

Markel Risk Solutions



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The Value of Agency Partnership at MRS

One of the defining characteristics of the MRS underwriting facility is agency distribution.

By appointing a limited number of agencies in a select geographical area, MRS has made a statement to each of its agency partners that says, "You are really important to us!" We are placing the utmost confidence in your ability to generate a sufficient level of account activity to sustain our required business development objectives in a given territory. Essentially, we are betting the ranch in this area on you! Do other markets have a saturation level of agency partners in your area? Are you constantly battling over duplicate submissions from other agencies due to an excess amount of agency representation in a particular region?

To an agency, a limited geographical distribution means that they can work with their MRS underwriter and know that there is a high probability that no other agent will be submitting the same account to MRS. It means that there is a high probability that no other agent will have access to the "last minute" quote capabilities of MRS. In fact, some of our most successful new account orders come from accounts written with short time frames, close to expiration when "sure things" from other carriers fail to materialize.

MRS agency partners share a common thread. That is a desire to forge a true partnership, and to look to MRS first for middle market accounts that require true underwriting, creativity of thought, and review

by an underwriter who actually has authority to listen and make informed decisions.

We hold our MRS agents in high esteem. You are our choice for product distribution.

We've made a commitment to you. It's kind of like marriage. We've walked down the aisle. We've said "I do"!

What do you say?

Carmel McShane Joins MRS

We are very pleased to announce that Carmel A. McShane has joined MRS as Associate Vice President, Agency/Business Development. Carmel has extensive underwriting, marketing and management experience with several major insurance markets, including her most recent position as Underwriting Director, CNA (New England).

Carmel's primary role will be to assist in the further development of our agency plant as well as identify special niche opportunities for MRS and other Markel business units. Carmel obtained her B.S. degree from The University of Pittsburgh.

Markel Risk Solutions New Business Production Blitz 2007

It's time for your team to score the winning touchdown by participating in the MRS New Business Production Blitz of 2007. Eligible submissions will have a **minimum annual premium of \$100,000**. The Blitz will **not** apply to new business accounts written within the **habitational** segment which includes single, multi-family, senior, campus, condominiums, affordable housing communities and the like. The initiative covers new orders effective 09/01/07 through 12/31/07.

Participating MRS agents will benefit by writing new business accounts at very attractive commission levels. The commission rate will be **17%** for all lines on the account except umbrella, which will be 10%.

Win big by participating in the MRS New Business Production Blitz 2007!



Markel Risk Solutions Introduces New Extension Endorsements

MRS is pleased to offer two new enhanced product offerings for the auto and general liability lines, giving insureds an option to further enhance their current commercial coverage portfolio.

The Commercial Auto Plus Extension Endorsement can be used when the insured uses one or more scheduled owned autos. Highlights include providing coverage for:

- Audio, visual and data electronic equipment up to \$1,000
- Blanket additional insured and blanket waiver of subrogation
- Extra expense for stolen auto
- Hired car physical damage up to \$75,000
- Personal effects coverage up to \$500
- Rental reimbursement up to \$100 per day for 30 days, subject to a maximum of \$3,000

The new General Liability Extension Plus Coverage includes:

- Additional insured—blanket by contract agreement
- Additional insured—mortgagee, assignee, or receiver
- Bail bonds up to \$5,000
- Fellow employee exclusion deleted for executives and managers
- Fire legal damage limits for all perils up to the GL Coverage A limit
- Limited product withdrawal expense coverage up to \$10,000
- Loss of earnings at \$500 per day
- Newly acquired organizations until end of policy period

The use of the endorsements will be determined by our willingness to provide the coverages based on the characteristics of the risk, and the client's coverage and price preferences.

Call your MRS underwriter today to obtain a comprehensive coverage analysis for the Auto and General Liability Plus Extension Endorsements.

Coverage availability is based on state approval.

Markel Partners' Meeting Deemed a Big Success

Markel Insurance Company held its annual agency partners' meeting May 1 to May 4 at Lowe's Lake Las Vegas Resort. A select number of MRS agents participated in a variety of activities, including a roundtable meeting to discuss MRS-specific items, golf, day spa treatments, and a tour of Red Rock Canyon. The feedback received from the agency plant was very positive. We appreciate our valued MRS partner agents and wish to thank them for their continued support.

Green is Good!

MRS has a strong desire to write eco-business, or earth friendly "green" companies. These companies use products that are natural, organic, biodegradable, or recyclable. You may ask yourself what types of accounts fit into this market? The following list will give you an example of the diverse number of industry segments included within this rapidly growing movement:

- Manufactured goods made from recycled materials
- Scrap metal, paper, and plastic recyclers
- Bio-fuels
- Water purification
- Air purification
- Organic foods, clothing, accessories, textiles
- Organic growing materials and fertilizers
- Natural pest control
- Commercial contractors specializing in sustainable construction
- Eco-friendly building materials
- Companies that have "green procurement" policies and practices
- Gardening products
- Energy saving products for homes/businesses
- Eco-travel and hospitality

MRS has a strong underwriting comfort level with green business. It is a rapidly growing segment that will attract more capital, highly focused management with highly trained employees, and sophisticated facilities and equipment. It will attract a customer base that is focused on ethical and environmental issues rather than lowest cost or bid. Furthermore, government incentives and policies will provide incentives for businesses and consumers to fuel growth. We are optimistic that the risk characteristics associated with this business will offer attractive account opportunities for our agency partners and MRS.

