

Endurance GRS Insights

We are pleased to publish the next installment of our quarterly newsletter, *Endurance GRS Insights*, a forum dedicated to sharing news, tips, trends, recent successes and new developments at Endurance Global Risk Solutions impacting our brokers and insureds.

As always, we appreciate your continued support and thank you for selecting Endurance Global Risk Solutions to be part of your risk and insurance programs.

About Us

Endurance Global Risk Solutions offers comprehensive multi-line capabilities targeted at select industry verticals. Servicing middle market and large accounts domiciled in the U.S. and with minimum annual P&C premiums of \$250K, we work through a network of retail brokers who share our commitment to long-term partnerships built on white glove service.

We currently serve the following industries:

- Financial Institutions
- Professional Services
- Real Estate & Hospitality

Contact Us

Michael Chang
CEO, Global Risk Solutions
+1.212.471.2816
mchang@enhinsurance.com

Ionel Rizea
Senior Vice President,
Chief Business Development
and Operations Officer,
Global Risk Solutions
+1.917.281.0728
irizea@enhinsurance.com

If you would like to subscribe to *Endurance GRS Insights*, please email Ionel Rizea at irizea@enhinsurance.com

Welcome to our second edition of *Endurance GRS Insights*. In the short time since our last issue, we have made substantial progress, further expanding our team and adding new product capabilities.

In October, we announced the launch of a new Lead Umbrella product under the direction of Lynn Parks-Carter, who joined the Endurance GRS team. Having been with Endurance since 2012, Lynn brings deep expertise across the casualty market and strong leadership skills based on more than 30 years underwriting experience. More recently, we launched an auto liability product which complements and expands our broad suite of coverage options and enables us to better serve our middle market clients.

October also marked a significant milestone for Endurance as the company agreed to be acquired by Sompo Holdings, one of the largest insurers in the Japanese market. I am very enthusiastic about the unique opportunities that lay ahead for us as part of this highly respected A+ rated global carrier. We look forward to the anticipated close of the Sompo transaction in 2017 and will keep you updated as it gets closer.

In the meantime, we very much appreciate the strong support that we have received from the market, enabling us to deliver incredible growth over our short tenure. We look forward to continuing to build our portfolio, one account at a time, delivering unparalleled underwriting, actuarial, claims and loss control services!

I encourage you to contact our team at any time.

Michael Chang
CEO, Global Risk Solutions
mchang@enhinsurance.com
+1.212.471.2816

NEW & NOTEWORTHY...

New Lead Umbrella and Lead Excess Casualty Coverage

Endurance GRS recently launched a new lead umbrella and lead excess liability product for the Real Estate, Hospitality, Financial Institutions and Professional Services industries. Our experienced umbrella and excess specialty underwriters are well versed in complex exposures including selection and underwriting of risks, engineering and loss prevention initiatives, and expert claims management services. For more information please contact Lynn Parks-Carter at lparks-carter@enhinsurance.com.

Endurance GRS Launches Auto Liability Product

Further complementing our already broad product portfolio, Endurance GRS has launched an auto liability product. Our team has extensive experience underwriting and servicing small and large fleets, including engineering, loss prevention and claims management services, in our dedicated industry classes. For more information please contact Nilo Enriquez at nenriquez@enhinsurance.com.

Endurance GRS CEO Michael Chang to Participate on Business Insurance's "Men As Diversity Partners" Panel

On December 13th, Michael Chang will be joined by David Bidmead, President - Client Services, Marsh; Dave North, President & CEO, Sedgwick; and Robert Schimek, EVP & CEO of Commercial, AIG at the [2016 Business Insurance Women to Watch Awards and Leadership Conference](#). This group will share their thoughts on the advocacy and support of diversity within their organizations and the industry, the changing culture of the C-suite, and breaking stereotypes by engaging future leaders on the topic of diversity across all minority groups.

Endurance GRS On LinkedIn!

Please visit the Endurance GRS Showcase Page on LinkedIn featuring Endurance GRS news and announcements, thought leadership on trending industry topics, current GRS job opportunities and an executive spotlight highlighting members of the team. We encourage you to follow us at www.linkedin.com/company/endurance-global-risk-solutions.

Recent Successes...

We are pleased to share with you examples of our recent account successes:

Industry Class	Product	Premium	Limit	Risk Description
Commercial Real Estate	QS Property	\$2.1M	\$20M Primary	\$20B, Mixed Portfolio
Hospitality	QS Property	\$600K	\$5M Primary	\$3.5B, Hotel Portfolio
Commercial Real Estate	QS Property	\$1.5M	\$20M Primary	\$8B, Healthcare REIT
Financial Institution	Property/Workers' Compensation/ Umbrella/General Liability	\$1.6M	\$125M Ground Up/ Statutory/\$25M Limit/ \$1M Limit	Investor Services
Commercial Real Estate	QS Property	\$900K	\$25M Primary	\$3.5B TIV; Mixed
Hospitality	Workers' Compensation/ General Liability/Auto/Property	\$2.5M	Statutory/\$1M Limit/ \$250M Limit	Hotel Portfolio
Professional Services	Workers' Compensation	\$200K	Statutory	Consulting Firm
Commercial Real Estate	Environmental	\$1M	\$10M Limit	Retail Portfolio
Commercial Real Estate	Environmental	\$1M	\$10M Limit	Mixed Portfolio
Commercial Real Estate	Umbrella	\$150K	\$25M Limit	Mixed Portfolio
Residential Real Estate	General Liability	\$800K	\$1M Limit	Multi-Family
Commercial Real Estate	Package	\$250K	\$100M/\$1M Limit	Mixed Portfolio
Commercial Real Estate	Package	\$600K	\$150M/\$1M Limit	Mixed Portfolio
Commercial Real Estate	Package/Workers' Compensation/ Environmental/Auto	\$1.5M	\$400M/\$1M Limit/ Statutory	Mixed Portfolio
Financial Institution	QS Property	\$150K	\$25M Limit	\$6.5B TIV, Banking
Hospitality	Workers' Compensation/ General Liability/Umbrella	\$850K	Statutory/\$1M Limit/ \$25M Limit	Entertainment

Did You Know...?

Beware Of Mother Nature... Adverse Weather and Avoiding Slips, Trips and Falls

Mother Nature does not discriminate as adverse weather conditions create slippery conditions. Although we can't change the weather, we can be proactive by providing a safer environment. Pedestrian falls are one of the most common types of injury claims and the onset of winter weather brings additional exposure to slip, trip, and fall opportunities.

The following are excerpts from our 2017 Real Estate Safety Calendar, one of our many value-added loss control services for our key clients. By following these simple practices you can help reduce the likelihood and severity of claims occurring.

- Lay floor mats flat in order to reduce the trip and fall hazard.
- Use floor mats large enough to absorb the water transported into the building.
- Don't place mats atop doorway thresholds.
- Mop up puddles on entrance floors promptly.
- Use safety signage such as "Caution Wet Floor".
- If snow is in the forecast, have snow removal equipment ready for use.
- Re-check areas where ice has been removed earlier in the day to ensure it has not reformed.
- Clear snow/ice from all walkways outside building entrances so that visitors don't take shortcuts.
- Provide umbrella bags or umbrella stands so that visitors do not drip water across building lobbies.
- Train workers and floor maintenance personnel to be alert and responsive to walkway hazards.

Please feel free to contact Glen O'Connor at goconnor@enhinsurance.com to learn more about our Loss Control Safety Best Practices and how to implement them within your organization.