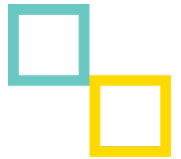


# Workers' Compensation



Workers' compensation insurance is mandatory anywhere you find an employer employee relationship. With licensed professionals who have more than 75 years of combined industry experience in sales, underwriting and broker services, our Workers' Compensation Team offers dedicated support at no charge to your agency.

## Pre-sale Support

Whether workers' compensation is a new product line to you or not, we have the team to support you in your success through key services, such as:

- Workers' compensation training opportunities, from basics to customized presentations
- Marketing support, including brandable pieces
- Assistance with pre qualifying prospects
- and education around the application and submission process
- Workers' Comp Online Submission tool
- Educated market placement advice
- Aggressive rate negotiation
- Team conferencing for ease with client Q&A

## Post-sale Support

Our team will assist in handling any questions or concerns that may arise throughout the policy term with our vast knowledge of the industry and the strong relationships we have built with our carrier partners. Customer support throughout the policy term includes assistance with:

- Issuing policy documents such as binders, certificates and loss runs
- Invoices, collections, or pay-as-you-go questions
- Questions around cancellations and reinstatements
- Processing endorsements
- Review of final audits
- Processing of renewals and proactively re-shopping when needed

## Carrier Partners

Our competitive carrier partners have superior financial strength and offer added-value services at no additional cost to assist you in your sale. Through our market access, we can support a wide variety of appetites, from low- to high hazard risks. And we can assist you and your clients almost nationwide.

- AmTrust
- Atlas General
- BHHC
- CompWest
- EMPLOYERS Comp
- ICW Group
- Omaha National
- PIE Insurance
- Preferred Employers
- Republic Indemnity
- State Fund
- The Hartford
- Travelers

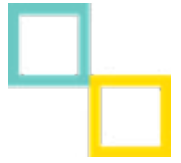
<p><b>Put our workers' comp expertise to work for you.</b></p>	<p><b>Denna Sneddon</b> Workers' Comp Manager, ext. 5778 <a href="mailto:Denna.Sneddon@warnerpacific.com">Denna.Sneddon@warnerpacific.com</a></p>	<p><b>Laurie Stevenson</b> Lead Account Executive, ext. 5720 <a href="mailto:Laurie.Stevenson@warnerpacific.com">Laurie.Stevenson@warnerpacific.com</a></p>	<p><b>Willem Patterson</b> Account Executive ext. 5776 <a href="mailto:Willem.Patterson@warnerpacific.com">Willem.Patterson@warnerpacific.com</a></p>	<p><b>Lorien Souza</b> Account Executive Assistant, ext. 5779 <a href="mailto:Lorien.Souza@warnerpacific.com">Lorien.Souza@warnerpacific.com</a></p>
	<p><b>Daniel White</b> Senior Account Manager, ext. 5739 <a href="mailto:Daniel.White@warnerpacific.com">Daniel.White@warnerpacific.com</a></p>	<p><b>Kelly Lake</b> Account Manager ext. 5810 <a href="mailto:Kelly.Lake@warnerpacific.com">Kelly.Lake@warnerpacific.com</a></p>	<p><b>Maria Ramirez</b> Account Administrative Assistant, ext. 5768 <a href="mailto:Maria.Ramirez@warnerpacific.com">Maria.Ramirez@warnerpacific.com</a></p>	

For process efficiency and administrative support, take advantage of your partnership with Warner Pacific. That way, you can focus on client relationships and new sales!

Contact your Sales Consultant, at (800) 801-2300 or [WorkersComp@warnerpacific.com](mailto:WorkersComp@warnerpacific.com)















CA Insurance License No. 0764260 | CO Insurance License No. 351162 | TX Insurance License No. 1641424





## Workers' Compensation Appetite Guide

### Target Industries

 Agriculture	 Financial Institutions
 Assisted Living	 Food & Beverage
 Attorneys/Law Offices	 Funeral Home Operations
 Auditors Or Accountants	 Hotel/Motels
 Auto Including Trucking & Towing	 Janitorial Services Commercial & Residential
 Barber Shops & Beauty Parlors	 Manufacturing
 Cannabis	 Physicians
 Construction Artisan & General Contractors	 Printing Operations
 Computer Programming	 Property Management
 Dentists & Dental Surgeons	 Self Storage
 Dry Cleaning or Laundry	 Stores
 Engineers	 Wholesale

Our carrier partners also have split class codes, allowing them to specialize in:

- Auto Dealerships
- Grocery Stores
- Hotel/Motels

Maximize your discounts by choosing the carrier of choice for the below association:

- **CRA:** California Restaurant Association
- **AAGLA:** Apartment Association of Greater Los Angeles
- **CMA:** California Medical Association

**Don't see an industry on the list?**

Give us a call today so we can further discuss your opportunity and how we can assist you in winning that piece of business!

**(800) 801-2300**