



Binding Authorities - Great Lakes

What We Do

We arrange flexible surplus lines binding authority contracts on behalf of Great Lakes for customers looking for a long-term partnership.

Although we currently target short tail, property driven, small to medium size risks including catastrophe exposure, we have broad capabilities and are open to discussing all opportunities.

Our Expertise

Our particular expertise is in the following areas:

- Commercial Lines
- Package including Liability
- Property Monoline
- Property Excess

Personal Lines

- Homeowners
- Dwelling and Mobile Homes

Transportation

- Auto Physical Damage
- Motor Truck Cargo
- Dealers' Open Lot and Garage Keepers' Legal Liability
- Inland Marine

Difference In Conditions coverage

- Earthquake
- Flood

Financial Institutions

- Lender-placed
- Real Estate Owned

Capacity

- Up to \$15M any one risk
- Typically \$50M maximum TIV per individual risk
- \$1M Occurrence/\$2M Aggregate for liability

Ratings and Security of Great Lakes

- Great Lakes - A.M. Best 'A+' Superior XV
- A wholly owned subsidiary of the Munich Re Group
- All US States permitted

Our Services

Technology

Our web-based application 'The Bridge' offers:

- ISO-based underwriting guidelines customized to your contract
- ISO and London form libraries customized to your contract
- Extensive production, underwriting and claims analysis and reports
- Real time data management
- Support for most agency management systems for seamless data transfer and automatic bordereau processing

Claims

- We have experienced claims teams in the UK and USA dedicated to our Great Lakes business
- We will consider delegating claims authority to your team
- We will consider and advise on Third Party Administrator arrangements
- We arrange Third Party Administrator plans for catastrophic exposures

To Become a New Binding Authority Customer

We will request:

- Agency information
- Underwriting plan
- Relevant data and experience

How Else Can We Help?

If we cannot assist with a Great Lakes contract, B&C also offers:

- Access to Lloyd's and other London and International markets
- In-House binding capabilities for Commercial Property, Transportation and High Value Home risks
- Brokerage capabilities for Commercial Property, Casualty, and Professional lines risks



Managed Underwriting Team

Our Managed Underwriting team is responsible for delegating binding authorities on behalf of Great Lakes, exclusively through wholesale brokers and managing general agents. To discuss a binding authority or for any other B&C enquiry please contact us.

USA Contacts – Bell & Clements Inc.



Jim Kranzberg

President and CEO

Tel: + 1 (571) 283 0402

Email: Jim.Kranzberg@BellClementsInc.com



David Toombs

Vice President of Underwriting

Tel: + 1 (571) 283 0406

Email: David.Toombs@BellClementsInc.com



Jeff Kasczak

Underwriting Manager

Tel: + 1 (571) 283 0410

Email: Jeff.Kasczak@BellClementsInc.com



Jessica Wehrum

Underwriting Manager

Tel: + 1 (571) 283 0411

Email: Jessica.Wehrum@BellClementsInc.com

UK Contacts – Bell & Clements Limited



Mike Kyriacou

Director of Underwriting

Tel: + 44 (0)20 7337 0944

Email: Mike.Kyriacou@BellandClements.co.uk



Mark Godfrey

Senior Binding Authority Executive

Tel: + 44 (0)20 7337 0970

Email: Mark.Godfrey@BellAndClements.co.uk



Lia Broad

Underwriter

Tel: + 44 (0)20 7337 0964

Email: Lia.Broad@BellAndClements.co.uk



UK

London Office:



Bell & Clements Limited
55 King William Street
London
EC4R 9AD



+44 (20) 7283 6222



Virginia

Reston, VA, Office:



Bell & Clements Inc
12110 Sunset Hills Road,
Suite 320
Reston, VA 20190



+1 (571) 283 0400



Pennsylvania

Southampton, PA, Office:



Bell & Clements Inc
260 Knowles Avenue,
Suite 226,
Southampton, PA 18966



+1 (571) 283 0400



Indiana

Indianapolis, IN, Office:



Bell & Clements Inc
11805 North
Pennsylvania Street,
Carmel, IN 46032



+1 (571) 283 0406