

Cut through the crowded insurance marketplace and get what you need with this guide to Why Lexington:

- Connecting brokers with world-class LexPro leadership specializing in management liability insurance solutions
- Highlighting LexPro’s key areas of differentiated value
- Providing examples of LexPro’s advantages working with brokers and their clients
- Showcasing why LexPro has an industry-leading management liability position in the wholesale broker marketplace

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The Lexington Advantage

Dedicated Wholesale Broker Market

- Provides wholesale brokers with a stable, comprehensive platform tailored for their SME clients
- Delivers customized D&O, EPL, Fiduciary, Crime, E&O and Cyber solutions
- Invests in dedicated resources and underwriting expertise

WHY IS THIS IMPORTANT?

LexPro is committed to providing wholesale brokers with access to specialized management liability insurance solutions for their SME clients in a fast-paced environment.

Middle Market Platform

- Underwrites D&O, EPL, Fiduciary, Crime, E&O and Cyber insurance solutions for mid-sized enterprises with revenues of up to \$250M
- Provides quality products with coverage designed to address the unique needs of mid-sized enterprises
- Employs proprietary systems to ensure fast turnaround and ease of delivery throughout the quote, bind, and policy issuance process

WHY IS THIS IMPORTANT?

LexPro efficiently provides management liability coverages designed for mid-sized businesses.

Risk Mitigation & Claims Expertise

- Crafts risk mitigation strategies utilizing AIG’s management liability expertise and historical claims data
- Has experienced, dedicated in-house claims professionals to provide client support and guidance
- Provides policyholders with access to EPL risk management services through partnerships with Jackson Lewis and Littler Mendelson

WHY IS THIS IMPORTANT?

LexPro’s resources and expertise support policyholders through the entire risk management and claims experience.

**Focused on
the wholesale
broker market**

**Broad small
and medium
enterprise
(SME) appetite**

**Quick
response time**

Learn more: www.lexingtoninsurance.com/products/lex-pro

Why Lexington

Dedicated Wholesale Broker Market

ISSUE

A healthcare staffing firm was unable to secure their EPL renewal through traditional admitted markets.

SOLUTION

LexPro's dedicated underwriters developed an E&S insurance solution utilizing a creative retention option that provided the EPL coverage the healthcare staffing firm required.

BENEFIT

The healthcare staffing firm was able to move ahead knowing they had EPL coverage that met their business and regulatory compliance needs.

WHY IS THIS IMPORTANT?

LexPro underwriters work with wholesale brokers to help place challenging risks.

Middle Market Platform

ISSUE

A mid-sized manufacturer struggled to secure D&O coverage for its leadership team due to its unfavorable loss history.

SOLUTION

After meeting with the wholesale broker and the manufacturer, LexPro was able to understand the unique risks of this company, enabling LexPro to provide a D&O solution that other markets were unwilling to deliver.

BENEFIT

The manufacturer's leadership team was able to focus on building the business knowing they had proper D&O coverage in place.

WHY IS THIS IMPORTANT?

LexPro's commitment to the middle market allows us to understand risks and provides customized solutions.

Risk Mitigation & Claims Expertise

ISSUE

Employee allegations of harassment by a senior manager threatened a client's reputation and business.

SOLUTION

Working in collaboration with the client's legal counsel, our claims and litigation experts quickly negotiated a settlement including non-disclosure agreements.

BENEFIT

The quick and comprehensive settlement helped avoid public disclosure of the allegation which could have severely hurt the client's reputation and business.

WHY IS THIS IMPORTANT?

Our claims expertise helps to ensure reputation management and business continuity.

What is LexPro?

LexPro provides the wholesale broker market with management liability insurance solutions including D&O, EPL, Fiduciary, Crime, E&O and Cyber for SME clients. Dedicated, service-focused underwriters work with wholesale brokers quickly to address risks and provide solutions to meet their clients' insurance needs.

Lexington Insurance Company, an AIG company, is a leading U.S.-based surplus lines insurer. Surplus lines insurers do not generally participate in state guaranty funds, and insureds are therefore not protected by such funds.

The term AIG refers to American International Group, Inc. property and casualty insurance operations, including related property and casualty business divisions, but not to any specific subsidiary insurance company.

Coverage is subject to actual policy language. Certain products and services may be provided by other AIG subsidiaries or affiliates. Non-insurance products and services may be provided by independent third parties.

Licensed, surplus lines brokers may obtain products and services from Lexington Insurance Company or from Lexington Specialty Insurance Agency, Inc. (CA license no. #6003097), an AIG subsidiary serving as a program administrator for Lexington Insurance Company and other AIG member companies.

Additional information about AIG can be found at www.aig.com | YouTube: www.youtube.com/aig | Twitter: @AIGinsurance | LinkedIn: www.linkedin.com/company/aig.

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