Send your next green account to MRS today.

MRS Wants Your Light Manufacturing Accounts!

MRS has always provided account solutions for a variety of industry segments including wholesale, retail, property management, commercial contracting, and hospitality to name just a few. We have recently seen an ever-increasing number of manufacturing accounts, which has enabled us to write the products liability cover in conjunction with the general liability. Below you will find a snapshot of some of the types of accounts we have recently written in the manufacturing sector.

Potato chips:	\$101,569
Wooden pallets:	\$121,257
Fiberglass:	\$42,430
Food products:	\$60,570
Tree transplanting equipment:	\$33,306
Electronic components:	\$64,570
Wood truss:	\$34,272
Asphalt roofing materials:	\$70,541
Countertops, sinks, tubs: ...	\$179,874
Foam insulation:.....	\$67,109
Metal goods:.....	\$26,418
Cabinet doors:.....	\$25,666
Machine shop (to customer specifications):	\$43,579
Meat processing:.....	\$53,426

Feed us your manufacturing account opportunities today!

New Faces in MRS

Larry Landon - Senior Underwriter

Larry brings over 20 years of insurance experience to MRS. He joins us from Phoenix, Arizona. Larry has a strong Inland Marine background where he served as Commercial Inland Marine Manager for MOAC and Western Heritage Insurance Company. He most recently worked at Century Insurance Group where he was Senior Brokerage Casualty Underwriter. Larry also served our country as a U.S. Navy Lieutenant stationed on the USS Pensacola as well as serving in various naval operations in Beirut, Lebanon, in the early to mid 1980s. He is a graduate of Vanderbilt University with a B.A. in History.

Molly Armentrout, RPLU - Underwriter

Molly brings over 16 years of P&C experience to MRS. She has worked in various disciplines within the insurance field including underwriting, marketing, and management roles with national carriers and independent insurance agency organizations including Philadelphia, Executive Risk, St. Paul, and USI Insurance Services. Molly is a Registered Professional Liability Underwriter. She attended Mary Washington College and Virginia Commonwealth University.

Lori Coughlin, Underwriter

Lori brings over seven years of insurance experience to MRS. She has worked in various disciplines within the industry including underwriting and agency development. She most recently worked at Harleysville Group subsequent to her tenure at the Cincinnati Financial Corp. Lori obtained her M.S. in Criminal Justice at Radford University in Radford, Virginia.

Janie Brodie - Associate Underwriter

Janie brings 11 years of experience to MRS. Her prior experience includes stints with Utica Mutual, W.R. Berkley, and Hanover working as an assistant underwriter and policy rater. Janie obtained her INS designation in 2002 and is currently enrolled at Virginia Commonwealth University in Richmond.

Sharon Boswell – Policy Production Associate

Sharon joined MRS after working nine years at Agents Insurance Markets, Inc., a Managing General Agency in Richmond. While at AIM, Sharon performed Administrative Assistant and Policy Processing duties.

Markel's Best Rating Reaffirmed

Markel Insurance Company has been reaffirmed by AM Best as "A" (Excellent). The total policyholder surplus size indicator has been increased from XII to XIII. Financial stability and strength are critical considerations for policyholders and our valued agency business partners. With market consolidations and deteriorating company financial conditions reducing the number of available markets, Markel continues to do things right.

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Markel Risk Solutions Partners with Shand Morahan on Nursing Homes and Assisted Living Facilities

MRS and Shand Morahan can now offer you an alternative market for nursing home and assisted living care business.

Shand, a Markel surplus lines company, has selected Healthcare Professional Services, Inc., 313 Swanson Drive, Lawrenceville, GA 30043, as the wholesale broker in this arrangement. If you wish to use this facility, you should send the general liability application (including patient professional) to the attention of

Parker Harvey or Fred Seilkop. Parker or Fred can be reached either by phone at 800-423-1520 or e-mail at harvey@healthcareprofservices.com.

You should send the property application directly to your MRS underwriter to obtain a property cover quotation subject to our underwriting review and \$25,000 minimum premium.

Please note that Shand's minimum premiums are \$50,000 for skilled

nursing and \$30,000 for assisted living. Shand will consider accounts in all states except Florida and Texas and will write the liability on a claims-made basis.

We are excited about partnering with another Markel company and adding another valuable component that will benefit our agency partners.

If you have any other questions regarding this please feel free to call Dean Kemp at 804-527-7586.