



Reference Guide Management & Professional Liability (Including related specialty coverages)

For quick handling, you can submit business electronically by sending an e-mail to your [Regional Underwriter](#) .
Submissions will also be accepted by fax or regular/overnight mail to the individual regions outlined below.

Regional Global Specialty Lines Underwriting Directors (Pro Commercial – Private Companies & Not For Profit Organizations)			
Zone/States	Contact/Location	Phone	Submission Address
<u>NORTHEASTERN</u> – Connecticut, Maine, Massachusetts, New Hampshire, New York, Rhode Island, Vermont	Joe Fenton Underwriting Director Specialty Lines joseph.fenton@cna.com 1249 South River Road 3 rd Floor Cranbury, NJ 08512	Phone: 609-395-4291 Fax: 866-568-1741	<u>All States</u> 1249 South River Road 3 rd Floor Cranbury, NJ 08512 Fax: 866-568-1741
<u>MID-ATLANTIC</u> – Washington D.C, Delaware, New Jersey, Maryland, Pennsylvania, Virginia, West Virginia	Neal Stoeckel Underwriting Director Specialty Lines neal.stoeckel@cna.com 1249 South River Road 3 rd Floor Cranbury, NJ 08512	Phone: 609-395-4294 Fax: 866-568-1741	<u>All States</u> 1249 South River Road 3 rd Floor Cranbury, NJ 08512 Fax: 866-568-1741
<u>SOUTHEASTERN</u> – Alabama, Florida, Georgia, Louisiana, Mississippi, North Carolina, South Carolina, Tennessee	Janette Wilcox Underwriting Director Specialty Lines janette.wilcox@cna.com 2435 Commerce Avenue Duluth, GA 30096	Phone: 678-473-3671 Fax: 866-381-7575	<u>AL, GA, NC, SC</u> 3175 Satellite Blvd, Ste 650 Duluth, GA 30096 Fax: 866-381-7575 <u>Florida</u> 2405 Lucien Way Maitland, FL 32751 Fax: 407-670-7352
<u>NORTHERN</u> - Illinois, Indiana, Kansas, Kentucky, Michigan, Missouri, Ohio, Wisconsin	Robert Ribbe Underwriting Director Specialty Lines robert.ribbe@cna.com 333 S. Wabash Ave, 26S Chicago, IL 60604	Phone: 312-822-4758 Fax: 866-436-9988	<u>All States</u> 333 S. Wabash Ave, 26S Chicago, IL 60515 Fax: 866-436-9988
<u>CENTRAL</u> – Arkansas, Colorado, Iowa, Minnesota, Nebraska, Nevada, North Dakota, Oklahoma, South Dakota, Texas, Utah, Wyoming	Laura Pratt Underwriting Director Specialty Lines laura.pratt@cna.com 600 North Pearl Street Suite, 1300 Dallas, TX 75201	Phone: 214-220-5615 Fax: 214-775-4046	<u>All States</u> 600 North Pearl Street Suite, 1300 Dallas, TX 75201 Fax: 214-775-4046

<p>WESTERN – Alaska, Arizona, California, Hawaii, Idaho, Montana, New Mexico, Oregon, Washington</p>	<p>Jessica Malone Underwriting Director Specialty Lines</p> <p>Jessica.malone@cna.com</p> <p>5820 Canoga Ave, Ste 200 Woodland Hills, CA 91367</p>	<p>Phone: 818-226-5049</p> <p>Fax: 888-847-3951</p> <p>* California is assigned by broker name.</p>	<p>* No. CA 405 Howard Street, Ste 600 San Francisco, CA 94105 Fax: 866-227-6925</p> <p>* So. CA 5820 Canoga Ave, Ste 200 Woodland Hills, CA 91367 Fax: 888-847-3951</p> <p>AZ, NM 4150 North Drinkwater Blvd. Suite 410 Scottsdale, AZ 85251 Fax: 800-742-7118</p> <p>NV 10375 Park Meadows Drive Littleton, CO 80124 Fax: 866-247-8228</p> <p>WA, OR, MT, ID, AK, HI 701 Fifth Street, Ste. 1100 Seattle, WA 98104 Fax: 866-227-6925</p>
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CNA Pro Commercial – Private Companies & Not For Profit Organizations

