

Inland Marine Newsletter

Whether your clients need to insure goods in transit, equipment on a job site, or property temporarily put under someone else's care, we have Inland Marine products that can provide the coverage they need. In this issue, read about some changes we are making to provide you with the best possible service, our 2019 top classes and key products, and marketing materials available to help you build your business.



New business submission requirements

In order to provide you with the best possible service and help you write more new inland marine business with us, we can no longer accept paper applications on the following accounts, which will now need to be agent-entered in eCLIQ®.

- Builder's Risk single shot projects with less than \$2.5M limit
- Contractor's Equipment schedules with less than \$2M in total limit
- Other inland marine accounts where estimated premium is below \$1,500

Check out the benefits of going online:

Get easy access to online quoting and issuance through eCLIQ. Additional benefits include:

- Entering in eCLIQ is the quickest way for submissions to be cleared for first-in.
- You will get a quote and be able to bind most accounts this size without an underwriter review.
- If an underwriter referral is needed, we can typically provide same-day turnaround for policies <\$1,500.
- eCLIQ can be accessed anytime, anywhere, with your log-in.
- Inland Marine entered into eCLIQ qualifies for rewards in the Instant Incentives™ program (for participating agencies).
- You still have access to your assigned underwriter for follow-up questions.
- You earn 20% commission on all inland marine policies, and premium counts towards profit sharing (for participating agencies).

See for yourself how easy it is

Check out these 2-minute videos to see for yourself how easy it is to use eCLIQ:

- [How to Quote Builder's Risk in eCLIQ](#)
- [How to Quote Contractor's Equipment in eCLIQ](#)
- [How to Quote Miscellaneous Scheduled Property in eCLIQ](#)

Explore additional inland marine videos available on the [Helping You Succeed](#) site:

- [Inland Marine - Flexible Solutions for Property on the Move](#)
- [Builder's Risk Enhancements - Offering Flexibility and Peace of Mind](#)
- [Demystifying the Warehouse Legal Liability Form](#)
- [Contractor's Equipment - Beyond the Backhoe](#)
- [Exploring the Flexibility of the Scheduled Property Floater](#)
- [Why Fine Arts Belongs on Inland Marine Forms](#)
- [Deep Dive Into Installation Floater](#)



What we are writing

Are you leveraging your Inland Marine Underwriter's expertise to grow your book, and in turn, your commissions? Take a look at the wide variety of coverage we offer, and let us help with your contracting risks, transportation & logistics risks, and so much more.

Accounts Receivable	Fine Arts Floater	Museum Collection/Fine Arts	Signs
Antique & Collectibles Dealer	Golf Course Coverage	Patterns & Dies	Small Tools
Bailee Dry Cleaner Floater	Installation Floater	Physicians & Surgeons	Transportation
Commercial Articles Floater	Miscellaneous Bailee	Processors Coverage	Valuable Papers
Commercial Computer	• Processors Floater	Radio & TV	Warehouse Legal
Comprehensive	Miscellaneous Scheduled Property	• Broadcasting equipment & tower	Builder's Risk
Equipment Sales & Rental	Motor Truck Cargo	Riggers	Contractor's Equipment
Fine Arts Dealer	Museum Collection	Riggers Legal Liability	

Target classes in bold.



Marketing Resources

In 2019 we increased our eCLIQ inland marine new business writings by double digits*! Our top classes include Builder's Risk, Contractor's Equipment and Motor Truck Cargo. Use the materials below to learn more about our products, and market new business. Use digital versions or order printed flyers, free of charge, from our [Marketing Resource Center](#) (MRC). Click the links below to view and download.

- [Inland Marine Updates](#) – covers recent enhancements (view/download only)
- [New Builder's Risk Endorsements, including coverage limits](#)
- [Builder's Risk for policyholders](#)
- [Builder's Risk highlights for agents and brokers](#)
- [Contractor's Equipment highlights for agents and brokers](#)
- [Contractor's Equipment for policyholders](#)
- [Motor Truck Cargo for agents and brokers](#)
- [Product overview](#)

Our dedicated local inland marine underwriters are focused on helping you find the right coverage solution for your clients, and help you build your book of profitable inland marine business. Contact your inland marine underwriter with any questions or business opportunities.

[Quote now](#)

*Based on 2019 LMI Inland Marine results as compared to prior year

Availability of coverage may vary by state. Please contact your inland marine underwriter for details. For larger risks, contact our National Accounts Property Inland Marine group.

The descriptions of coverage are necessarily brief and subject to the provisions, limitations, and exclusions that can only be expressed in the policy and related endorsements. The actual terms and conditions of the policies determine the coverage and limits afforded. Insurance underwritten by Liberty Mutual Insurance Company or its affiliates or subsidiaries.

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