

PROvision
UNDERWRITERS

A Division of Hanover Excess & Surplus, Inc.

624 Matthews-Mint Hill Rd.
Suite 232

Matthews, NC 28105
Phone: 1.800.910.8151
Fax: 1.800.910.8153
pauls@hanoverxs.com

ONLINE RATING

1. Artisan Contractors
2. Condo Owners HO-6
3. Renters HO-4
4. Watercraft Program
5. Vacant Dwelling
6. GeoVera HO-3
7. NC Beach HO-3
8. SC Beach HO-3
9. Mobile Home
10. Scottsdale HO-3

NC Agents - Register for 6 Hours of CE - Page 3

New Business Rewards

Commercial Lines

Hanover E&S is pleased to continue our incentive program designed to reward **you** the agent, producer or CSR, for placing your new commercial business with **HES**. **Each new business policy written and paid for through the Contract and Brokerage Commercial, and Commercial Auto/Transportation departments, qualifies for a \$10 reward.**

Once a month, your accumulated rewards for **paid** policies will be added together and sent to you on a Visa Card in your name, redeemable anywhere Visa is accepted.

To participate in **New Business Rewards** and ensure proper credit, we need to obtain the following information from you:

- Agency name & HES agency code

- Name of card recipient
- Complete mailing address, where the card is to be mailed

Important: Your name and agency code must be attached to qualifying business, and we must be notified within 30 days of binding in order to receive the reward.

Email this information to rewards@hanoverxs.com to get started right away!

Personal Lines

Your Loyalty Is Rewarded!
Don't forget...

You get a **\$10 Gas Card** for each **New Business Contract ≥ \$1,000 in pure premium for the...**

American Reliable NC BEACH HO-3

New - Admitted Commercial Umbrella

Commercial Umbrella

- Admitted paper
- "A" rated
- Extremely low minimum premiums of **\$505 per Million**
- We have in-house authority to quote and write up to **\$10M**
- Higher values available
- Call us for a quote!

New - Admitted E&O Market

PROvision Underwriters

New E&O Market

- Admitted and "A" rated
- Low minimum premium - **\$1,000**
- Most classes considered

Call or email **Paul Sult** at:

1.800.910.8151

pauls@hanoverxs.com

New Agencies Welcome!

As we have set about expanding our markets and services into Georgia this year, we want agents in our other states of operation to know that we are welcoming new agencies in those states as well.

- **NC, SC, VA and GA**
- No premium volume commitment
- Unparalleled products & service
- Sign-up is easy on our website by clicking "**Become an Agent**"

Recent Accounts Successfully Booked

PROvision Underwriters

- Physician Med Malpractice -\$3,066
- Social Service GL / E&O / Abuse / Hired & Non Owned Auto - \$4,945
- Athletic Association D&O - \$1,492
- Engineer E&O - \$7,500
- Environmental E&O / Pollution - \$2,500
- Animal Clinic EPL - \$1,402
- Valet Parking 600K Garagekeepers / 9 drivers - \$3,943
- Show Horse Transport 1M Liab / \$63,500 TIV / \$50K Cargo / 300 mile radius - \$8,391
- Non Emergency Medical Transport 500K Liab / 50 mile radius / 14 units - \$32,514
- Non Emergency Medical Ambulance 1M Liab / 225K TIV / 200 mile radius / 6 units - \$17,010

Transportation

- Drive-Away Contractor 1M Liab / 50,000 Phys Dam / 300 mile radius / 1 transport plate - \$3,597

Commercial Lines

- Residential General Contractor 1M/2M GL - \$1,500
- Truckers GL 1M/2M - \$475

- Commercial Roofing Contractor 1M/2M GL - \$4,262

Open Market Brokerage

- Wind Buy Back Deductible Retail Shop - \$15,805
- Wind Buy Back Deductible Church - \$10,625
- Coastal Shopping Center - Wind / AOP - \$26,880
- Restaurant GL / Liquor / **Admitted** - \$11,373
- Mobile X-Ray Service Excess Liability / **Admitted** - \$1,308

