



# Inland marine newsletter

**In this issue:** Learn more about the benefits of writing inland marine and how to use our eCLIQ® platform to quickly quote and issue policies. Also included, are marketing materials available to help you succeed.

## Three reasons to write inland marine

### 1. Flexible solutions for a broad range of land-based risks

Whether your client needs to insure goods in transit, equipment on a job site or property of others' in their care, we can help protect them.

**Key inland marine classes include:**



- Antiques, fine arts and museums
- Builder's risk
- Commercial computer
- Contractor's equipment
- Installation floater
- Miscellaneous property floater
- Motor truck cargo/transportation
- Radio, television and cell phone towers
- Warehouse legal liability

**Discover our [complete range of coverages.](#)**

**Does your customer have something unique to cover?** Our dedicated underwriters will help you with a solution that is right for them.

### 2. Earn new rewards



In addition to our standard 20% commission, April 1 through June 30, 2020, every inland marine policy you issue in eCLIQ earns you **TWO Instant Incentives™ spins** - eligible for up to **\$50 each**.

To ensure you receive your spins, input your cash code in the **Cash Code/Reward Code** field on the **General Information** page when you start a new quote.

**Not enrolled? [Join now](#) to start earning rewards!**

### 3. Ease of doing business with our intuitive quoting platform

Liberty Mutual's online quoting platform, eCLIQ, lets you quickly and easily quote builder's risk, contractor's equipment and scheduled property policies – freeing up your time to build client relationships and write more business.



#### Additional benefits of eCLIQ include:

- Many policies can be issued without needing to involve an underwriter
- Quick turnaround time for policies under \$5,000 that require an underwriter review
- With your eCLIQ log in, you can access quotes anytime, anywhere



#### See for yourself how easy it is

Check out these two-minute videos:

- [How to quote builder's risk in eCLIQ](#)
- [How to quote contractor's equipment in eCLIQ](#)
- [How to quote miscellaneous scheduled property in eCLIQ](#)

## Marketing resources

Learn more about our top inland marine classes and discover downloadable marketing materials to share with your clients at the [Marketing Resource Center](#).

- [Product overview](#)
- [Builder's risk coverage highlights](#)
- [Builder's risk extension endorsements](#)
- [Builder's risk for policyholders](#)
- [Contractor's equipment coverage highlights](#)
- [Contractor's equipment coverage for policyholders](#)
- [Motor truck cargo coverage highlights](#)



For more information about our wide range of inland marine products and services, contact your territory manager or inland marine underwriter today.

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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