Customer / Market / Program	Product	Contact	Phone/Email
<p>Privately held companies & Not For Profit Organizations</p>	<p>Employment Practices Liability Directors & Officers Liability Fiduciary Liability</p>	<p>Michelle Aliperti</p>	<p>609-395-4013 michelle.aliperti@cna.com</p>
	<p>Miscellaneous Professional Liability Media Prof. Liability Technology E&O *Revenues – Less than \$50M</p>	<p>Michelle Aliperti</p>	<p>609-395-4013 michelle.aliperti@cna.com</p>
	<p>Crime Packsm</p>	<p>Kevin Donohue Jo Ann Skelton</p>	<p>609-395-4234 kevin.donohue@cna.com 609-395-4285 jo.skelton@cna.com</p>
	<p>Not-for-Profit D&O/Entity/EPL</p>	<p>Kay Weston</p>	<p>678-473-3294 kay.weston@cna.com</p>
<p>Community Associations: Ian H. Graham, the national MGU, and CNA have a mutually exclusive relationship for D&O insurance, Crime, Fiduciary liability and Property Manager's E&O for Community Associations. IHG accepts business from all agents/brokers.</p>	<p>Directors & Officers Crime Fiduciary Property Managers E&O</p>	<p>Sylvia Tagle, SVP Ian H. Graham Inc. 15303 Ventura Blvd 12th Floor Sherman Oaks, CA 91403</p>	<p>818-742-1430 Fax: 312-381-6710 sylvia_tagle@ianhgrahaminc.com www.ihginsurance.com</p>
<p>Long Term Care Facilities For The Aging: H.T. Block (Aon Affinity Services) The national MGU, and CNA have a mutually exclusive relationship for D&O liability for not-for-profit long-term care facilities. H.T. Block accepts business from all agents and brokers.</p>	<p>Directors & Officers Liability for Not-For-Profit Long-Term Care facilities</p>	<p>Maria Moreno AON Association Services 1120 20th Street, N.W. Washington, DC 20036</p>	<p>800-865-7307 ext. 553 Fax: 202-530-0153 maria_moreno@ars.aon.com http://www.aahsa-insurance.com/</p>
<p>Kidnap & Ransom: Employers often do not consider the risks to themselves, their employees, or their assets when traveling or conducting business in a foreign country. IOA Re offers an insurance policy to address the risks travelers are exposed to both at home and abroad.</p>	<p>Kidnap, Ransom & Extortion</p>	<p>Matt Smerkanich IOA Re 190 West Germantown Pike, Suite 200 East Norriton, PA 19401</p>	<p>610-940-9000 kre@ioare.com Fax: 610-940-9022</p>

**CNA Pro Open Brokerage – Public Companies
&
(Private Companies over \$1 billion in total assets)**

Customer / Market /Program	Product	Contact	Phone/Email
Public companies Large private companies	Directors & Officers Liability Employment Practices Liability Fiduciary Liability	Tim Haggerty (Northeast and Southeast Regions) Joseph Kelly (Central, South Central, & West Regions)	609-395-4242 timothy.haggerty@cna.com 312-822-4409 joseph.kelly@cna.com
	Fidelity: Commercial and Computer Crime	Lisa Block	609-860-2342 Lisa.Block@cna.com
	Miscellaneous Professional Liability Stand-Alone E&O Multimedia E&O Technology E&O	John Coletti	212-440-3772 john.coletti@cna.com
Financial Institutions Banks Insurance Companies Capital Markets Life Agents / Broker Dealers	Liability: - Directors & Officers - EPLI - Errors & Omissions - Fiduciary Fidelity - Financial Institutions and Computer Crime - Other related coverages	Linda Liner (Life Agents/Security Broker-Dealers) Anthony Battaglia (Insurance Co.) Tom Ruck (Capital Markets) Elizabeth Maio (Banks)	314-317-2565 (St. Louis) linda.liner@cna.com 212-440-7033 anthony.battaglia@cna.com 212-440-7398 thomas.ruck@cna.com 212-440-2955 elizabeth.maio@cna.com
	Community Banks (Depository Institutions with assets up to \$3B)	Liability: - Directors & Officers - Fidelity Bond - Errors & Omissions - Internet Liability - Mortgage Impairment - Property & Casualty (GL,Auto,WC,Umbrella)	Mark Tomlinson
Transaction Facilitation Insurance: The mutually exclusive national MGU for this program is Ambridge Partners, which is located in New York, NY. CNA participates in this program along with Lloyds. Ambridge accepts business from all agents and brokers. http://www.ambridgepartners.com/	- M & A Coverage - Tax Issue & Opinion - Reps and Warranties - Legislative & Specific Contingency	Jeff Cowhey Ambridge Partners 135 W 29 th St, #801 New York, NY 10001	Phone: 212-871-5402 Fax: 212-947-1838 info@ambridgepartners.com
NetProtect 360: provides menu based worldwide coverage for a broad range of e-risk exposures. It fills gaps in traditional policies by covering hacking, computer viruses and intangible property. It can be purchased alone or combined with our other E&O forms to broaden coverage. It includes separately selectable coverage parts for both first and third party coverage. Target Markets: Healthcare, Life Sciences, Financial Institutions, Manufacturing, Telecoms and Technology.	e-Risk First & Third Party	Mary Fisk-Bieker (North East) Clyde Jones (Northeast & South) Louis Filaccio (Central & West)	410-527-7866 mary.bieker@cna.com 704-362-5747 clyde.jones@cna.com 818-226-5220 louis.filaccio@cna.com

