Select an industry below to view available products, professions and revenue/coverage limits:

<table>
<thead>
<tr>
<th>PRODUCT OVERVIEW</th>
<th>ARCHITECTURE &amp; ENGINEERING</th>
<th>ARTISAN CONTRACTORS</th>
<th>CONSULTING</th>
<th>CREATIVE &amp; DESIGN</th>
</tr>
</thead>
<tbody>
<tr>
<td>FINANCIAL SERVICES</td>
<td>HEALTH, BEAUTY &amp; FITNESS</td>
<td>JANITORIAL SERVICES</td>
<td>LANDSCAPING SERVICES</td>
<td>LEGAL SERVICES</td>
</tr>
<tr>
<td>MARKETING &amp; PUBLIC RELATIONS</td>
<td>MISCELLANEOUS BUSINESS SERVICES</td>
<td>REAL ESTATE</td>
<td>RETAIL</td>
<td>TECHNOLOGY</td>
</tr>
</tbody>
</table>

### ARCHITECTURE & ENGINEERING

**Available Products:** PL, GL, BOP*  
**PL Revenue Limit:** $1M  
**GL Revenue Limit:** $1M  
**BOP Square Footage Cap:** 35K  
**BOP Revenue Limit:** $1M  
**BOP Payroll Limit:** $1M  
**Coverage/Liability Aggregate Limit:** $2M Online (up to $3M by phone for PL/GL)  
**State Exclusions:** No PL in VA, VT

- Architecture
- Building/construction inspection
- Civil engineering
- Control systems integration/automation
- Draftsman (including CAD/CAM)
- Electrical engineering
- Engineering
- Environmental design services
- Industrial engineering
- Landscape architect
- Process engineering
- Project manager (architecture or engineering)
- Transportation engineering

### ARTISAN CONTRACTORS

**Available Products:** GL*  
**GL Revenue Limit:** $500K  
**Coverage/Liability Aggregate Limit:** $2M  
**State Exclusions:** NY

- Air conditioning systems installation and repair
- Appliance and accessories installation and repair
- Carpentry (interior only)
- Carpet, rug, furniture, or upholstery cleaning (customer’s premises only)
- Clock making and repair
- Door or window installation and repair
- Driveway or sidewalk paving/repaving
- Drywall or wallboard installation and repair
- Electrical work (interior only)
- Fence installation and repair
- Floor covering installation (no ceramic tile or stone)
- Glass installation and repair (no auto work)
- Handyperson (no roof work)
- Heating and air conditioning installation and repair (no liquefied petroleum gas (LPG))
- Interior finishing work
- Locksmiths
- Masonry work
- Painting (interior only)
- Plastering or stucco work
- Plumbing (commercial and residential)
- Sign painting and lettering (interior and exterior)
- Tile, stone, marble, mosaic, or terrazzo work (interior only)
- Upholstery work
- Window cleaning (nothing above 15 feet)

### CONSULTING

**Available Products:** PL, GL, BOP*  
**PL Revenue Limit:** $5M  
**GL Revenue Limit:** $3M  
**BOP Square Footage Cap:** 35K  
**BOP Revenue Limit:** $3M  
**BOP Payroll Limit:** $3M  
**PL/ GL Coverage/Liability Aggregate Limit:** $2M Online (up to $5M by phone)  
**BOP Coverage/Liability Aggregate Limit:** $2M Online (up to $4M by phone)

- Business consulting
- Education consulting
- Human Resources (HR) consulting
- IT consulting
- Management consulting
- Marketing consulting
- Research consulting
- Resume consulting
- Strategy consulting
- Other consulting services

### CREATIVE & DESIGN

**Available Products:** PL, GL, BOP*  
**PL Revenue Limit:** $5M  
**GL Revenue Limit:** $3M  
**BOP Square Footage Cap:** 35K  
**BOP Revenue Limit:** $3M  
**PL/ GL Coverage/Liability Aggregate Limit:** $2M Online (up to $5M by phone)  
**BOP Coverage/Liability Aggregate Limit:** $2M Online (up to $4M by phone)

- Graphic design
- Interior design (BOP Revenue Limit: $5M | No PL in VA, VT)
- Photo booths
- Photography; Client videography
- Professional organizer (BOP Revenue Limit: $5M | No PL in VA, VT)
- Visual effect designer for films/videos

---

* PL & GL: Available in all states except AK  
* BOP: Not available in AK, AL, AR, DE, FL, HI, ID, IA, KS, KY, LA, ME, MS, MT, NE, ND, NH, NJ, NM, NV, OK, OR, RI, SC, SD, TN, UT, VA, VT, WA, WV, WY  
* Underwritten by Hiscox Insurance Company Inc., a Chicago-based insurance company. Copyright © 2019 Hiscox Inc. All rights reserved.
# Small Business Appetite Guide

