



**The Equipment Breakdown Expertise You Need.
The Flexible Relationship You Never Thought Possible.**

7 KEY REASONS TO MAKE TRAVELERS **Boiler & Machinery Program Services** PART OF YOUR GROWTH PLANS

Interested in increasing your revenue potential – without increasing your staffing expenses?

Want to maximize the coverage you provide retail agents. If so, you'll want to work with Travelers Boiler & Machinery Program Services to add specialized equipment breakdown coverage to your program portfolio. We're experienced in making it painless for MGA's and program managers who do not have access to a boiler carrier to bring this essential coverage to customers—seamlessly.

1) A CENTURY OF EXPERIENCE

For more than 100 years, Travelers Boiler & Machinery Program Services has been honing the specialized skills and the advanced technology necessary to serve the equipment breakdown needs of businesses of all sizes—from small BOP exposures to large, high-challenge risk accounts. By working with Boiler & Machinery Program Services, you can immediately benefit from the depth of our knowledge and the breadth of our support.

2) FLEXIBLE RELATIONSHIPS

Boiler & Machinery Program Services is most interested in developing long-term relationships. We can offer a variety of ways to utilize our expertise including:

- Broad Underwriting Authority
- Program Assistance
- State-of-the-Art Products
- Web Enabled Support
- Online Rating

3) YOUR CHOICE OF PLANS

At Travelers Boiler & Machinery Program Services, we're not rigid in our approach – rather, we're collaborative in our dealings. Here you'll be able to choose from a variety of plans to complement your own business model.

- Flexible Underwriting Authority
- Variable Sub-Limits and Deductible
- Realistic Payment Plans

4) COMPLETE ARRAY OF INSURANCE PRODUCTS

You can count on Boiler & Machinery Program Services as your insurance resource now – and as you grow. We are continually enhancing our product offerings to help you address the customers' evolving needs and your agents' latest opportunities. We offer an array of products that can be tailored to include equipment breakdown insurance, such as:

- Homeowners
- Municipalities
- Commercial Multi Peril (CMP)
- Pools
- Farm Owners
- Program Business
- Affinity Associations
- Business Owner Plans (BOP and MOP)

5) EXPERT ENGINEERING SERVICES

To address the complex nature of equipment breakdown coverage, Travelers Boiler & Machinery Program Services maintains a nationwide team of board-certified inspectors focused on performing jurisdictional inspections. Leveraging our advanced technology, our team handles every aspect of these required inspections – from identifying inspectable objects and conducting inspections to completing the state-specific forms.

In addition to conducting jurisdictional inspections, our experienced Risk Control staff is also available to help you:

- Identify and evaluate equipment exposures
- Evaluate existing maintenance and repair programs – or help you establish new ones
- Suggest appropriate testing procedures

6) RESPONSIVE CLAIM SERVICES

Complementing our sophisticated engineering services are our responsive claim services. Using local decision-making authority, our trained professionals specialize in equipment breakdown coverage. Our responsive team typically is in contact with the claimant within 24 hours of notification of loss and can be contacted 365 days a year. Travelers Boiler & Machinery Program Services understands the importance of settling claims quickly so that business can resume!

7) FULL SERVICE DEPARTMENT

Despite the benefits, some MGA's and program managers still worry they may not have the time or the talent to support this line of business. With Boiler & Machinery Program Services, there is no cause for concern. Our staff will support yours every step of the way.

- **Training.** Our team is also available to train agents, underwriters and claims personnel. We're committed to maximizing their comfort with—and success in—selling this critical coverage.
- **Sales Materials.** We'll also serve as your source for customized marketing and sales materials to help you promote your product.
- **Business Tracking.** To help you monitor the success of your equipment breakdown offering, we'll provide you with monthly “stewardship reports.” These reports, rich in meaningful data, will give you the tools you need to grow your book of business in this area.

All of the specialists on the Boiler & Machinery Program Services team are committed to one common mission: to make it as easy as possible for you to grow your book of business. We look forward to the opportunity of tailoring a complete program that addresses your specific goals.

Travelers Boiler & Machinery Program Services

At Travelers Boiler & Machinery Program Services, we're looking for long-term relationships. By working with us, a trusted provider of boiler and machinery insurance for more than 100 years, you gain access to our underwriting knowledge, specialized expertise and state-of-the-art technology. And thanks to our flexible approach, you'll be able to utilize this expertise while still doing business the way you want to do business.

Why Travelers Boiler & Machinery Program Services

Call: 877.264.5734

Fax: 860.954.7958

Visit: www.travelers.com/boiler

- A century of experience you can access today
- Flexible arrangements
- A comprehensive product offering
- Expert engineering services
- Responsive claim services



TRAVELERS 

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