CNA Pro Programs

Customer / Market / Program	Product	Contact	Phone/Email
<p>CPA Firms: The national MGU for this program is AON. AON and CNA have a mutually exclusive relationship for professional liability for all CPA firms except Big Five firms. AON has appointed independent mutually exclusive state administrators in most states. In other states, an AON retail office serves as state administrator. Some state administrators accept sub-produced business on a very limited basis.</p>	Professional Liability Employment Practices Liability	Alvin Fennell AON 159 E County Line Rd Hatboro, PA 19040	215-773-4713 Fax: 847-953-0686 alvin_fennell@asg.aon.com
<p>Architects & Engineers: The national MGU for this program is the Schinnerer Group (a subsidiary of Marsh). The Schinnerer Group and CNA have a mutually exclusive relationship for worldwide coverage for design professional liability for firms based in the USA. Schinnerer accepts business from any agent or broker. Victor O. Schinnerer 2 Wisconsin Circle Chevy Chase MD 20815 http://www.schinnerer.com</p> <p>Distribution Manager - V.O. Schinnerer & Company Jeff Grigsby: 301/961-9844 Jeffrey.M.Grigsby@Schinnerer.com (Contractors, Architects or Engineers)</p>	DesignOne - <u>Property & Casualty</u> (Architects, Engineers & Land Surveyors)	Corrine Nunley	301-951-9819 Corrine.Nunley@cna.com
	DesignOne - <u>Professional Liability</u> (Architects, Engineers, Land Surveyors, Misc. Design & Environmental Consultants).	Vanessa Cole (Small Firms) Robin McNeill (Mid/Medium Firms) Kevin Collins (Large Firms) Kathy Curry (E-Pack, E-Pack EZ) Deborah Malin (Misc. Design Professionals) David Blue (Environmental Consultants)	301-951-5455 vanessa.cole@schinnerer.com 301-961- 9838 Robin.L.McNeill@Schinnerer.com 301-951-5412 kevin.j.collins@schinnerer.com 301-951-6927 kathleen.w.curry@schinnerer.com 301-951-5418 Deborah.L.Malin@Schinnerer.com 301-951-5480 David.Blue@Schinnerer.com
	Contractors Professional Pollution Incident Liability	Eric Myers	301-951-5428 Eric.E.Myers@Schinnerer.com
	Professional Liability – firms with less than 35 lawyers Professional Liability – firms with more than 35 lawyers	Gerry Merritt 1249 South River Rd., Cranbury , NJ 08512 Stuart Pattison 40 Wall Street New York, NY 10005	609-395-2503 gerald.merritt@cna.com 212-440-7447 stuart.pattison@cna.com
<p>Employed Lawyers: The national MGU for employed lawyers is Professional Risk Facilities of Garden City, New York. PRF and CNA have a mutually exclusive relationship for professional liability insurance for employed lawyers. PRF accepts business from all agents and brokers.</p>	Professional Liability	Stephen Cavallaro Professional Risk Facilities 1122 Franklin Ave. Garden City, NY	516-408-5736 scavallaro@professionalrisk.com
<p>Real Estate Agencies: The national MGU for this program is the Schinnerer Group. The Schinnerer Group and CNA have a mutually exclusive relationship for E&O coverage for real estate agencies. As a rule, Schinnerer accepts business from any agent or broker http://www.schinnerer.com</p>	Errors and Omissions	Brian Cropp Victor O. Schinnerer & Company	301-961-9897 brian.e.cropp@schinnerer.com Fax: 301-951-5444