## FINANCIAL SERVICES

**Available Products:** PL, GL, BOP*  |  **PL Revenue Limit:** $5M  |  **GL/BOP Square Footage Cap:** 35K  |  **BOP Revenue Limit:** $3M  |  **PL/GL Coverage/Liability Aggregate Limit:** $2M Online (up to $5M by phone)  |  **BOP Coverage/Liability Aggregate Limit:** $2M Online (up to $4M by phone)

- Accounting (PL Revenue Limit: $1M | PL Coverage/Liability Limit: $3M)  
  - Medical billing  (No PL in NY)
- Bookkeeping  
- Tax preparation
- Insurance agents services (Revenue Limit: $1M PL; $5M BOP)

**Available Products:** GL, BOP*  |  **GL Payroll Limit:** $3M  |  **BOP Square Footage Cap:** 35K  |  **BOP Revenue Limit:** $5M  |  **GL Coverage/Liability Aggregate Limit:** $2M Online (up to $5M by phone)  |  **BOP Coverage/Liability Aggregate Limit:** $2M Online (up to $4M by phone)

- Actuarial services (BOP Revenue Limit: $3M)
- Financial auditing or consulting
- Investment advice
- Mortgage brokering/banking (BOP Revenue Limit: $3M | GL Square Footage Cap: 35K)
- Stock brokering (GL Square Footage Cap: 35K)

## HEALTH, BEAUTY & FITNESS

**Available Products:** PL, GL, BOP*  |  **PL Revenue Limit:** $5M  |  **GL/BOP Square Footage Cap:** 35K  |  **GL/BOP Gross Sales Limit:** $5M  |  **PL/GL Coverage/Liability Aggregate Limit:** $2M Online (up to $5M by phone)  |  **BOP Coverage/Liability Aggregate Limit:** $2M Online (up to $4M by phone)

- Art therapy  
- Marriage and family therapy
- Acupressure services (No coverage in NV)  
- Massage therapy (No GL Square Footage Cap)
- Acupuncture services (No coverage in NV)  
- Mental health counseling
- Audiology (No PL in NV)  
- Music therapy
- Barber/hair stylist services (No GL Square Footage Cap)  
- Nail technician services (No GL Square Footage Cap)
- Beautician/cosmetology services (No GL Square Footage Cap)  
- Occupational therapy
- Dance therapy  
- Personal training (health & fitness)
- Diet/nutrition services  
- Psychology
- Drama therapy  
- Social work services
- Esthetician services (No GL Square Footage Cap)  
- Speech therapy (No coverage in NV)
- First aid and CPR training  
- Substance abuse counseling
- Hypnosis  
- Yoga/Pilates instruction

**Available Products:** PL & GL*  |  **PL Revenue Limit:** $5M  |  **GL Gross Sales Limit:** $5M  |  **PL/GL Coverage/Liability Aggregate Limit:** $2M Online (up to $3M by phone)

- Home health aide  
- Personal care aide

## JANITORIAL SERVICES

**Available Products:** GL  |  **GL Payroll Limit:** $500K  |  **Coverage/Liability Aggregate Limit:** $2M

- Dryer vent cleaning  
- Residential cleaning services (interior and exterior)
- Janitorial/cleaning services  
- Small commercial office cleaning (interior only)

## LANDSCAPING SERVICES

**Available Products:** GL*  |  **GL Payroll Limit:** $500K  |  **Coverage/Liability Aggregate Limit:** $2M

- Gutter or chimney cleaning  
- Lawn care services (residential and commercial)
- Landscaping/gardening services (residential and commercial)  
- Snow blowing and removal (no auto coverage)

## LEGAL

**Available Products:** PL, GL, BOP*  |  **PL Revenue Limit:** $5M  |  **GL Payroll Limit:** $3M  |  **BOP Square Footage Cap:** 35K  |  **BOP Revenue Limit:** $3M  |  **PL/GL Coverage/Liability Aggregate Limit:** $2M Online (up to $5M by phone)  |  **BOP Coverage/Liability Aggregate Limit:** $2M Online (up to $4M by phone)

- Claims adjusting (No PL in NY)  
- Expert witness services
- Court reporting  
- Notary services (No PL in CA | GL Square Footage Cap: 35K)
- Document preparation  
- Process server

