

# GL Underwriting Guidelines - Eligibility & Appetite

InsurRateX Commercial Lines Division

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## SECTION 1 - UNDERWRITING APPETITE

### PREFERRED (Standard rates apply):

- Established businesses with 3+ years operating history
- Clean loss history (no losses in past 3 years OR loss ratio under 40%)
- Annual revenue under \$5M
- Low-to-moderate hazard classifications
- Single-state or contiguous multi-state operations

## **SECTION 2 - ELIGIBILITY REQUIREMENTS**

### **MINIMUM REQUIREMENTS FOR BINDING:**

1. Completed ACORD 125 application signed within 90 days
2. 3 years of currently valued loss runs (or letter of no losses)
3. Proof of prior insurance (or explanation if first-time buyer)
4. Revenue verification for risks over \$2M annual revenue
5. Inspection report for premises with 10+ employees

### **INELIGIBLE RISKS (Decline without exception):**

- Asbestos removal / lead abatement contractors
- Adult entertainment establishments
- Firearms manufacturers or dealers
- Aviation operations (any exposure)
- Cannabis-related businesses (refer to specialty market)

## SECTION 3 - REFERRAL TRIGGERS

The following conditions require underwriter review before binding:

Revenue / Size:

- Annual revenue exceeding \$10,000,000
- More than 50 employees
- Multi-state operations (5+ states)

Loss History:

- Any single loss exceeding \$250,000 in past 5 years
- 3 or more liability claims in past 3 years
- Any open or pending litigation

Operations:

- Alcohol service exceeding 30% of total revenue
- Subcontractor payroll exceeding 50% of total payroll
- Products liability with export sales

## SECTION 4 - MINIMUM PREMIUMS BY CLASS

Class of Business	Minimum Premium
Retail / Office / Service	\$500
Restaurants (no alcohol)	\$750
Restaurants (with alcohol)	\$1,000
Contractors (general)	\$1,500
Contractors (specialty trades)	\$2,000
Wholesale / Distribution	\$750
Manufacturing (light)	\$2,500
Manufacturing (heavy)	\$5,000

Minimum premiums are net of all credits and are non-negotiable.