

Spring 2010

*Connections* is all about sharing information from each RPS office as well as highlighting special programs.

The straightforward information is to further the knowledge of RPS in support of the ARM Partners network.

## Specialty Program Profile

Excess Flood

## Locations Profiled

Lexington, KY

Cambridge, MD

Tulsa, OK

# Specialty Program Profile

## Excess Flood

RPS Itasca is proud to present a new Excess Flood Insurance Facility. Our long standing reputation and expertise in providing flood insurance solutions (offering NFIP coverage through American Bankers and Fidelity National Insurance Companies) and related consultative services was critical to its formation. The excellent relationships we have forged over the years with key Lloyd's syndicates allowed us to structure a new and innovative program lead by the ACE Syndicate.

The need to buy adequate Flood Insurance remains strong as the FEMA Map Modernization Program continues to produce thousands of map panel changes. Changing weather patterns also create unprecedented flood coverage problems for clients and brokers alike. This is a competitive, stable and long-term focused facility.

*We encourage you to give it a shot!*

## Key Areas of Interest and Program Highlights

- Maximum \$10,000,000 in-house capacity excess of NFIP.
- Focus on risks with \$10,000,000 TIV or less; however, pleased to place outside program for risks that do not fit guidelines.
- Ability to provide Time Element coverage (not covered in NFIP policy) over separate deductible.
- Underwriting focused on commercial accounts, but homeowners will be entertained.
- Underwriting performed in-house and offer quick turnaround.



Marketing flyer for this product can be obtained by contacting RPS Itasca.

- Policy issuance and support operations provided by RPS.
- Competitive commissions.
- Aggregate capacity available in Gulf Coast high-hazard areas.
- Complete flood services, including flood zone determinations, elevation certificates, and NFIP coverage.
- Flood zone non-insurance transfer solutions available via third-party vendor agreements.
- Coming soon—web-based quote indications.

## Please send submissions to:

Ben Davidson, Sales Associate  
630.285.3839  
ben\_davidson@RPSins.com

Dave Williams, Exec. V.P. Property  
630.285.3822  
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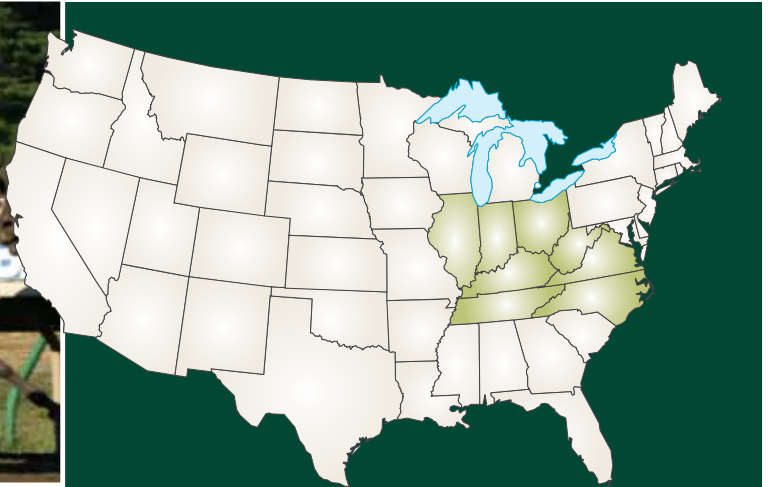
## Let us hear from you.

*Connections* newsletter editor:

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# LEXINGTON Kentucky

**Dick Meyer, Area President**

**866.750.2031**

**Fax 888.370.9529**

Online Electronic Quick Quote applications are available at:

**[www.RPSlex.com](http://www.RPSlex.com)**

## Brokerage and Binding Authorities

### Primary Marketing States

IL, IN, KY, MO, NC, OH, TN, VA, WV

### Top Ten Carriers

- National Casualty Co./Scottsdale
- IAT Ins. Group / Occidental
- National Indemnity
- Nautilus Ins. Co.
- Max Specialty Ins. Co.
- Argonaut/Colony Ins. Group
- United States Liability Ins. Co.
- Canal Ins. Co.
- Markel / Essex Ins. Co.
- Great American

### Lines of Business

- Fleet & Specialty Auto
- Commercial Auto Liability / Physical Damage
- Garage
- Trucking
- General Liability
- Liquor Liability
- Property
- Umbrella
- Aviation
- Homeowners
- Dwelling
- Mobile home
- Watercraft
- Environmental / Pollution Liability
- Recreational Vehicles
- Open Market Brokerage—All Classes

### Satellite Location

Chicago, IL

## Product Contacts

### Property & Casualty

Tammy Marlow ..... 866.209.2611  
[Tammy\\_Marlow@RPSins.com](mailto:Tammy_Marlow@RPSins.com)

Matt Meyer ..... 866.808.7564  
[Matt\\_Meyer@RPSins.com](mailto:Matt_Meyer@RPSins.com)