**Available Products:** GL, BOP*  |  **GL/BOP Square Footage Cap:** 35K  |  **BOP Revenue Limit:** $3M  |  **GL Coverage/Liability Aggregate Limit:** $2M Online (up to $5M by phone)  |  **BOP Coverage/Liability Aggregate Limit:** $2M Online (up to $4M by phone)

- Attorney  
- Trustee services
- Paralegal  
- Other legal services

---

* PL & GL*: Available in all states except AK | * BOP: Not available in AK, AL, DE, FL, HI, ID, IA, KS, KY, LA, ME, MS, MT, NE, ND, NH, NM, NV, OK, OR, RI, SC, SD, TN, UT, VA, VT, WA, WV, WY | Underwritten by Hiscox Insurance Company Inc., a Chicago-based insurance company. Copyright © 2019 Hiscox Inc. All rights reserved.
### MARKETING & PUBLIC RELATIONS

**Available Products:** PL, GL, BOP*  
**PL Revenue Limit:** $5M  
**GL Payroll Limit:** $3M  
**BOP Square Footage Cap:** 35K  
**BOP Revenue Limit:** $3M  
**PL/GL Coverage/Liability Aggregate Limit:** $2M Online (up to $5M by phone)  
**BOP Coverage/Liability Aggregate Limit:** $2M Online (up to $4M by phone)

| ✔ Advertising | ✔ Marketing/media consulting |
| ✔ Brand consultant | ✔ Public relations |
| ✔ Digital marketing | ✔ Search engine services (SEO/SEM) |
| ✔ Direct marketing | ✔ Social media consultant |
| ✔ Market research | ✔ Other marketing/PR services |

### MISCELLANEOUS BUSINESS SERVICES

**Available Products:** PL, GL, BOP*  
**PL Revenue Limit:** $5M  
**GL Payroll Limit:** $3M  
**BOP Square Footage Cap:** 35K  
**BOP Revenue Limit:** $3M  
**PL/GL Coverage/Liability Aggregate Limit:** $2M Online (up to $5M by phone)  
**BOP Coverage/Liability Aggregate Limit:** $2M Online (up to $4M by phone)

| ✔ Answering/paging services (GL Square Footage Cap: 35K) | ✔ Project management |
| ✔ Auctioneering | ✔ Recruiting (employment placements) (GL Square Footage Cap: 35K) |
| ✔ Business manager services | ✔ Talent agency (GL Square Footage Cap: 35K) |
| ✔ Event planning/promotion | ✔ Training (business, vocational or life skills) |
| ✔ Executive placement (GL Square Footage Cap: 35K) | ✔ Translating/interpreting |
| ✔ Life/career/executive coaching | ✔ Travel agency (GL Square Footage Cap: 35K) |
| ✔ Personal concierge/assistant | ✔ Tutoring |

### REAL ESTATE

**Available Products:** PL & GL*  
**PL Revenue Limit:** $5M ($500K in CA)  
**GL Payroll Limit:** $3M ($500K in CA)  
**PL/GL Coverage/Liability Aggregate Limit:** $2M Online (up to $5M by phone)  
**BOP Coverage/Liability Aggregate Limit:** $2M Online (up to $4M by phone)  

| ✔ Property management | ✔ Real estate agent/broker (No PL in VT) |

### RETAIL

**Available Products:** GL*  
**GL Gross Sales/Revenue Limit:** $200K (up to $3M for select professions)  
**GL Coverage/Liability Aggregate Limit:** $2M

| ✔ Appliance stores (GL Revenue Limit: $3M) | ✔ Ice cream/snow cone/shaved ice cart operator |
| ✔ Barbecue truck/trailer operator | ✔ Jewelry stores (GL Revenue Limit: $3M) |
| ✔ Clothing apparel stores (GL Revenue Limit: $3M) | ✔ Lemonade cart operator |
| ✔ Coffee/donut cart operator | ✔ Mobile food concessions |
| ✔ Electronic stores (GL Revenue Limit: $3M) | ✔ Mobile food services |
| ✔ Food/beverage cart operator | ✔ Mobile food vending services |
| ✔ Food truck/trailer operator | ✔ Mobile kitchen operator |
| ✔ Florists (GL Revenue Limit: $3M) | ✔ Mobile street food vendor |
| ✔ Home furnishing stores (GL Revenue Limit: $3M) | ✔ Other stores (no food/drink) (GL Revenue Limit: $3M) |
| ✔ Hot dog cart operator | ✔ Other stores (with food/drinks) (GL Revenue Limit: $3M) |
| ✔ Ice cream truck operator | ✔ Snack truck operator |

