



## 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.

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

<p><b>WESTERN</b> – Alaska, Arizona, California, Hawaii, Idaho, Montana, New Mexico, Oregon, Washington</p>	<p>Jessica Malone Underwriting Director Specialty Lines</p> <p><a href="mailto:Jessica.malone@cna.com">Jessica.malone@cna.com</a></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><b>* No. CA</b> 405 Howard Street, Ste 600 San Francisco, CA 94105 Fax: 866-227-6925</p> <p><b>* So. CA</b> 5820 Canoga Ave, Ste 200 Woodland Hills, CA 91367 Fax: 888-847-3951</p> <p><b>AZ, NM</b> 4150 North Drinkwater Blvd. Suite 410 Scottsdale, AZ 85251 Fax: 800-742-7118</p> <p><b>NV</b> 10375 Park Meadows Drive Littleton, CO 80124 Fax: 866-247-8228</p> <p><b>WA, OR, MT, ID, AK, HI</b> 701 Fifth Street, Ste. 1100 Seattle, WA 98104 Fax: 866-227-6925</p>
---	--	---	---

**CNA Pro Commercial – Private Companies & Not For Profit Organizations**

Customer / Market / Program	Product	Contact	Phone/Email
<p><b>Privately held companies &amp; Not For Profit Organizations</b></p>	<p>Employment Practices Liability Directors &amp; Officers Liability Fiduciary Liability</p>	<p>Michelle Aliperti</p>	<p>609-395-4013 <a href="mailto:michelle.aliperti@cna.com">michelle.aliperti@cna.com</a></p>
	<p>Miscellaneous Professional Liability  Media Prof. Liability Technology E&amp;O *Revenues – Less than \$50M</p>	<p>Michelle Aliperti</p>	<p>609-395-4013 <a href="mailto:michelle.aliperti@cna.com">michelle.aliperti@cna.com</a></p>
	<p>Crime Pack<sup>sm</sup></p>	<p>Kevin Donohue  Jo Ann Skelton</p>	<p>609-395-4234 <a href="mailto:kevin.donohue@cna.com">kevin.donohue@cna.com</a>  609-395-4285 <a href="mailto:jo.skelton@cna.com">jo.skelton@cna.com</a></p>
	<p>Not-for-Profit D&amp;O/Entity/EPL</p>	<p>Kay Weston</p>	<p>678-473-3294 <a href="mailto:kay.weston@cna.com">kay.weston@cna.com</a></p>
	<p>Private Company Management Liability <b>(International)</b></p>	<p>John Taylor</p>	<p><a href="mailto:john.taylor@cnaeurope.com">john.taylor@cnaeurope.com</a></p>
<p><b>Community Associations:</b> Ian H. Graham, the national MGU, and CNA have a mutually exclusive relationship for D&amp;O insurance, Crime, Fiduciary liability and Property Manager's E&amp;O for Community Associations. IHG accepts business from all agents/brokers.</p>	<p>Directors &amp; Officers Crime Fiduciary Property Managers E&amp;O</p>	<p>Sylvia Tagle, SVP  Ian H. Graham Inc. 15303 Ventura Blvd 12<sup>th</sup> Floor Sherman Oaks, CA 91403</p>	<p>818-742-1430 Fax: 312-381-6710 <a href="mailto:sylvia.tagle@ianhgrahaminc.com">sylvia.tagle@ianhgrahaminc.com</a> <a href="http://www.ihginsurance.com">www.ihginsurance.com</a></p>
<p><b>Long Term Care Facilities For The Aging:</b> LeadingAge (Formerly AAHSA) Aon Affinity Services) The national MGU, and CNA have a mutually exclusive relationship for D&amp;O liability for not-for-profit long-term care facilities. H.T. Block accepts business from all agents and brokers.</p>	<p>Directors &amp; 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. 8553 Fax: 847-953-0925 <a href="mailto:maria.moreno@aon.com">maria.moreno@aon.com</a> <a href="http://www.LeadingAgeInsurance.com">www.LeadingAgeInsurance.com</a></p>

