years in their specific areas of expertise.
- ◆ Direct experience handling complex claim situations, including multi-venue securities fraud litigation, ERISA class actions, investor "suitability" and shareholder derivative actions.
- ◆ Claim professionals are available to producers throughout the underwriting process.

*CNA Pro Open Brokerage underwrites Directors and Officers Liability Insurance, Employment Practices Liability Insurance, Fiduciary Liability Insurance, Fidelity Insurance and related lines, Lawyers Professional Liability Insurance, Errors and Omissions Insurance and eRisk.*

For more information about our products, key contacts as well as forms and applications, please visit [www.cnapro.com](http://www.cnapro.com) or contact us directly.