

HARD MARKET HACKS- MAXIMIZING YOUR SUBMISSION

Market conditions have recently led to dramatic growth of the excess and surplus market, meaning underwriters are constantly inundated with submissions. This cheat sheet can help you craft a quality submission that can combat the trend of increasing turnaround time.

Maximizing Submission Check List

The Story

- Narrative of the risk, including line of business and limits
- Expiring premium – Expiring policy dec pages
- Target Pricing + Terms

Accepted

- Completed & Signed ACORD Forms
- Supplemental Applications

Details Specific to Certain Lines of Business

- Property/IM – excel SOV
- Excess Trucking – MVRs, vehicle schedule including GVW and VINs

Loss History

- 5 years of currently valued loss runs
- New venture – details of experience
- Detailed description of losses
 1. Claim open, closed, or reserved?
 2. Is the damage repaired?
 3. Mitigation Efforts

Through any market condition, Arlington/Roe is here to help with your insured's needs! Reach out to your broker and we will help you find the right solution!

For more information, contact your Broker!