<p><b>Kidnap &amp; Ransom:</b> Employers often do not consider the risks to themselves, their employees, or their assets when traveling or conducting business in a foreign country. <b>GMG Underwriters, LLC</b> offers an insurance policy to address the risks travelers are exposed to both at home and abroad.</p>	<p>Kidnap, Ransom &amp; Extortion</p>	<p>Ed McBride</p> <p>GMG Underwriters, LLC 60 Blacksmith Road Newtown, PA 18940</p>	<p>215-867-3764 <a href="mailto:EMcBride@GMGUnderwriters.com">EMcBride@GMGUnderwriters.com</a> Fax: 215-497-9263</p>
---	---------------------------------------	---	--

<b>CNA Pro Open Brokerage – Public Companies &amp; (Private Companies over \$1 billion in total assets)</b>			
Customer / Market /Program	Product	Contact	Phone/Email
<p><b>Public companies</b></p> <p><b>Large private companies</b></p>	<p>Directors &amp; Officers Liability</p> <p>Employment Practices Liability</p> <p>Fiduciary Liability</p>	<p>Tim Haggerty (Northeast and Southeast Regions)</p> <p>Joseph Kelly (Central, South Central, &amp; West Regions)</p>	<p>609-395-4242 <a href="mailto:timothy.haggerty@cna.com">timothy.haggerty@cna.com</a></p> <p>312-822-4409 <a href="mailto:joseph.kelly@cna.com">joseph.kelly@cna.com</a></p>
	<p>Fidelity: Commercial and Computer Crime</p>	<p>Lisa Block</p>	<p>609-860-2342 <a href="mailto:Lisa.Block@cna.com">Lisa.Block@cna.com</a></p>
	<p>Miscellaneous Professional Liability</p> <p>Stand-Alone E&amp;O</p> <p>Multimedia E&amp;O</p> <p>Technology E&amp;O</p>	<p>John Coletti</p>	<p>212-440-3772 <a href="mailto:john.coletti@cna.com">john.coletti@cna.com</a></p>
	<p>Media Liability</p>	<p>Jim Borelli</p>	<p>913-661-3150 <a href="mailto:james.borelli@cna.com">james.borelli@cna.com</a></p>
<p><b>Financial Institutions</b></p> <p><b>Banks</b></p> <p><b>Insurance Companies</b></p> <p><b>Capital Markets</b></p> <p><b>Life Agents / Broker Dealers</b></p>	<p>Liability:</p> <ul style="list-style-type: none"> <li>- Directors &amp; Officers</li> <li>- EPLI</li> <li>- Errors &amp; Omissions</li> <li>- Fiduciary</li> </ul> <p>Fidelity</p> <ul style="list-style-type: none"> <li>- Financial Institutions and Computer Crime</li> <li>- Other related coverages</li> </ul>	<p>Linda Liner (Life Agents/Security Broker-Dealers)</p> <p>Anthony Battaglia (Insurance Co.)</p> <p>Tom Ruck (Capital Markets)</p> <p>Elizabeth Maio (Banks)</p>	<p>314-317-2565 (St. Louis) <a href="mailto:linda.liner@cna.com">linda.liner@cna.com</a></p> <p>212-440-7033 <a href="mailto:anthony.battaglia@cna.com">anthony.battaglia@cna.com</a></p> <p>212-440-7398 <a href="mailto:thomas.ruck@cna.com">thomas.ruck@cna.com</a></p> <p>212-440-2955 <a href="mailto:elizabeth.maio@cna.com">elizabeth.maio@cna.com</a></p>
<p><b>Community Banks</b></p> <p><b>(Depository Institutions with assets up to \$3B)</b></p>	<p>Liability:</p> <ul style="list-style-type: none"> <li>- Directors &amp; Officers</li> <li>- Fidelity Bond</li> <li>- Errors &amp; Omissions</li> <li>- Internet Liability</li> <li>- Mortgage Impairment</li> <li>- Property &amp; Casualty (GL,Auto,WC,Umbrella)</li> </ul>	<p>Mark Tomlinson</p>	<p>312-822-4831</p> <p><a href="mailto:mark.tomlinson@cna.com">mark.tomlinson@cna.com</a></p>
<p><b>Transaction Facilitation Insurance:</b> 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. <a href="http://www.ambridgepartners.com/">http://www.ambridgepartners.com/</a></p>	<ul style="list-style-type: none"> <li>- M &amp; A Coverage</li> <li>- Tax Issue &amp; Opinion</li> <li>- Reps and Warranties</li> <li>- Legislative &amp; Specific Contingency</li> </ul>	<p>Jeff Cowhey</p> <p>Ambridge Partners 135 W 29<sup>th</sup> St, #801 New York, NY 10001</p>	<p>Phone: 212-871-5402 Fax: 212-947-1838</p> <p><a href="mailto:info@ambridgepartners.com">info@ambridgepartners.com</a></p>

