



## Recent SBU Successes

Networked affiliates compete on **SMALL BUSINESS – BOP** opportunities up and down “Main Street” to write profitable business. A broad array of carriers creates a comprehensive overall appetite including a cross-section of the business community from Service, Restaurants, & Habitational to Retail and Professional Offices & more. We are committed to providing dedicated service for small business: online tools at myAGENCY & a focused team for targeted marketing -- The Small Business Unit -- SBU!

WP\$	Class of Business	Location		Company
\$ 11,606	Restaurants	Moorpark	CA	Guard
\$ 6,888	Lessors Of Real Property	Phoenix	AZ	The Hartford
\$ 6,009	Gas & Other Services Combined	Little Rock	AR	Guard
\$ 5,996	Operators Of Apartment Buildings	Santa Ana	CA	Guard
\$ 4,857	Lessors Of Real Property	Aptos	CA	Guard
\$ 4,574	Liquor Stores Retail	Bakersfield	CA	Guard
\$ 4,090	Chiropractors Clinics & Offices	Los Angeles	CA	Travelers
\$ 3,980	Ice Cream & Frozen Custard Stands & Parlors Retail	Alhambra	CA	The Hartford
\$ 3,875	Restaurants	Tracy	CA	The Hartford
\$ 3,852	Automobile Washing & Waxing	Elk Grove	CA	UFG/Financial Pacific
\$ 3,483	Laundry & Garment Services	San Leandro	CA	The Hartford
\$ 3,136	Restaurants	Austin	TX	Guard
\$ 3,033	Convenience Food Stores	Medford	OR	Nationwide/Allied
\$ 2,995	Liquor Stores Retail	Covina	CA	Guard
\$ 2,988	Mexican Restaurants	Fullerton	CA	Guard
\$ 2,978	Operators Of Apartment Buildings	Los Angeles	CA	Guard
\$ 2,672	Travel Agencies	Van Nuys	CA	The Hartford
\$ 2,560	Miscellaneous Food Stores	Turlock	CA	Guard
\$ 2,555	Dentists Clinics & Offices	Clovis	CA	The Hartford
\$ 2,510	Operators Of Apartment Buildings	Spokane	WA	Guard
\$ 2,461	Convenience Food Stores	Los Angeles	CA	Guard
\$ 2,424	Medical Groups & Clinics	Phoenix	AZ	The Hartford
\$ 2,118	Automobile Repair Shops	Las Vegas	NV	Travelers
\$ 2,049	Bakeries Retail	Las Vegas	NV	The Hartford
\$ 1,516	Gas & Other Services Combined	Farmington	MI	Guard
\$ 1,473	Ice Cream & Frozen Custard Stands & Parlors Retail	Los Angeles	CA	Liberty
\$ 1,412	Insurance Agents Brokers & Service	Modesto	CA	The Hartford
\$ 1,388	Laundry & Garment Services	North Hollywood	CA	Guard
\$ 1,156	Spas	Temple City	CA	The Hartford
\$ 1,113	Restaurants	La Palma	CA	Guard
\$ 1,015	Art Restoration Services	Fountain Valley	CA	The Hartford
\$ 789	Restaurants	Butternut	WI	Travelers
\$ 727	Art Galleries	Denver	CO	Chubb
\$ 722	Miscellaneous Food Stores	Santa Barbara	CA	The Hartford
\$ 700	Computer Programming Services	Discovery Bay	CA	The Hartford
\$ 697	Lessors Of Real Property	Fair Oaks	CA	USLI
\$ 550	Consultants - Financial & Financing	San Francisco	CA	The Hartford
\$ 550	Drug & Proprietary Stores Retail	Pasadena	CA	The Hartford
\$ 550	Offices Of Bank Holding Companies	San Francisco	CA	The Hartford
\$ 537	Attorney & Lawyer Service Bureaus	San Francisco	CA	Travelers
\$ 500	Medical Groups & Clinics	San Rafael	CA	Liberty
\$ 495	Accounting Services	Phoenix	AZ	The Hartford
\$ 296	Video & Sound Recording Services	Klamath Falls	OR	The Hartford

