



2432 E Madrid Ave - Springfield, MO 65804 -Telephone: 417-459-4170 or Toll Free: 866-285-4217

*Why do you use a wholesale broker ?*

1) Our job is to know several coverage lines inside and out. This way, when you have an insurance placement, you can be sure that we work on behalf of the insured and everything we do is in their best interest.

2) Market clout. We know that you have a lot of business with certain carriers that we also work with, but as we are specialists in our lines of coverage, we can go to our specific EPLI, D&O, GL, etc underwriters and use our large number of accounts in each line to maneuver them and leverage the markets against each other. Our brokers have broad market access, specific expertise, and product knowledge.

3) Time is important. If you were to market an EPLI account (along with all of the other coverage lines), you may only have time to contact 1 or 2 markets and not enough time to do a full coverage form comparison. We do this for you. This benefits the insured because they know that, for a minimal amount of money, they have multiple underwriters looking at their account and competing to offer the best terms. The more underwriters that look at an account, the better the chance of finding really competitive terms.

We hope this helps you explain to your clients why you involve us. We appreciate your support of AMW and cannot thank you enough for the business you send our way!

*What are we writing you ask?*

We thought we would share a little about the classes of business we wrote last year...

Top 5 Classes of Business for AMW Missouri-

1. General Liability: \$2,250,000.
2. General Liability & Professional Liability: \$2,500,000.
3. Property (all forms): \$1,700,000.
4. Umbrella & Excess GL: \$825,000.
5. Package & Misc: \$585,000.

Top 5 Classes of Business for all AMW offices-

1. D&O: \$37,000,000
2. Property: \$23,000,000
3. E&O: \$18,000,000
4. Package, Professional, Misc: \$17,000,000
5. General Liability: \$16,000,000

*Stay tuned next month for an exciting announcement about a new binding market!!*

**Recent Successes**

<b>Industrial Chemical Mfg</b> \$1mil/2mil	<b>GL</b> \$12,480.
<b>Nursing Home</b> \$1mil/3mil	<b>D&amp;O/EPLI</b> \$58,100.
<b>Residential Builders Risk-Frame</b> \$2,000,000 TIV	<b>Property</b> \$12,000.
<b>Restaurant &amp; Bar w/lake exposure</b> \$1mil/2mil; \$1,800,000 TIV	<b>Package</b> \$25,000.
<b>Distributor of Foreign Mfg Products</b> \$3,289,470 TIV	<b>GL</b> \$14,803.
<b>Street &amp; Road Contractor</b> \$8,000,000 limit	<b>Umbrella</b> \$49,000.
<b>Nursing Home</b> \$100k/300k	<b>GL &amp; Professional</b> \$80,000.
<b>Fire Sprinkler Contractor</b> \$1mil/2mil	<b>GL</b> \$14,000.
<b>Apartments-Frame</b> \$500k/1mil 24 Units; \$960,00 TIV	<b>Package</b> \$4,606.
<b>University Sports Bar &amp; Grill</b> \$1mil/2mil	<b>GL/Liquor</b> \$6,000.
<b>Nursing Home</b> \$100k/300k	<b>GL &amp; Professional</b> \$45,000.
<b>Hotel</b> \$3,600,000 TIV	<b>Property</b> \$8,100.
\$1mil/1mil	<b>GL</b> \$2,500.
<b>Real Estate Company</b> \$1mil/1mil	<b>Professional Liability</b> \$4,261.
<b>Concrete Contractor incl/mudjacking</b> \$1mil/2mil	<b>GL</b> \$17,600.
<b>Vacant Building</b> \$1,650,000 TIV	<b>Property</b> \$6,700.
<b>Cold Storage Warehouse</b> \$1mil/2mil	<b>GL</b> \$9,000.
<b>Medi Spa</b> \$1mil/3mil	<b>GL &amp; Professional</b> \$6,000.

Please contact **Cal Rogers, Susan Kutz, Tina Reed** or **Wendy Kroutil** to discuss your surplus lines needs.

**We've got a policy for that!**