



▶ *Hanover Small Commercial*

Everything you need, all in one place.

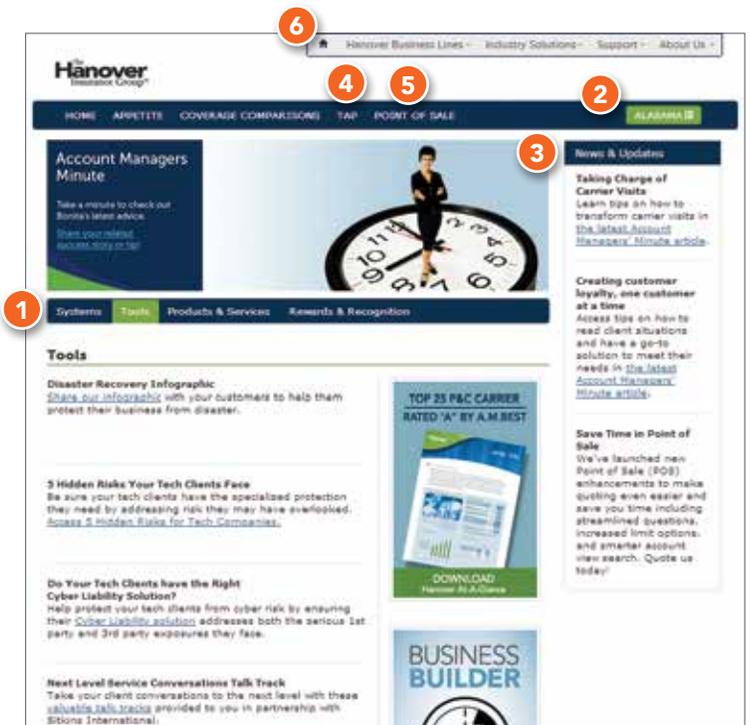
Small Commercial Account Managers play a huge role in the success of their agencies. The Hanover recognizes that importance, along with the stresses of getting the job done. That's why we're always doing more to provide the best information, tools, and technology to make it easier and faster for you to do business with us.

Our commitment to Small Commercial Account Managers is what's behind Hanover SmallComm Solutions, a portal designed to be the one place you can count on for all things Hanover. Simply go to www.hanover.com/scportal and get instant access to everything you need—products, quoting, appetite information, supplemental applications, and more!



These great Hanover SmallComm Solutions features make doing business with us faster and easier:

- 1 **Resources by Topic:** Quickly find valuable information, resources, and tools including system enhancements, product information, marketing tools and more
- 2 **State-Specific Information:** Select your state to view appetite, eligibility, premium, and workers' compensation codes by class
- 3 **News & Updates:** Keep up-to-date on new products, webinars, events and more from The Hanover
- 4 **The Agency Place (TAP):** Easy access to information useful to both your agency and customers, including your customer's policy, billing, and claims information
- 5 **Point of Sale:** Provides convenient access to our Point of Sale system to quote and issue a new policy
- 6 **Tool bar:** Easily navigate from Small Commercial to access other Hanover Commercial Lines offerings and resources.



- 7 Appetite & Eligibility:** Search the entire universe of NAICS and Industry classes to find class descriptions, appetite by line of business, minimum premiums, and more
- 8 Coverage Comparisons:** Provides concise, side-by-side product comparisons for BOP and Property Endorsements including coverages, limits, and pricing
- 9 Supplemental Applications:** Access Supplemental Applications from the homepage or by class—download and fill them out right from the website to save you time
- 10 Marketing Materials:** Quickly download industry and class specific customer marketing materials, including coverage scenarios, information sheets, and more

For easy access to our Hanover SmallComm Solutions site, create a shortcut to The Hanover SmallComm Solutions website.



It's Easy! Just type the URL into your browser (www.hanover.com/scportal). Click and drag the icon that appears to the left of the URL to your desktop to create an instant, easy-to-use shortcut for future visits.

7 Appetite & Eligibility

8 Coverage Comparisons

9 Supplemental Applications

10 Marketing Materials

Real Estate Property Managers

Description

This classification contemplates property managers that both own and manage commercial properties.

NAICS Code	BOP Class Code	GL Class Code	WC Class Code	SIC Code	Exposure Basis	Industry Solution
801310	Not Listed	80011	8013	Not Listed	Not Listed	Real Estate

Appetite

Target Class: Ineligible

Available with underwriter referral: Not Available

BOP	CPP Up to \$25k	CPP: \$25k to \$50k	Comm. Auto	UMB	WC	Marine WC	BOP - Allow E&O	Stand-Alone E&O
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Minimum Premium

- Maximum CPP minimum premium for Real Estate classes is \$3,500.

Underwriting Eligibility

- Property managers that neither own nor have the responsibility for placing insurance on any properties are out of appetite.

9 Supplemental Applications

- Hanover Real Estate Advantage Supplemental Application: Supplemental Application required for accounts with premium over \$10,000.

10 Marketing Materials

- Hanover Real Estate Advantage Customer Coverage Guide
- Hanover Real Estate Advantage Customer Risk Review Checklist
- Real Estate Customer Information Sheet
- Customize customer-facing marketing materials with [BusinessBuilder](#)

SmallComm SOLUTIONS

▶ Get Started

Visit www.hanover.com/scportal today to access the site! Contact your local Small Commercial Sales Manager for more information.

This material offers a brief description of coverages and programs and is provided for informational purposes only. Actual coverages may vary by state. Options and credits are not available in all states. For exact terms, conditions, exclusions, and limitations, please contact your Hanover Agent.

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