### TECHNOLOGY

**Available Products:** PL, GL, BOP  
**PL Revenue Limit:** $5M  
**GL Payroll Limit:** $3M  
**BOP Square Footage Cap:** 35K  
**BOP Revenue Limit:** $3M  
**PL/GL Coverage/Liability Aggregate Limit:** $2M Online (up to $5M by phone)  
**BOP Coverage/Liability Aggregate Limit:** $2M Online (up to $4M by phone)

| ✔ Application development: smartphone/mobile/tablet (PL Cap $1M) | ✔ IT consulting |
| ✔ Application service provider | ✔ IT project management |
| ✔ Computer consultant | ✔ IT software/hardware training services |
| ✔ Computer programming services | ✔ Internet hosting services |
| ✔ Computer system/network developer | ✔ Software development |
| ✔ Custom software programmer/developer | ✔ Technology services |
| ✔ Data processing | ✔ Value added reseller of computer hardware |
| ✔ Database designer | ✔ Website design |
| ✔ Game developer | ✔ Other technology services |

---

*PL & GL*: Available in all states except AK  
*BOP*: Not available in AK, AL, AR, DE, FL, HI, ID, IA, KS, KY, LA, ME, MS, MT, NE, ND, NH, NM, NV, OK, OR, RI, SC, SD, TN, UT, VA, VT, WA, WV, WY  
Underwritten by Hiscox Insurance Company Inc., a Chicago-based insurance company. Copyright © 2019 Hiscox Inc. All rights reserved.
Hiscox specializes in offering tailored admitted coverage for small businesses.

Get instant coverage online or by phone.

<table>
<thead>
<tr>
<th>What are the revenue limits?</th>
<th>Professional Liability</th>
<th>General Liability</th>
<th>Business Owners Policy</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Up to $5 million</td>
<td>Up to $5 million</td>
<td>Up to $3 million</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>What are the coverage limits?</th>
<th>Professional Liability</th>
<th>General Liability</th>
<th>Business Owners Policy</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>• $2 million aggregate available online</td>
<td>• $2 million aggregate available online</td>
<td>• $2 million aggregate available online</td>
</tr>
<tr>
<td></td>
<td>• Up to $5 million aggregate upon submission to Hiscox</td>
<td>• Up to $5 million aggregate upon submission to Hiscox</td>
<td>• Up to $4 million aggregate upon submission to Hiscox</td>
</tr>
</tbody>
</table>

| Admitted product? | Yes | Yes | Yes |
| ISO based form? | No | Yes | Yes |
| Are defense costs included within limit? | Yes | No | No |

| Deductible | Various options ranging from $0-$10,000 | No deductible | Various options ranging from $500-$10,000 |

| What is covered? | Work completed by employees | Includes actions of employees and temporary staff | Combines general liability coverage with coverage for business assets |

| Minimum premium | $270 | $350 | $500 |
| Monthly cost? | Starts from $22.50/mo. | Starts from $29.17/mo. | Starts from $41.67/mo. |

| Auto pay by credit card monthly? | Yes | Yes | Yes |

| What discounts are available (subject to minimum premium rules)? | • 5% multi-policy discount | • 5% multi-policy discount | • 5% multi-policy discount |
| | • Up to 5% discount for work-from-home businesses | | • Up to 5% discount for work-from-home businesses |

| Additional features | • $200,000 software copyright infringement coverage added for most software businesses | • Available as a stand-alone | • Up to $250,000 in coverage for business contents |
| | • Full retro-coverage for unknown claims from previous work for most classes of business | • Damage to premises rented ($100,000) | • Up to $500,000 in coverage for buildings (subject to a 100 mile coastal restriction) |
| | | • Personal injury included for all classes of business (COBs) except direct marketing, public relations, graphic designers, real estate agents, legal services, recruiting, marketing and research consulting | • Interruption of computer operations and loss of electronic data both covered up to $10,000 |
| | | | • Crime, data liability, and HNOA upgrades available |
| | | | • Damage to premises rented ($250,000) |

<table>
<thead>
<tr>
<th>Availability</th>
<th>All states except:</th>
<th>All states except:</th>
<th>All states except:</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>AK</td>
<td>AK</td>
<td>AK, AL, AR, DE, FL, HI, ID, IA, KS, KY, LA, ME, MS, MT, NE, ND, NH, NM, NV, OK, OR, RI, SC, SD, TN, UT, VA, VT, WA, WV, WY</td>
</tr>
</tbody>
</table>

Coverage terms and limits may vary by class of business and may not be available in all states. Underwritten by Hiscox Insurance Company Inc., a Chicago-based insurance company rated ‘A’ (Excellent) by AM Best. Copyright © 2019 Hiscox Inc. All rights reserved.