

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

North America Leadership



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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, and Crime 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, and Crime 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 pre- and post-claims support through partnerships with Jackson Lewis and Littler Mendelson for proactive risk mitigation expertise and insights

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, and more, 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. AIG is the marketing name for the worldwide property-casualty, life and retirement, and general insurance operations of American International Group, Inc. For additional information, please visit www.aig.com.

All products and services are written or provided by subsidiaries or affiliates of AIG. Certain property-casualty coverages may be provided by a surplus lines insurer. Coverage is subject to actual policy language. Surplus lines insurers do not generally participate in state guaranty funds, and insureds are therefore not protected by such funds.

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