### Transportation

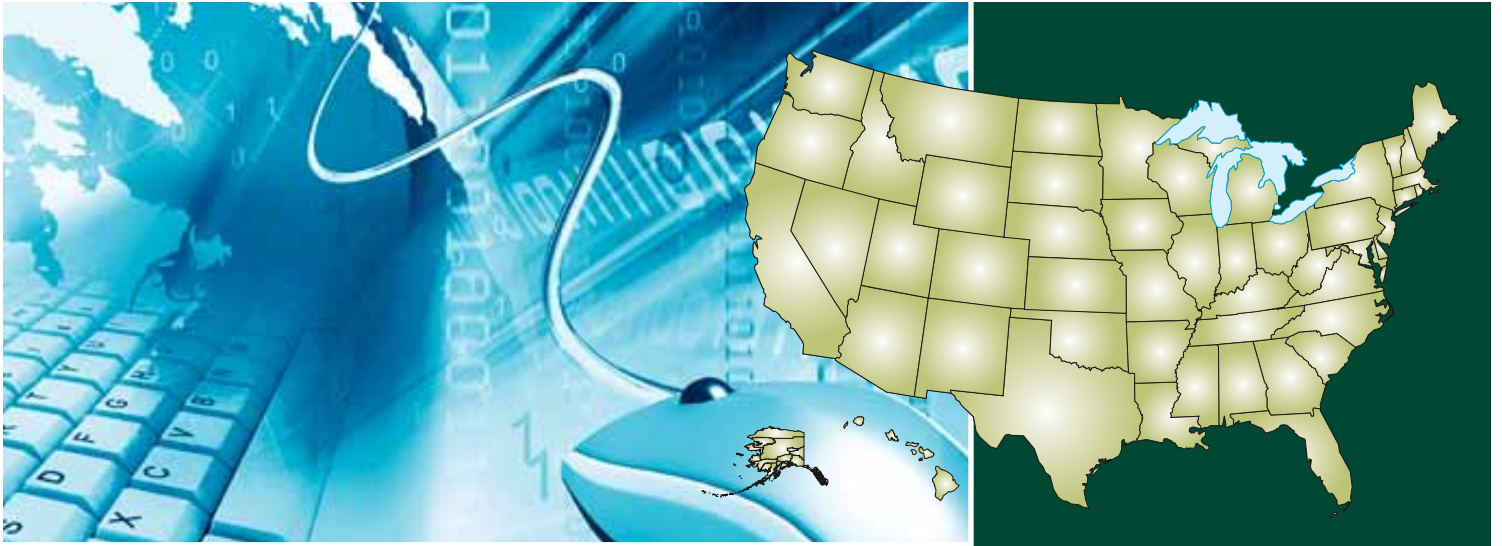
Michelle Jones ..... 866.568.6932  
[Michelle\\_Jones@RPSins.com](mailto:Michelle_Jones@RPSins.com)

### Personal Lines

Martha Brough ..... 859.245.2500  
[Martha\\_Brough@RPSins.com](mailto:Martha_Brough@RPSins.com)

### Aviation

Bryan Smrcina..... 859.245.2500  
[Bryan\\_Smrcina@RPSins.com](mailto:Bryan_Smrcina@RPSins.com)



## CAMBRIDGE Maryland

### RPS ISG International

**Steve Robinson, Area President**

**800.336.5659**

**Fax 410.228.7645**

**[www.RPSins.com/ISG](http://www.RPSins.com/ISG)**

Our team works on technology and professional services businesses all day, every day, from the most straightforward computer consultants and web designers to the most complex aerospace and robotic risks.

### Brokerage Facility

#### Primary Marketing States

All 50 States

#### Top Ten Carriers

- Federal
- Great American of NY
- Travelers Casualty & Surety
- Philadelphia Indemnity
- Beazley
- Harford Fire
- Selective Ins Co of America

- Continental Casualty
- St. Paul Fire & Marine
- Selective Way

#### Classes (some, but not all)

- All Hi-Tech related risks
- White-Collar Staffing
- Social Networking Websites
- Printers
- Interior Designers
- Advertising Agencies
- Bookkeepers and billing services
- Landscape Architects
- All types of professional consulting services

#### Coverage Solutions

- Professional Liability
- Liability for Privacy/Unauthorized
- Access/Breach of Data/Hackers
- Commercial Package Policies
- Multi-State Workers Compensation
- Employment Practices Liability
- Third-Party Crime
- Excess/Umbrella liability
- Foreign Liability



#### Our Signature Program

CCBSure provides general liability and commercial insurance for technology, staffing companies and independent contractors with unique coverage offering financial protection from:

- Bodily injury or property damage
- Theft
- Employees' work-related injuries
- Computer programming errors or omissions
- Charges of sexual harassment and/or discrimination
- Computer virus
- Contractual disputes

### Contacts

Estelle Cummings  
410.901.0730  
[estelle\\_cummings@RPSins.com](mailto:estelle_cummings@RPSins.com)



## TULSA Oklahoma

**Joel Stinson, Area President**

**918.742.8496**

**Fax 918.742.8490**

**[www.RPSins.com/Tulsa](http://www.RPSins.com/Tulsa)**

### Lines of Business

- All Risk
- Builder's Risk
- Various Floater Forms
- Difference in Conditions
- Auto Physical Damage
- Deductible Buy-Backs
- Contractor's Equipment
- Packages
- Boiler & Machinery
- Commercial General Liability
- Claims-Made Liability
- D&O (For Profit and Nonprofit)
- Employment Practices Liability
- Excess Liability
- Excess Auto Liability
- Environmental Liability
- Miscellaneous E & O
- Product Liability
- Professional Liability
- Umbrella Liability

### Satellite Locations

- Kansas City, MO
- Little Rock, AR
- Houston, TX
- Oklahoma City, OK
- Omaha, NE

### Product Contacts

#### Property & Casualty

Patrick Moran ..... 918.293.1838  
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Traci Rowe ..... 405.879.4288 x402  
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#### Transportation

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#### Personal Lines

Linda Plunk ..... 918.293.1819  
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### Brokerage and Binding Authorities

#### Primary Marketing States

AR, KS, NE, MO, OK

#### Top Ten Carriers

- Underwriters at Lloyd's London
- Allied World National Assurance Co.
- Voyager Indemnity Ins. Co.
- Colony Ins. Co.
- Nautilus Ins. Co.
- National Liability & Fire Ins. Co.
- The Burlington Ins. Co.
- Landmark American Ins. Co.
- A I Specialty Ins. Co.
- Travelers Insurance Companies