

# MIDDLE MARKET

## AT A GLANCE

SALES APPETITE



### THE BUSINESS WE WRITE

Coverage	Capacity	Customers
<p>Our broad suite of products include:</p> <ul style="list-style-type: none"><li>• General liability</li><li>• Umbrella</li><li>• Property</li><li>• Property for Highly Protected Risks (HPR)</li><li>• Automobile</li><li>• Inland marine</li><li>• Workers compensation</li><li>• International DIC/DIL</li><li>• Foreign exporters package</li></ul>	<p>Non-combustible or fire-resistant construction, along with frame and joisted masonry fully-sprinklered to applicable NFPA standards</p> <ul style="list-style-type: none"><li>• Buildings younger than 30 years</li><li>• "Green" buildings: LEED-certified, Energy Star labeled</li><li>• Appropriate safety and risk transfer programs in place</li><li>• Life safety codes</li><li>• Slip and fall prevention</li><li>• Alcohol service training program (where applicable)</li><li>• Clients that engage in accident prevention practices, have return to work programs, or low employee turnover</li></ul>	<p>Manufacturing</p> <ul style="list-style-type: none"><li>• Metalworking</li><li>• Plastic goods</li><li>• Electronics &amp; computer peripherals</li><li>• Furniture &amp; fixtures</li><li>• Industrial &amp; commercial machinery</li><li>• Tier 2 automotive manufacturers</li></ul> <p>Wholesalers of durable goods and imported goods</p> <p>Commercial real estate – Retail, office and industrial</p> <p>Residential real estate – Condominium</p> <p>Hospitality – up to \$500mn in total sales revenue</p> <p>Hotels (upscale, resorts, full service, boutique and business class)</p> <p>Restaurants (upscale casual to fine dining)</p> <p>Recreation and leisure (country clubs, golf courses, swim clubs and tennis clubs)</p> <p>Professional services</p>

### WE ALSO CONSIDER

Property catastrophe coverage based on favorable individual location and overall account characteristics

STANDARD & POOR'S

AA

A.M. BEST

A+

FOR MORE INFORMATION  
PLEASE CONTACT:

**MIDWEST**

**LINDA MURPHY**

+1. 1. 213. 394. 3149

[linda.murphy@agcs.allianz.com](mailto:linda.murphy@agcs.allianz.com)

**NORTHEAST**

**TODD HENDERSHOT**

+1. 212. 524. 9362

[todd.hendershot@agcs.allianz.com](mailto:todd.hendershot@agcs.allianz.com)

**SOUTH**

**BRIAN RICHARDS**

+1. 678. 393. 4484

[brian.richards@agcs.allianz.com](mailto:brian.richards@agcs.allianz.com)

**WEST**

**CRAIG CENDAK**

+1. 415. 899.3 413

[craig.cendak@agcs.allianz.com](mailto:craig.cendak@agcs.allianz.com)

**GLOBAL PACKAGE &  
SMALL BUSINESS LEADER:**

**RAJIV IYER**

+1. 212. 524. 9308

[rajiv.iyer@agcs.allianz.com](mailto:rajiv.iyer@agcs.allianz.com)

**ABOUT ALLIANZ**

As an international financial services company, we offer our 86 million customers worldwide products and solutions in insurance and asset management. Allianz Global Corporate & Specialty is our dedicated brand for corporate, specialty and mid market risks and insures over half of the Fortune 500® companies.

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## SAMPLE WINS

Coverage	Est. Premium	Customers
• Package	USD 300k – 350k	Manufacturing – Metalworking
• Package • Workers Compensation	USD 650k – 700k	Hotels – Upscale
• Package • Umbrella • Foreign	USD 100k – 150k	Restaurants – Fine Dining
• Package • HPR Property	USD 100k – 150k	Residential Real Estate – High Rise Luxury Condos
• Package • Workers Compensation	USD 200k – 250k	Commercial Real Estate – Office Building

## WHY BROKERS AND THEIR CLIENTS CHOOSE ALLIANZ FOR MIDDLE MARKET

### FOCUSED EXPERTISE

Through industry specialization, we are dedicated to providing underwriting expertise for each market.

### KNOWLEDGEABLE, RESPONSIVE UNDERWRITING

Our Middle Market underwriters average more than 20 years of experience and are committed to providing creative, responsive service.

### CUSTOMIZABLE SOLUTIONS

Our underwriting flexibility and local authority allows us to tailor solutions that meet the needs of your middle market clients.

### HIGHLY QUALIFIED RISK CONSULTING PROFESSIONALS

Our specially-trained consultants can help your clients take proactive measures to protect their businesses, assets, employees and patrons.

### SPECIALIZED CLAIMS SUPPORT

Claims are handled by adjustors and surveyors with years of hands-on middle market experience.

### INTERNATIONAL SOLUTIONS

Our international insurance coverages are designed to meet the needs of businesses with international operations, large or small.

### ADDITIONAL PRODUCTS AND SERVICES:

- Agribusiness
- Alternative Risk Transfer
- Aviation
- Construction/Engineering
- Energy
- Entertainment
- Financial Lines
- Liability
- Marine
- Multinational Solutions
- Programs
- Property (including Highly Protected Risk)
- Risk Consulting
- Small Business

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