



Whether it's an association, a risk purchasing group or other homogeneous risks, let us package your program.

Introducing Markel Shand, Inc.'s new Program Division. See what we can do for your group...

Covering your world one risk at a time.®



# Let Markel Shand Package Your Program

Introducing Markel Shand, Inc.'s new Program Division, a division solely dedicated to writing homogeneous risk groups that fall within our core business lines of professional liability and casualty (see below).

As with our individual accounts, brokers can expect the same level of responsiveness, flexibility and financial stability long associated with Markel Shand. Take a look at why Markel Shand can be an attractive new market for your Program business.

## Risk Appetite

### **Markel Shand Core Lines**

- Professional Liability:
  - Medical Malpractice, Allied Healthcare, Miscellaneous E&O/IT, Architects & Engineers, Agents & Brokers, and Lawyers Professional
- Claims made Products Liability
- Employment Practices Liability Insurance
- Non-Profit D&O

## The Markel Shand Program Advantage

- Program risk management/loss control services
- Marketing support to help grow your program
- State-of-the-art IT systems
- Underwriting/policy issuance authority options
- Lucrative compensation structures available
- 30 years claim handling expertise
- Ability to combine other Markel product lines within the program
- Financial stability – part of the highly regarded Markel Corp.
- Written through an affiliated A.M. Best “A” rated carrier

## Submission Requirements

- Program summary including competitive environment
- Currently valued loss history and historical revenues/exposures (if existing program)
- Production force/distribution strategy/marketing plan
- Specialized forms\* and rating structures (if applicable)
- Target risk states
- Issuing carrier requirements (non-admitted, risk purchasing group, master policy, etc.)

To learn more about Markel Shand's new Program Division, contact Henry Lopez at [lopez@markelcorp.com](mailto:lopez@markelcorp.com) or 847.572.6258.

\*For complete terms and conditions, refer to the policy itself. Coverage is subject to exclusions in the policy.

