

Travelers OPTIMA® for Small Business

APPETITE AND ELIGIBILITY GUIDE



TAILORED COVERAGE OPTIONS

Our Travelers OPTIMA Property and Casualty

Product provides tailored options for the exposures small to mid-sized businesses face today. Comprehensive coverage is available for those who need it, and basic options are available for others. Fast. Easy. Flexible. You can quote us on it!

Property – Three New Levels = More Customer Choice

- **Travelers OPTIMA** – Core form providing key Building and Business Personal Property coverage with additional basic extensions.
- **Travelers OPTIMA +** – Supplementary endorsement providing additional Property extensions of cover for customers who see the need.
- **Travelers OPTIMA + Flex** – The same coverage as our *Travelers OPTIMA +* form, but with the added flexibility of a blanket limit across 9 core extensions.

Commercial Crime coverage – Tailored to customers' needs. From basic Employee Dishonesty, Forgery or Alteration, and Money and Securities to more in-depth coverage across 10+ insuring agreements. Customizable limit options, including Computer Fraud, Funds Transfer Fraud, Professional Fees, Rewards and Telecommunications Theft.

Commercial General Liability (CGL) – Standard CGL offerings of \$1M-\$5M per Occurrence/Aggregate with additional limit and Umbrella options available.

CyberRisk – Coverage that helps businesses respond to and recover from a data breach. Easy limit and deductible options, and no underwriting questions for companies with revenues of \$5M or less.

Personal Care Services Industry Snapshot

Target businesses provide personal care services and include barbers, beauty or hair salons, day spas, massage therapists and nail salons.

Maximum account size

Total Insured Values: \$25M per location and policy

Sales/Revenue: \$15M annually

Vehicles: 35 Power Units

Risk characteristics

- ▶ New business ventures are eligible
- ▶ Professional licenses may be required for owner(s) and technicians
- ▶ Food/beverage services may be acceptable and can be separately rated
- ▶ Building utilities and roof fully updated/replaced within 30 years when building coverage is provided

A few reminders

- ▶ Med spa treatments, such as injectables (e.g., Botox®, JUVÉDERM®), lasers, dermabrasion, chemical peels, hair transplants, etc., may be classified under Med Spas within our Healthcare Industry
- ▶ Manufacturing of products, including mixing, blending, repackaging, relabeling or direct importing, are not eligible





What our symbols mean

JUST RIGHT

Small Business is ready to write this business! In most cases we quote, bind and issue these accounts quickly and efficiently with minimal questions and eligibility requirements at our most competitive pricing via the *Travelers OPTIMA* P&C products most suitable for you. While some risk characteristics such as location or construction type may trigger a referral, know that your Underwriter is eager to help you get this business into the win column.

DEFINITELY MAYBE

Small Business wants to write this business too! But these accounts tend to have more complex risk characteristics, so we need to understand the account a little better. A quick conversation with an Underwriter may be all it takes to deliver a positive outcome for the client.

IT'S NOT YOU; IT'S US

Of course, we appreciate every business owner's interest in Travelers Canada, but Small Business is not a market for this type of risk. Before you look elsewhere, consider that another Travelers Canada division might be a great fit for this business.

PERSONAL CARE SERVICES COMPATIBILITY AT-A-GLANCE

CLASS DESCRIPTION	COMM PROP	CGL/UMB	COMM AUTO	CYBER RISK	NOTES
Barber Shops Cutting, trimming and styling men's and boys' hair, as well as shaving and trimming beards. May offer cosmetic skin care, waxing and limited nail care.					
Barber, Beauty and Cosmetology Schools Training and certification in barbering, hair styling or the cosmetic arts, such as makeup, nail care or skin care. Includes offering limited services by the students to the public as part of curriculum.					Student housing is not eligible.
Beauty Salons Cutting, trimming, shampooing, coloring, waving and styling of hair. Services may include cosmetic skin care, makeup, eyelash application, waxing and limited nail care.					Permanent makeup/tattoos are not eligible.
Day Spas or Massage Therapy Massage, non-medical or non-invasive facials, and full-body skin care, such as waxing and scrubs. May offer hair and nail care in addition to spa services.					Physical fitness classes, yoga, weight loss products or counseling, and tanning are not eligible.
Nail Salons Nail care such as manicures, pedicures and nail enhancements. Services often include waxing, makeup or eyelash application.					Permanent makeup/tattoos are not eligible.

JUST RIGHT

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The Dominion of Canada General Insurance Company, St. Paul Fire and Marine Insurance Company (Canada Branch), and Travelers Insurance Company of Canada are the Canadian licensed insurers known as Travelers Canada.

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