Markets At A Glance

COMMERCIAL - CONTRACT

- Property & Package
- General Liability (Admitted)
- General Contractors
- Artisan Contractors *
- Lessors Risk & Builders Risk
- OCP Liability
- Restaurants / Office / Mercantile
- Vacant Buildings
- Umbrella / Excess
- Ocean Marine
- Piers, Docks, Boat Dealers, Marinas, Marine Artisans
- Energy, Education, Public Entities

TRANSPORTATION

- Commercial Auto
- Truckers Package
- Liability & Contingent Liability
- Physical Damage
- Cargo & Contingent Cargo
- Truckers General Liability
- Local, Intermediate, Long Haul
- Public Auto - Vans, Buses
- Garage - Dealers & Service

PROFESSIONAL LINES

- Property, including Habitational
- Casualty, incl. Contractors & Mfg
- Umbrella / Excess
- Primary / **Excess Wind**, Primary / Excess Flood & Earthquake
- Liquor Liability, Bars and Taverns
- Pollution Coverage - GL & Auto
- For-Profit / Not-For-Profit D&O
- E&O Coverage - All Types
- Misc. Professional Liability

- Employment Practices Liability

- Health / Social Services Pkg. incl. GL, E&O, Hired & Non-Owned

- Environmental incl. Pollution

PERSONAL LINES

- Homeowners - Inland and Coastal - NC & SC*
- Condos and Renters *
- Mobile Home - NC, SC & GA *
- Vacant Dwellings *
- Dwelling Fire
- Excess Wind / Excess Flood
- HO & DF **Excess of 750K** (NC)
- Watercraft - All Types *
- Builders Risk and Renovations
- Personal Liability & Umbrella
- Personal Inland Marine

* **Denotes Online Rating Program**
(Blue) available in all 4 states

“Product of the Quarter” - Hanover’s NC Continuing Education Road Show 2010

Hanover Excess & Surplus, Inc. is proud to offer 6 hours of CE to all of our **North Carolina Agents**. This course, specifically designed for HES, concentrates on E&S markets and issues, and is titled “Surplus Lines Market Place”, course # C05285 and carries 6 CE credit hours. It is free of charge to participants and lunch will be provided as well. Following are the dates and locations for each class. Please complete the registration information and forward to **Mary Speaker** at marys@hanoverxs.com. If you have any questions, please contact Mary at **336.509.7887**.

All classes will begin promptly at 9:00 am. Lunch will be served at 12:00 noon, and the remainder of the class will be from 1:00 pm to 4:00 pm. You must take the full day of class to receive 6 CE credits. No partial credits are available.

Wednesday, September 1st, 2010 – Hickory, NC

Crown Plaza Hickory – 1385 Lenoir-Rhyne Blvd, SE @ I-40, exit 125 - 828-323-1000

Wednesday, September 8th, 2010 – Greenville, NC

Hilton Greenville – 207 SW Greenville Blvd - 252-355-5000

Wednesday, September 15th, 2010 – Greensboro, NC

Sheraton Four Seasons – 3121 High Point Road @ I-40, exit 217 - 336-292-9161

Tuesday, September 21st AND Wednesday, September 22nd, 2010 – Wilmington, NC

Hilton Wilmington Riverside – 301 N. Water Street (Downtown) - 910-763-5900

Registration Deadline: 14 days prior to each class. Email to marys@hanoverxs.com.

Name: _____

Agency Name: _____

Address: _____

City: _____ State: _____ Zip Code: _____

Email Address: _____

Phone #: _____ NPN #: _____

Location / Date: _____

HANOVER EXCESS & SURPLUS, INC.

HANOVER PREMIUM FINANCE, INC.

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Personal, Claims &

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Commercial: 1.800.910.8157

Transportation: 1.800.910.8136

PROvision: 1.800.910.8153

Accounting*: 1.800.910.8160

* Includes Cancellations and Reinstatements.



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Extensions and E-mail Addresses

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ADMINISTRATION

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