

Coverage for your agency:

- **E&O & Commercial Umbrella** that goes over E&O
- Stand-alone **Data Breach/Cyber & Media Liability Coverage** and **Agency BOP**
Contact: [Donna Goncalves](#) / Email: dgoncalves@massagent.com or Direct: (508) 634-7362
[Elaine Lovelace](#) / Email: elovelace@massagent.com or Direct: (508) 634-7365
- **Retirement, Benefits & Private MA PFML:**
 - Big "I" Retirement Services for 401K's and IRA's
 - STD, LTD, Life and Health/Dental Benefits
 - Private MA PFML with ShelterPoint Life Insurance CoContact: [Ann Tobin](#) / Email: atobin@massagent.com or Direct: (508) 634-7366

Coverage for Your Clients:

Hospitality Market & Temporary Events

- Mono-line Liquor Liability, GL, Commercial Property & Excess: **New** for 2021 – One Package Policy! BOP coming soon!
Contact: [Lori Kane](#) / Email: lkane@massagent.com or Direct: (508) 634-7361

Workers' Compensation & Lawyers' Professional Liability

- Westport offers competitive rates & strong coverage options for firms of 1 – 19 attorneys.
 - We can also provide E&S Markets for Firms with 20+attorneys.
- Contact:
- [Michelle St. Angelo](#)
- / Email:
- mstangelo@massagent.com
- or Direct: (508) 634-7364

RLI Personal Umbrella & Home Business Insurance

- Personal Umbrella: Excess UM/UIM coverage available / 1 DUI per household allowed / No Age Limit on Drivers (must meet UW requirements) / No questions on Pools / Trampoline / Firearms / Dogs
- Home Business Insurance: Coverage for over 140 Business Classes

Toys / Specialty Vehicles with Safeco for Motorcycles/ATV, Golf Carts, RV/Trailers, Antique Cars & Watercraft, etc.

Contact: [Angelina Coelho](#) / Email: acoelho@massagent.com or Direct: (508) 634-7360

Flood – NFIP & Private Flood Markets Available!!

Direct Access: Join our Direct Access Markets with The Hartford or Selective and receive higher commissions!

- 20% for New & Business Rolled from another WYO Carrier / 19% for Renewal Business

Contact: [Judy Carlson](#) / Email: jcarlson@massagent.com or Direct: 508-534-7368

Flood Concierge – Let us help you write, service and market your homeowner's book and grow your business!

- We will work with you and your clients, if you desire to provide flood indications, underwriting review, firm quoting up to binding and payment collection.
- Even if the sale is not successful, obtaining the declination of coverage for your agency is valuable from an E&O protection standpoint for your agency.
- Free up your staff! Roll your entire flood book to Number One for servicing and earn 60% of Number One's commission!

Contact The Flood Concierge Team: [Angelina Coelho](#) (Clients A – K) / Email: acoelho@massagent.com or Direct: (508) 634-7360
[Lori Kane](#) (Clients L – Z) / Email: lkane@massagent.com or Direct: (508) 634-7361

Private Stand-alone MA PFML Coverage – Increase your product offering & revenue!

- Agents with a Health Line on their license can offer this state mandated coverage to commercial clients

Contact: [Ann Tobin](#) / Email: atobin@massagent.com or Direct: (508) 634-7366

Big "I" Markets: MAIA Members belong to our National Association IIABA giving you Exclusive Access to [Big "I" Markets!](#) BIM's online platform connects Members with multiple Personal and Commercial Lines Markets!

Commercial products: Habitational / Small Commercial / Small Contractors/ Real Estate & Property Manager's E&O and more!

Personal products: Affluent Home / Non-standard Homeowners, Renters, Condo, Rental Dwellings, Vacant Dwellings and more!

Register online at Bigimarkets.com and start growing your business today.

Product Commission Schedule



A. RLI Insurance Company	New Business	Renewal Business
Personal Umbrella	10%	10%
Home Business Insurance	12%	12%
B. Workers' Compensation	New Business	Renewal Business
Hartford Insurance Company *DIA, Expense Constant & Terrorism	75% of Number One's Commission	75% of Number One's Commission
Norfolk & Dedham *DIA Assessment	8%	7%
Alternative Market *DIA Assessment + ARAP	6%	6%
<i>*Denotes Non-Commissionable Portion of Premium</i>		
C. Lawyers' Professional Liability Swiss Re Corporate Solutions	New Business	Renewal Business
Professional Liability Policy	9%	9%
Extended Reporting Period	4%	n/a
Excess Market	Provided w/ Quote	Provided w/ Quote
D. Liquor Liability GL, CP & Excess Hospitality Mutual Insurance Co.	New Business	Renewal Business
Preferred Accounts	15%	10%
Standard Accounts	12%	9%
Commercial GL & CP	15%	10%
Excess Liability	12%	9%
Temporary Event Policies	7%	7%
E. Specialty Markets "Toys" Safeco Insurance	New Business	Renewal Business
Motorcycle & Off-Road Vehicles	12%	7%
Watercraft	12%	12%
Motorhomes, Travel Trailers, Classic Cars	75% of Number One's Commission	75% of Number One's Commission
F. Flood Concierge Program	New Business	Renewal Business
	60% of Number One's Commission	60% of Number One's Commission
G. MA PFML Private Stand-Alone Plan ShelterPoint	New Business	Renewal Business
Premium of \$0 to \$4,999	15%	15%
Premium of \$5,000 to \$9,999	10%	10%
Premium of \$10,000 to \$49,999	5%	5%
Premium of \$50,000 or more	2%	2%

For more information, please contact Judy Carlson at (508) 634-7368 or jcarlson@massagent.com