

# Travelers' quick appetite guide for Workers Compensation



It's no surprise that Travelers is the No. 1 workers compensation carrier. To help speed up the prospecting process, refer to our quick appetite guide (reverse side) to identify our preferred industry and class opportunities.

## The proof is in the numbers:

**83%** of workers compensation quotes across  
**400+** classes available for issue without referral<sup>1</sup>

**80%** of BOP 2.0 and Workers Compensation policies available for issue without referral<sup>1</sup>

Multiline policyholders stay up to **2 years** longer<sup>1</sup> than monoline policyholders – and that means more profit and fewer touches over time

<sup>1</sup>Premium <\$5K. Travelers flow data, rolling 12 months, May 2022–April 2023. <sup>2</sup>Single state, single policy.

## Ease and speed of quoting in Travis®

- 3 minutes, 3 screens<sup>2</sup> to quote a Workers Compensation policy.
- Plus 2 minutes to add Workers Compensation when writing a BOP 2.0 policy.

## Travelers is an industry-leading carrier

- #1** Workers Compensation
- #1** Commercial Multi-Peril
- #2** Commercial Auto

Source: S&P Global Market Intelligence 2022 U.S. Statutory DWP



See reverse for full list of preferred industries and classes. ►

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## Write monoline and multiline policies faster and easier across these preferred classes.

<b>AUTO SHOPS</b>	<b>SIC Code</b>	<b>MANUFACTURING</b>	<b>SIC Code</b>	<b>RETAIL</b>	<b>SIC Code</b>
Auto Body Repairs	7532	Automotive and Apparel Trimmings	2396	Alcoholic Beverages	5921
Auto Detailers	7532	Clothing and Accessories	2299	Antiques	5932
General Automotive Repairs	7538	Electrical Equipment	3612	Art Galleries or Dealers	5999
Oil Change/Quick Lube	7549	Fabricated Metal Products	3499	Auto Parts	5531
<b>CONTRACTORS</b>		Food and Beverages	2038	Beauty and Cosmetic Supplies	5999
Carpentry – Interior	1751	Kitchen Cabinets	2434	Books and Magazines	5942
Carpet and Floor Installation	1752	Machine Shops	3599	Clothing and Accessories	5632
Carpet, Rug and Upholstery Cleaning	7217	Optical Goods	3827	Crafts	5945
Concrete Work	1771	Plastic and Rubber Products	3069	Electronics	5731
Countertop Installation	1799	Wood Products	2499	Florists, Including Artificial	5992
Drywall	1742	<b>PERSONAL CARE SERVICES</b>		Furniture and Furnishings	5712
Electricians	1731	Barber and Beauty Shops	7231	Gifts, Novelties and Souvenirs	5947
Excavation	1794	Beauty and Barber Schools	7231	Groceries	5411
Glaziers	1793	Day Spas	7299	Hardware and Home Improvement Supplies	5211
Home Furnishing Installation	1751	Nail Salons	7231	Jewelry	5944
Household Appliance Installation and Repair	7623	<b>PET CARE SERVICES</b>		Party Supplies	5331
HVAC	1711	Pet Day Care, Sitting or Overnight Boarding	0752	Pets	5999
Janitorial Services	7349	Pet Groomers	0752	Specialty Foods	5499
Land Grading	1794	Veterinarians	0742	Sporting Goods	5941
Landscapers	0782	<b>PROFESSIONAL SERVICES</b>		Toys	5945
Masonry	1741	Advertising and Marketing Agencies	7313	<b>SERVICE BUSINESSES</b>	
Monument Engraving and Installation	3281	Business, Management and Strategy Consultants	8742	Disc Jockeys	7929
Painting	1721	Insurance Adjusters	6411	Dry Cleaners	7216
Plastering and Stucco	1742	Interior Decorators	7389	Funeral Parlor and Crematories	7261
Plumbing	1711	Lawyers	8111	Locksmiths	7699
Power Washers	1799	Manufacturers Representatives	5963	Office Machine Repairs	7629
Refrigeration	1711	Public Relations	8743	Packaging and Mailing	7389
Septic Tank Installation	1711	Real Estate Agencies	6531	Photographers	7335
Sheet Metal Work	1761	Real Estate Appraisers	6531	Recording Studios – Music	7389
Sign Painting and Installation	1799	Recruiting and Executive Search Agencies	7361	Small Appliance Repairs	7629
Tile and Stone Work – Interior	1743	Telemarketing and Answering Services	8732	Tailors	7219
Water Softening Equipment	1711	Title Agencies	6411	Vending Machine Operators	5962
Water Well Drillers	1781	Travel Agencies	4724	<b>TECHNOLOGY</b>	
<b>FINANCIAL AND INSURANCE</b>		<b>PRINTERS AND PUBLISHERS</b>		Computer Consultants	7379
Accountants and Tax Preparers	8721	Direct Mail Advertising	7331	Computer Stores	5734
Financial Advisors	6282	Publishers with Printing Operations	2732	Data Preparation and Processing	7374
Insurance Agents or Brokers	6411	<b>RELIGIOUS AND CULTURAL</b>		IT Facilities Management	7376
Mortgage or Loan Brokers	6163	Religious Institutions	8661	IT Schools	8243
<b>HEALTHCARE</b>		<b>RESIDENTIAL AND COMMERCIAL REAL ESTATE</b>		Software Developers	7372
Acupuncturists	8049	Apartments	6513	System Integrators and Computer Installation, Service and Repairs	7378
Audiologists – Testing Only	8049	Commercial Condominiums	6531	Telecommunications and Internet Services Providers	4812
Chiropractors	8041	Lessors Risk Only	6512	Website Design	7379
Dentists	8021	Residential Condominiums	6531	<b>WHOLESALERS</b>	
Med Spas	8093	<b>RESTAURANTS</b>		Clothing and Accessories	5131
Optical Goods	5995	Bagel and Doughnut Shops	5461	Electrical Appliances	5064
Optometrists	8042	Bakeries	5461	Electronic Parts and Equipment	5065
Physical Therapists	8049	Banquet and Reception Facilities with Food Service	5812	Food and Beverages	5141
Physicians and Surgeons	8011	Catering	5812	Furniture and Furnishings	5021
Podiatrists	8043	Coffee, Tea and Smoothie Shops	5812	Gifts	5199
Psychiatrists	8011	Fast Casual	5812	Hardware	5072
Psychologists	8049	Fine Dining	5812	Industrial and Personal Services	5113
X-ray or Imaging Labs	8071	Full-Service Restaurants	5812	Motor Vehicle Supplies	5013
<b>LAWN CARE AND LANDSCAPING</b>		Ice Cream and Frozen Yogurt Shops	5451	Service Establishment Equipment and Supplies	5087
Driveway/Sidewalk	1611	Salad, Sandwich and Soup Shops	5812		
Fencer Dealers and Installers	1799				
Grading of Land	1794				
Irrigation and Drainage Work	1629				
Landscape Gardening	0781				
Lawn and Garden Sprinklers	1711				