

# Recent Comp Successes



Networked affiliates compete on **WORKERS' COMP** opportunities large & small to write profitable business across SOUTHERN CALIFORNIA. A broad array of carriers creates a comprehensive overall appetite. The recent successes below reflect a cross-section of the business community from business community from Wholesale to Contractors to Hospitality and more.

Find a home for **CHALLENGING RISKS** including high x-mods, lapses in coverage, and even new ventures. As always, ask your new business or renewal account manager for more on market appetites & commission promotions!

Business Type	Location	WP\$	Carrier
WATER SOFTENING SERVICES	Torrance	\$129,940	The Hartford
MEXICAN RESTAURANT	Bakersfield	\$126,303	Guard
AUTOMOBILE REPAIR SHOP	Long Beach	\$46,388	Guard
SANDWICH SHOP	Long Beach	\$45,242	PacificComp
LAUNDRY EQUIPMENT & SUPPLIES WHOLESAL	Irvine	\$29,196	Employers
REAL ESTATE & PROPERTY MANAGEMENT FIRM	Riverside	\$28,725	Guard
ELECTRICAL WORK CONTRACTORS	Corona	\$23,101	Guard
HISPANIC TOWN MARKET CONVENIENCE STORE	Whittier	\$21,701	Employers
HOTEL	Downey	\$21,357	AmTrust
MOTEL	Baldwin Park	\$21,476	Zenith
ASIAN FAMILY RESTAURANT	Riverside	\$11,211	AmTrust
MEDICAL GROUP & CLINIC	Alhambra	\$9,148	PacificComp
IRON ORE MINING	Carlin	\$9,081	Employers
SPORTING GOODS & BICYCLE SHOP	Bishop	\$6,052	Employers
FLORIST	Rancho Palos Verdes	\$5,913	PacificComp
GROCERY STORE	Bakersfield	\$4,244	Zenith
COFFEE SHOP WITH FULL KITCHEN	Los Angeles	\$3,778	Employers
BEAUTY SALON	Tustin	\$1,932	Employers
JEWELRY STORE	Tarzana	\$1,518	AmTrust
LIQUOR STORE	Studio City	\$1,200	PacificComp
HEALTH FOOD & VITAMIN STORE	San Dimas	\$1,177	Zenith
OPERATOR OF APARTMENT BUILDINGS	Los Angeles	\$775	AmTrust

Fast Facts |  
**WORKERS' COMP**  
 SAMPLE Quarterly Volume

- 2,126 new submissions
- 842 quotes
- \$14.4M in premium written with 24 different carriers
- \$300 – \$485,000 account size range
- 4,514 endorsement requests

SERVICE & MEMBERSHIP QUESTIONS  
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# Recent Comp Successes



Networked affiliates compete on **WORKERS' COMP** opportunities large & small to write profitable business across NORTHERN CALIFORNIA. A broad array of carriers creates a comprehensive overall appetite. The recent successes below reflect a cross-section of the business community from Wholesale to Contractors to Hospitality and more.

Find a home for **CHALLENGING RISKS** including high x-mods, lapses in coverage, and even new ventures. As always, ask your new business or renewal account manager for more on market appetites & commission promotions!

Business Type	Location	WP\$	Carrier
AMERICAN RESTAURANT	Stockton	\$108,226	AmTrust
STEAKHOUSE	San Francisco	\$38,552	Zenith
JANITORIAL SERVICES	San Jose	\$31,874	The Hartford
MOTEL	Merced	\$23,787	Zenith
DAIRY FARM RAW MATERIALS WHOLESALE	Ferndale	\$23,275	Zenith
REMODELING CONTRACTOR	Escalon	\$22,520	Guard
AUTOMOBILE REPAIR SHOP	Visalia	\$21,984	Preferred Employers
FARM MANAGEMENT SERVICES	Saratoga	\$20,082	Zenith
AUTOMATIC VENDING MACHINE MANUFACTURING	San Marcos	\$18,633	Employers
PAINTING & PAPER HANGING CONTRACTORS	Concord	\$17,265	Guard
HOTEL	Pacific Grove	\$16,022	Employers
REAL ESTATE AGENTS	Roseville	\$11,847	The Hartford
TILE MARBLE & MOSIAC WORK CONTRACTORS	San Rafael	\$11,808	AmTrust
TEA & RAMEN RESTAURANT	Milpitas	\$10,570	AmTrust
GLASS & GLAZING WORK CONTRACTORS	San Leandro	\$9,916	AmTrust
PLASTIC PRODUCT MANUFACTURING	Marina	\$8,805	Guard
OPERATORS OF APARTMENT BUILDINGS	South San Francisco	\$4,745	AmTrust
DELICATESSEN	Fresno	\$3,117	AmTrust
TELEPHONE & TELEPHONEN EQUIPMENT STORE	San Francisco	\$2,106	Zenith
WOMENS CLOTHING STORE	Modesto	\$1,983	Preferred Employers
BEAUTY SALON	San Rafael	\$1,423	Zenith
CATERER	Oakland	\$750	Zenith
PREPACKAGED SOFTWARE	Half Moon Bay	\$520	The Hartford

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# Recent Comp Successes



Networked affiliates compete on **WORKERS' COMP** opportunities large & small to write profitable business across the West. A broad array of carriers creates a comprehensive overall appetite. The recent successes below reflect a cross-section of the business community from Services to Contractors to Hospitality and more.

Newer markets added to our network include **GUARD & NATIONWIDE**. As always, ask your new business or renewal account manager for more on market appetites & commission promotions!

Business Type	Location	WP\$	Carrier
SOCIAL SERVICES	Tucson, AZ	\$86,972	AIG
HOTEL	Las Vegas, NV	\$33,312	Guard
PLUMBING CONTRACTORS	Chatsworth, TX	\$21,380	Guard
COMPUTER PROGRAMMING SERVICES	Bellevue, WA	\$19,786	The Hartford
WELDING REPAIR	Phoenix, AZ	\$15,645	AIG
ELECTRICAL WORK CONTRACTORS	Las Vegas, NV	\$15,176	The Hartford
SEAFOOD RESTAURANT	Westminster, CO	\$11,120	The Hartford
OPERATORS OF APARTMENT BUILDINGS	Glendale, AZ	\$10,157	AIG
SHEET METAL WORK MANUFACTURING	Las Vegas, NV	\$7,007	The Hartford
CHILD DAY CARE SERVICES	Colorado Springs, CO	\$5,047	AmTrust
PLUMBING, HEATING & AIR CONDITIONING CONTRACTORS	Smithfield, UT	\$4,444	Guard
STOCK & BOND BROKERS	Henderson, NV	\$3,902	The Hartford
ELECTRICAL WORK CONTRACTORS	Scottsdale, AZ	\$1,808	Guard
GASOLINE SERVICE STATIONS	Kingman, AZ	\$1,775	Employers
COMPUTER MAINTENANCE & REPAIR SERVICES	San Antonio, TX	\$1,590	The Hartford
CONSULTANTS – MARKETING	San Antonio, TX	\$1,401	The Hartford
REAL ESTATE AGENTS	Pahrump, NV	\$1,282	Travelers
PATIO & DECK BUILDERS	Las Vegas, NV	\$1,150	AmTrust
TRAVEL AGENCIES	Phoenix, AZ	\$801	CNA
PHYSICIANS & SURGEONS	Las Vegas, NV	\$597	The Hartford
MANICURE & PEDICURE SALONS	Gresham, OR	\$475	The Hartford
INSURANCE ADJUSTERS	Aurora, CO	\$359	The Hartford

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