



## PartnerOne Environmental VALUE STATEMENT

**PartnerOne**  
Environmental®

With an in-depth understanding of our products and the industry segment they are created to serve, Beacon Hill Associates and the PartnerOne Environmental underwriting program are uniquely situated to help agents maximize the potential of each of their accounts. By utilizing a small account-focused group, you will realize the potential of all your business, not just larger risks. Bringing your agents this ability will do the following for your office:

- ◆ Provide the “best in class” service you want to deliver to all agents on all opportunities.
- ◆ Solidify the agent’s perception of your brand as the best environmental solution.
- ◆ Offer supporting lines for your account opportunities, when applicable.

### What Can PartnerOne Environmental Offer to Your Company?

#### ◆ **Focused effort.**

- The PartnerOne Environmental underwriting team has been targeting smaller risks from an underwriting perspective since 1998. This is business we very much want to write.
- As a division of a wholesale broker, PartnerOne knows what it takes to be successful when dealing with wholesale distribution chains.
- We understand the client agent or broker, and how to make them successful.

#### ◆ **Dedicated underwriting team.**

- Underwriters with over thirty five years’ experience working on the exact types of business the program targets.
- Underwriters with the knowledge and credibility to earn the pen from top insurance carriers.

#### ◆ **Dedicated service team.**

- PartnerOne Environmental issues policies within 14 days of binding.
- Endorsements are issued within 7 days of binding.
- PartnerOne team members have weekly service meetings to stay on top of outstanding endorsements and agent needs.

#### ◆ **PartnerOne Environmental has the ability offer quotes on supporting lines when applicable.**

#### ◆ **Excellent results.**

- In the end, the numbers tell the story. After all, success and failure are measurable quantities. If we provide the service and the market expertise we promise, our results should show it. Our year-end 2011 results were:
  - Total Premium: \$6,980,518
  - No. of submissions - 2,105
  - No. of quoted accounts - 1,690
  - No. of bound accounts - 917
  - Submit to bind ratio – 43%
  - Quote to bind ratio – 54%