<p><b>NetProtect 360:</b> 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&amp;O forms to broaden coverage. It includes separately selectable coverage parts for both first and third party coverage.</p> <p><u>Target Markets:</u> Healthcare, Life Sciences, Financial Institutions, Manufacturing, Telecoms and Technology.</p>	<p>e-Risk First &amp; Third Party</p>	<p>Brad Schrum (North East, Mid-Atl.)</p> <p>Katherine Drengler (Central, Northern)</p> <p>John McLaughlin (Southeast)</p> <p>Louis Filaccio (West)</p>	<p>410-453-4410 <a href="mailto:brad.schrum@cna.com">brad.schrum@cna.com</a></p> <p>312-822-5182 <a href="mailto:katherine.drengler@nca.com">katherine.drengler@nca.com</a></p> <p>678-473-3605 <a href="mailto:john.mclaughlin@cna.com">john.mclaughlin@cna.com</a></p> <p>818-226-5220 <a href="mailto:louis.filaccio@cna.com">louis.filaccio@cna.com</a></p>
---	---	---	---

CNA Pro Programs			
Customer / Market / Program	Product	Contact	Phone/Email
<p><b>CPA Firms:</b> 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>	<p>Professional Liability Employment Practices Liability</p>	<p>Alvin Fennell AON 159 E County Line Rd Hatboro, PA 19040</p>	<p>215-773-4713 Fax: 847-953-0686 <a href="mailto:alvin_fennell@asg.aon.com">alvin_fennell@asg.aon.com</a></p>
<p><b>Architects &amp; Engineers:</b> 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 <a href="http://www.schinnerer.com">http://www.schinnerer.com</a></p> <p>Distribution Manager - V.O. Schinnerer &amp; Company Jeff Grigsby: 301-961-9844 <a href="mailto:JeffG@Schinnerer.com">JeffG@Schinnerer.com</a> (Architects, Contractors, Engineers Land Surveyors, Specialty Construction &amp; Environmental Consultants) – see a quick reference to all design professional programs: <a href="http://www.schinnerer.com/industries/design-firms/Documents/AEC-QuickRefCard.pdf">http://www.schinnerer.com/industries/design-firms/Documents/AEC-QuickRefCard.pdf</a></p>	<p>DesignOne - <u>Property &amp; Casualty</u> (Architects, Engineers &amp; Land Surveyors)</p> <p>Professional Liability (Architects, Engineers, Land Surveyors, Specialty Construction &amp; Environmental Consultants).</p> <p>Contractors Professional Pollution Incident Liability</p>	<p>Corrine Nunley</p> <p>Vanessa Cole (Architects &amp; Engineers)</p> <p>Deborah Malin (Specialty Construction Consultants)</p> <p>Matt McWilliams (Environmental Consultants)</p> <p>Cady Snyder</p>	<p>301-951-9819 <a href="mailto:Corrine.Nunley@cna.com">Corrine.Nunley@cna.com</a></p> <p>301-951-5455 <a href="mailto:vanessa.cole@schinnerer.com">vanessa.cole@schinnerer.com</a></p> <p>301-951-5412 <a href="mailto:kevin.j.collins@schinnerer.com">kevin.j.collins@schinnerer.com</a></p> <p>443-832-2118 <a href="mailto:Deborah.L.Malin@Schinnerer.com">Deborah.L.Malin@Schinnerer.com</a></p> <p>301-961-9833 <a href="mailto:Matthew.McWilliams@Schinnerer.com">Matthew.McWilliams@Schinnerer.com</a></p> <p>301-951-6939 <a href="mailto:Cady.M.Snyder@Schinnerer.com">Cady.M.Snyder@Schinnerer.com</a></p>
<p><b>Law Firms:</b> We have appointed mutually exclusive state MGU's in many states for professional liability insurance for law firms with 35 or fewer attorneys. Professional liability access varies by state for law firms with 36 to 99 attorneys, but CNA writes business without MGU's in all states for law firms with 100 or more attorneys. Although most of our state MGU's accept some sub-produced business, the majority of their business is written directly. The exception is our New York State MGU which does almost all of its business through sub-producers. <a href="https://www.lawyersinsurance.com">https://www.lawyersinsurance.com</a></p>	<p>Professional Liability – firms with less than 35 lawyers</p> <p>Professional Liability – firms with more than 35 lawyers</p>	<p>Michael Furlong 5901 College Blvd. Overland Park, KS 66211</p> <p>Sam Slome 40 Wall Street New York, NY 10005</p>	<p>913-661-3159 <a href="mailto:Michael.Furlong@cna.com">Michael.Furlong@cna.com</a></p> <p>212-440-3264 <a href="mailto:samuel.slome@cna.com">samuel.slome@cna.com</a></p>
<p><b>Employed Lawyers:</b> 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>	<p>Professional Liability</p>	<p>Stephen Cavallaro Professional Risk Facilities 1122 Franklin Ave. Garden City, NY</p>	<p>516-408-5736 <a href="mailto:scavallaro@professionalrisk.com">scavallaro@professionalrisk.com</a></p>