SAMPLE  
CARRIERS



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WP\$	Class of Business	Location	Company
\$ 15,599	Hotels	Murrieta CA	Guard
\$ 10,400	Manicure & Pedicure Salons	Fountain Valley CA	Zenith
\$ 7,484	Restaurants	Yuba City CA	Guard
\$ 7,267	Gasoline Service Stations	Temple City CA	PacificComp
\$ 7,261	Operators Of Dwellings Other Than Apartment Buildings	Lake Forest CA	Employers Preferred
\$ 6,840	Japanese Restaurants	Fullerton CA	Employers Preferred
\$ 6,806	Chinese Restaurants	Los Angeles CA	Employers Preferred
\$ 5,590	Tire Dealers Retail	Rocklin CA	Employers
\$ 5,490	Liquor Stores Retail	Covina CA	Guard
\$ 5,168	Tobacco Products	Gilroy CA	Employers Preferred
\$ 5,023	Bakeries Retail	Granada Hills CA	Zenith
\$ 4,966	Ice Cream & Frozen Custard Stands & Parlors Retail	Oakland CA	Guard
\$ 4,885	Convenience Food Stores	Garden Grove CA	Zenith
\$ 4,881	Automobile Body Repair Shops	San Pedro CA	AmTrust
\$ 4,708	Physical Fitness Clubs	Goleta CA	The Hartford
\$ 3,736	Pets & Pet Supplies Retail	Fullerton CA	Guard
\$ 3,651	Private Schools	San Jose CA	Employers Preferred
\$ 3,514	Operators Of Apartment Buildings	Campbell CA	Employers Preferred
\$ 3,433	Florists Retail	Los Angeles CA	The Hartford
\$ 3,312	Convenience Food Stores	Dallas TX	Guard
\$ 2,978	Telephone & Telephone Equipment Stores Retail	North Hollywood CA	The Hartford
\$ 2,970	Restaurants	Fountain Valley CA	Employers Preferred
\$ 2,943	Liquor Stores Retail	Los Angeles CA	PacificComp
\$ 2,866	Dental Equipment & Supplies Wholesale	Valencia CA	AmTrust
\$ 2,789	Women Children & Infants Clothing & Accessories Wholesale	Temple City CA	AmTrust
\$ 2,562	Operators Of Apartment Buildings	Yucaipa CA	Employers Preferred
\$ 2,463	Convenience Food Stores	Little Rock AR	Guard
\$ 2,444	Chiropractors Clinics & Offices	San Pedro CA	Guard
\$ 2,417	Wine Retail	Tulelake CA	First Comp
\$ 1,332	Advertising Agencies	Long Beach CA	Employers Preferred
\$ 1,201	Motels	Buena Park CA	First Comp
\$ 1,195	Dance Studios Schools & Halls	Walnut Creek CA	Employers Preferred
\$ 870	Engineering Services	Folsom CA	Guard
\$ 833	Party Planning Services	Las Vegas NV	First Comp
\$ 707	Accounting Services	Los Osos CA	CNA
\$ 654	Gas & Other Services Combined	Farmington MI	Guard
\$ 628	Recreational Vehicle Parks & Campsites	Lake Forest CA	Employers Preferred
\$ 545	Physical Fitness Facilities	Lindon UT	Employers Preferred
\$ 541	Gift Novelty & Souvenir Shops Retail	Bishop CA	Employers Preferred
\$ 538	Restaurants	Butternut WI	AmTrust
\$ 400	Chiropractors Clinics & Offices	Auburn CA	The Hartford
\$ 333	Real Estate Agents	Nipomo CA	Guard
\$ 274	Tobacco Products	Stockton CA	Guard

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Networked affiliates compete on **SMALL COMMERCIAL PACKAGE & G/L** opportunities up and down “Main Street” to write profitable business. A broad array of carriers creates a comprehensive overall appetite including a cross-section of the business community from Service, Restaurants, and Habitational to Retail and Professional Offices and more. We are committed to providing dedicated service for small business: combining online tools at myAGENCY and a focused team for targeted marketing -- The Small Business Unit -- SBU!

Line	WP\$	Class of Business	Location	Company
GL	\$ 1,472	Consultants	Gilbert AZ	The Hartford
GL	\$ 974	Consultants	El Cajon CA	The Hartford
GL	\$ 761	Lessors Of Real Property	Temple City CA	USLI
GL	\$ 635	Telemarketing & Telephone Interviewing	Newport Beach CA	The Hartford
GL	\$ 614	Sports Promoters & Managers	Plano TX	USLI
GL	\$ 593	Grocery Stores	La Mesa CA	Liberty
GL	\$ 532	Attorneys & Legal Services	Roseville CA	The Hartford
GL	\$ 500	Consultants	San Leandro CA	The Hartford
GL	\$ 500	Consultants - Engineering	Mountain View CA	The Hartford
GL	\$ 500	Drug & Proprietary Stores Retail	Van Nuys CA	USLI
GL	\$ 449	Cheese Stores Retail	Las Vegas NV	The Hartford
Package	\$ 5,298	Mexican Restaurants	Provo UT	USLI
Package	\$ 4,220	Lessors Of Real Property	Las Vegas NV	Liberty
Package	\$ 3,654	Lessors Of Real Property	Monterey Park CA	Liberty
Package	\$ 3,057	Restaurants	Phoenix AZ	Liberty
Package	\$ 3,000	Grocery Stores	Los Angeles CA	AmTrust
Package	\$ 2,785	Lessors Of Real Property	Carmel CA	USLI
Package	\$ 2,387	Lessors Of Real Property	Anaheim CA	USLI
Package	\$ 2,058	Caterers & Related Services	San Rafael CA	USLI
Package	\$ 1,805	Restaurants	Mission Hills CA	USLI
Package	\$ 1,793	Caterers & Related Services	Santa Barbara CA	USLI
Package	\$ 1,118	Lessors Of Real Property	Grass Valley CA	Liberty
Package	\$ 1,113	Mattress Stores Retail	Riverside CA	Liberty
Package	\$ 1,075	Lessors Of Real Property	Susanville CA	Liberty
Package	\$ 883	Churches Of Christ	Los Angeles CA	USLI
Package	\$ 725	Physical Fitness Clubs	Simi Valley CA	USLI

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