



MARKEL PROGRAMS

Business Opportunities

www.markelprograms.com

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Markel Programs develops partnerships with managing general agents to offer single-source, admitted and non-admitted programs for a specific class or line of business. We seek general agents who utilize retailers as their primary source of distribution.

Underwriting, policy issuance, and business development authority are delegated to the managing general agent. The anticipated annual premium volume for new program business is \$3M-\$5M in 18-24 months, with a long-term target of \$10M.

Products Include:

Casualty

- General Liability
- Automobile Liability
- Crime
- Excess/Umbrella Liability

Property

- Inland Marine
- Physical Damage
- Commercial Multi-Peril

Plus special program coverages

Products and Limits Profile:

Casualty
\$1,000,000

Property/Package
\$5,000,000*

Professional (Incidental)
\$5,000,000

Excess/Umbrella
\$5,000,000

**With potential for higher limits
on select basis*

Business Class Examples:

Casualty

- Antique dealers
- Facility support services: trash, security guards
- Flea markets
- Limousines
- Miscellaneous E&O
- Pest control
- Special districts – water and sewer
- Special events

Property/Inland Marine

- Cargo
- Coin collectors
- Contractor's equipment
- Forestry
- Jeweler's block
- Miscellaneous articles
- Tools and equipment
- Trip transit

Package

- Arts & recreation
- Food service
- Historic properties
- Indoor recreational activities
- Retail trade
- Storage warehouses
- Theatres
- Wholesale trade

No Current Interest: Worker's compensation, long-haul trucking, non-standard automobile, CAT business (DIC, wind-only), national accounts, general contractors