

# National Accounts Appetite Guide



Through National Account services, we offer a comprehensive workers' compensation product specifically for customers seeking loss sensitive products. All of our services — bill review, claims management and loss control among others — are bundled into a comprehensive package that reduces your overall cost of risk without hidden costs or back-end charges that can cause costs to skyrocket over time.

## Our Service Difference

- Through the use of AF Group's workers' compensation subsidiaries, we offer localized service with a national reach.
- Client relations consultants act as a single point of contact to coordinate comprehensive service for the account.
- A customizable risk management information system allows our customers to stay on top of their losses.

## Core classes we aggressively pursue:

- Agriculture
- Construction
- Education
- Health Care
- Long-term Care Facilities
- Manufacturing
- Nonprofits/Social Services
- Retail/Wholesale
- Trucking

## Classes we currently do not underwrite in our National Accounts unit:

- Foundries with a silica exposure
- Municipalities with police and fire fighters
- PEO's
- Staffing accounts

For questions about our appetite, classes not listed, or to learn more about National Accounts, call 1-800-258-2667 and ask for a member of the National Accounts team.