<p><b>Real Estate Agencies:</b> The national MGU for this program is the Schinnerer Group. The Schinnerer Group and CNA have a mutually exclusive relationship for E&amp;O coverage for real estate agencies. As a rule, Schinnerer accepts business from any agent or broker <a href="http://www.schinnerer.com">http://www.schinnerer.com</a></p>	Errors and Omissions	<p>Brian Cropp</p> <p>Victor O. Schinnerer &amp; Company</p>	<p>301-961-9897  <a href="mailto:brian.e.cropp@schinnerer.com">brian.e.cropp@schinnerer.com</a>          Fax: 301-951-5444</p>
---	----------------------	--	--

**CNA HealthPRO**

**Visit our website**

<http://www.cna.com/healthpro>

Customer / Market / Program	Product	Contact	Phone/Email
<p><b>Hospital, Miscellaneous Medical, and Home Health Care</b></p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Mid-size to large hospitals</li> <li><input type="checkbox"/> Hospitals must be accredited by JCAHO and be reviewed by risk management staff</li> <li><input type="checkbox"/> Focus on allied healthcare facilities</li> </ul> <p><b>Physicians only</b> – 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  <a href="mailto:anna.spohrer@cna.com">anna.spohrer@cna.com</a></p> <p>212-440-3905  <a href="mailto:suzanne.mosier@cna.com">suzanne.mosier@cna.com</a></p> <p>312-822-5730  <a href="mailto:crystal.brown@cna.com">crystal.brown@cna.com</a></p> <p>503-431-3076  <a href="mailto:melanie.spiering@cna.com">melanie.spiering@cna.com</a></p>
<p><b>Nursing Homes/Long Term Care Facilities –</b>            Written through independent agents and brokers who are experts in this market segment.</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Primary interest in not for profit facilities</li> <li><input type="checkbox"/> Target small to mid size risks</li> </ul>	<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  <a href="mailto:charles.colburn@cna.com">charles.colburn@cna.com</a></p> <p>312-822-6297  <a href="mailto:roberta.edelman@cna.com">roberta.edelman@cna.com</a></p> <p>312-822-2195  <a href="mailto:james.ramsdell@cna.com">james.ramsdell@cna.com</a></p>
<p><b>Advanced Medical Technology</b> – Producers are generally specialty agents or wholesalers with a specific knowledge of this marketplace.</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Bio Tech Companies</li> <li><input type="checkbox"/> Clinical Trials</li> <li><input type="checkbox"/> Clinical Research Organizations</li> <li><input type="checkbox"/> Pharmaceutical and Medical Devices</li> </ul>	<p>Product Liability            Professional Liability</p> <p>Collateral lines coverage is available</p>	<p>Mark Wood            Minneapolis, MN</p>	<p>651-463-4612  <a href="mailto:mark.wood@cna.com">mark.wood@cna.com</a></p>
<p><b>Nurses and Allied Health Professionals</b> – An <b>exclusive</b> 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><b>Dentists</b> – National Dental Program – Professional Protector Plan. An <b>exclusive</b> program with Brown &amp; Brown for the dental profession. The program is solicited at the local level by agents appointed by Brown &amp; 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  <a href="mailto:anna.tobin@cna.com">anna.tobin@cna.com</a></p>