Customer / Market / Program	Product	Contact	Phone/Email
<p>Hospital, Miscellaneous Medical, and Home Health Care</p> <ul style="list-style-type: none"> <input type="checkbox"/> Mid-size to large hospitals <input type="checkbox"/> Hospitals must be accredited by JCAHO and be reviewed by risk management staff <input type="checkbox"/> Focus on allied healthcare facilities <p>Physicians only – Larger Groups (over 10 MD's) in favorable jurisdictions who are willing to assume substantial risk. Writing individuals and small groups in Alaska, Oregon and Vermont.</p>	<p>Hospital professional liability and misc. medical facilities. Collateral lines capability</p> <p>Medical Professional Liability</p>	<p>Anna Spohrer</p> <p>Suzanne Mosier 40 Wall Street, 8 Fl New York, NY 10005</p> <p>Crystal Brown (West) CNA Plaza 333 So. Wabash Chicago, IL 60685</p> <p>Melanie Spiering 2 Centerpointe Drive Ste. 200 Lake Oswego, OR 97035</p>	<p>212-440-3253 anna.spohrer@cna.com</p> <p>212-440-3905 suzanne.mosier@cna.com</p> <p>312-822-5730 crystal.brown@cna.com</p> <p>503-431-3076 melanie.spiering@cna.com</p>
<p>Nursing Homes/Long Term Care Facilities – Written through independent agents and brokers who are experts in this market segment.</p> <ul style="list-style-type: none"> <input type="checkbox"/> Primary interest in not for profit facilities <input type="checkbox"/> Target small to mid size risks 	<p>Medical Professional Liability. Policies include property, inland marine, crime, boiler and machinery, auto, gl, and umbrella</p>	<p>Chuck Colburn</p> <p>Roberta Edelman</p> <p>Jim Ramsdell CNA Plaza 333 So. Wabash Chicago, IL 60685</p>	<p>312-822-1617 charles.colburn@cna.com</p> <p>312-822-6297 roberta.edelman@cna.com</p> <p>312-822-2195 james.ramsdell@cna.com</p>
<p>Advanced Medical Technology – Producers are generally specialty agents or wholesalers with a specific knowledge of this marketplace.</p> <ul style="list-style-type: none"> <input type="checkbox"/> Bio Tech Companies <input type="checkbox"/> Clinical Trials <input type="checkbox"/> Clinical Research Organizations <input type="checkbox"/> Pharmaceutical and Medical Devices 	<p>Product Liability Professional Liability</p> <p>Collateral lines coverage is available</p>	<p>Mark Wood Minneapolis, MN</p> <p>Michael Dunn 40 Wall Street, 8Fl New York, NY 10005</p> <p>Rich Garcia San Francisco, CA</p>	<p>651-463-4612 mark.wood@cna.com</p> <p>212-440-3745 michael.dunn@cna.com</p> <p>415-932-7159 richard.garcia@cna.com</p>
<p>Nurses and Allied Health Professionals – An exclusive program with AON Affinity Insurance Services for Nurses, Physical Therapists and other allied health care professionals.</p>	<p>Medical Professional Liability</p>	<p>Eul Mendoza AON Affinity Services</p>	<p>312-381-2702</p>
<p>Dentists – National Dental Program – Professional Protector Plan. An exclusive program with Brown & Brown for the dental profession. The program is solicited at the local level by agents appointed by Brown & Brown.</p>	<p>Medical Professional Liability, GL and Package Policy</p>	<p>Anna Tobin CNA Plaza 333 So. Wabash, Chicago, IL 60685</p>	<p>312-822-2352 anna.tobin@cna.com</p>