



We strive to be your first call for property and casualty (P&C) solutions by providing a comprehensive, customized and convenient approach to insuring Real Estate and Hospitality (REH) risks. We offer multi-line P&C products and differentiate through a team of dedicated REH underwriters who value long term, holistic relationships across all lines of business.

PRODUCTS

- Workers' compensation.
- Automobile liability and physical damage.
- General and product liability.
- Property.
- Umbrella or excess liability.

CUSTOMER PROFILE

- Middle market clients, often with \$10M to \$1B+ in annual revenues.
- Target industry segments include:
 - Agents and Brokers.
 - Business Class and Luxury/Boutique Hotels.
 - Commercial Property Owners.
 - Family Style and Fine Dining Restaurants.
 - High-End/Luxury Condominium Associations.
 - Investment Funds and Managers.
 - Light Industrial Facilities.
 - Offices.
 - Property Managers.

PROGRAM STRUCTURE

- Minimum account premium of \$100,000.
 - Casualty
 - Guaranteed cost and low-end loss sensitive.
 - Multiple flexible rating options.
 - Loss responsive and fixed dividend plans available for Workers Compensation.
 - Property
 - Policy limit up to \$150M.
 - Covers United States, including its territories and possessions. Foreign locations cannot be included.
 - Comprehensive all-risk form, clear definitions, and boiler and machinery fully embedded.

DISTRIBUTION

- Limited and preferred retail brokers.

RISK CONTROL

- Dedicated risk control manager and support team with extensive REH knowledge and experience.
- Fully customizable suite of services for the REH industry including Indoor Air Quality, mold, Legionella and associated building systems assessments utilizing regulatory compliance and best management practices to provide for a safe working environment for building occupants and visitors.
- Complimentary access to a comprehensive platform provided by Zywave that contains a wide range of Real Estate and Hospitality specific resources designed to help insureds with a variety of safety, training, risk management, HR and compliance support.

CLAIMS

- Dedicated claim account managers and liaisons, responsible for account management, service and oversight.
- Major case claim specialists to assist in strategic management of high exposure cases.
- Preferred partnerships with third party administrators.
- Strategic utilization of specialized real estate claim litigators.

Seamless coordination and integration with other products including:

- Cyber.
- Directors and Officers.
- Employment Practices.
- Fidelity.
- Fiduciary.
- General Partnership.
- Kidnap and Ransom.
- Multinational.
- Professional.
- Surety.
- Transactional Risk.

Key Differentiators

- Limited and preferred distribution model.
- Specialized REH underwriting, risk control and claims teams.
- Multidisciplinary underwriting approach and seamless coordination with specialty lines.
- Specialized Claim Account Managers to coordinate claims across product lines.
- Broad industry-specific coverage terms and conditions to meet the needs of REH risks.
- Focus on speed, responsiveness and flexibility.

THE ARCH DIFFERENCE



Specialized
Expertise



Responsiveness



Consistency



Tailored
Customer Needs



Relationship
Oriented

To learn more, visit us at archinsurance.com

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