



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

| ARCHITECTURE & ENGINEERING   | TOF  |  |
|--|--|--|
| Available Products: PL & GL* PL Revenue Limit: \$1M GL Payroll Limit: \$1N                               | Coverage/Liability Limit: \$3M State Exclusions: No PL in VA, VT   |  |
| ✓ Architecture   | ✓ Engineering design services  |  |
| ✓ Building/construction inspection   | ✓ Environmental engineering  |  |
| ✓ Civil engineering  | ✓ Industrial engineering   |  |
| ✓ Control systems integration/automation   | ✓ Landscape architect  |  |
| ✓ Draftsman (including CAD/CAM)  | ✓ Process engineering  |  |
| ✓ Electrical engineering   | <ul> <li>Project manager (architecture or engineering)</li> </ul>  |  |
|  | ✓ Transportation engineering   |  |
| ARTISAN CONTRACTORS TOP  |  |  |
| Available Products: GL* GL Revenue Limit: \$500K Coverage/Liability Limit                                | t: \$2M State Exclusions: NY   |  |
| $\checkmark$ Air conditioning systems installation and repair  | ✓ Handyperson (no roof work)   |  |
| $\checkmark$ Appliance and accessories installation and repair   | <ul> <li>Heating and air conditioning installation and<br/>repair (no liquefied petroleum gas (LPG)</li> </ul> |  |
| ✓ Carpentry (interior only)  | ✓ Interior finishing work  |  |
| Carpet, rug, furniture, or upholstery cleaning (customer's premises only)                                | ✓ Locksmiths   |  |
| ✓ Clock making and repair  | ✓ Masonry work   |  |
| ✓ Door or window installation and repair   | ✓ Painting (interior only)   |  |
| ✓ Driveway or sidewalk paving/repaving   | ✓ Plastering or stucco work  |  |
| ✓ Drywall or wallboard installation and repair   | <ul> <li>Plumbing (commercial and residential)</li> </ul>  |  |
| ✓ Electrical work (interior only)  | ✓ Sign painting and lettering (interior and exterior)  |  |
| ✓ Fence installation and repair  | ✓ Tile, stone, marble, mosaic, or terrazzo work (interior only)  |  |
| ✓ Floor covering installation (no ceramic tile or stone)   | ✓ Upholstery work  |  |
| ✓ Glass installation and repair (no auto work)   | ✓ Window cleaning (nothing above 15 feet)  |  |
|  | TO   |  |
| Available Products: PL & GL PL Revenue Limit: \$5M GL Payroll Limit: \$3M Coverage/Liability Limit: \$5M |  |  |
| ✓ Business consulting  | ✓ Marketing consulting   |  |
| ✓ Education consulting   | ✓ Research consulting  |  |
| ✓ Human Resources (HR) consulting  | ✓ Resume consulting  |  |
| ✓ IT consulting  | ✓ Strategy consulting  |  |

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Management consulting

✓ Other consulting services

Small Business Appetite Guide

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| CREATIVE & DESIGN   | ТОР  |  |  |
|---|--|--|--|
| Available Products: PL & GL* PL Revenue Limit: \$5M GL Payroll Limit: \$3   | BM Coverage/Liability Limit: \$5M  |  |  |
| ✓ Graphic design  | ✓ Photography; Client videography  |  |  |
| ✓ Interior design (No PL in VA, VT)   | ✓ Professional organizer (No PL in VA, VT)                               |  |  |
| ✓ Photo booths  | ✓ Visual effect designer for films/videos                                |  |  |
| FINANCIAL SERVICES  | TOP  |  |  |
| Available Products: PL & GL* PL Revenue Limit: \$5M GL Square Footage   | e Cap: 35K Coverage/Liability Limit: \$5M                                |  |  |
| Accounting (PL Revenue Limit: \$1M   PL Coverage/Liability<br>Limit: \$3M)  | ✓ Medical billing (No PL in NY)  |  |  |
| ✓ Bookkeeping   | ✓ Tax preparation  |  |  |
| Available Products: PL & GL* PL Revenue Limit: \$1M GL Square Footag  | e Cap: 35K Coverage/Liability: 5M  |  |  |
| ✓ Insurance agent services (PL unavailable if customer is a Farmers agent)  |  |  |  |
| Available Products: GL* GL Payroll Limit: \$3M Coverage/Liability Limit: \$   | 5M   |  |  |
| ✓ Actuarial services  | ✓ Mortgage brokering/banking (GL Square Footage Cap: 35K)                |  |  |
| ✓ Financial auditing or consulting  | ✓ Stock brokering (GL Square Footage Cap: 35K)                           |  |  |
| ✓ Investment advice   | ·  |  |  |
| HEALTH, BEAUTY & FITNESS  | TOP  |  |  |
| Available Products:       PL & GL*       PL Revenue Limit:       \$5M       GL Square Footage         (PL Cap \$1M in IL) | e Cap: 35K GL Gross Sales Limit: \$5M Coverage/Liability Limit: \$5M     |  |  |
| ✓ Acupressure services (No coverage in NV)  | ✓ Massage therapy (No GL Square Footage Cap)                             |  |  |
| ✓ Acupuncture services (No coverage in NV)  | ✓ Mental health counseling   |  |  |
| ✓ Art therapy   | ✓ Music therapy  |  |  |
| ✓ Audiology (No PL in NV)   | ✓ Nail technician services (No GL Square Footage Cap)                    |  |  |
| ✓ Barber/hair stylist services (No GL Square Footage Cap)   | ✓ Occupational therapy (No PL in IN)                                     |  |  |
| ✓ Beautician/cosmetology services (No GL Square Footage Cap)  | <ul> <li>Personal training (health &amp; fitness)</li> </ul>             |  |  |
| ✓ Dance therapy   | ✓ Psychology (No PL in IN)   |  |  |
| ✓ Diet/nutrition services   | ✓ Pilates instruction  |  |  |
| ✓ Drama therapy   | ✓ Small salon owner (No GL Square Footage Cap)                           |  |  |
| ✓ Esthetician services (No GL Square Footage Cap)   | ✓ Social work services   |  |  |
| ✓ First aid and CPR training  | ✓ Speech therapy (No coverage in NV)                                     |  |  |
| ✓ Hypnosis  | ✓ Substance abuse counseling   |  |  |
| ✓ Marriage and family therapy   | ✓ Yoga instruction   |  |  |
| Available Products: PL & GL*PL Revenue Limit: \$5MGL Gross Sales Limit: \$5Mphone) State Exclusions: No PL in IN          | mit: \$5M Coverage/Liability Aggregate Limit: \$2M Online (up to \$3M by |  |  |
| ✓ Home health aide  | ✓ Personal care aide   |  |  |
| JANITORIAL SERVICES   | TOP  |  |  |
| Available Products: GL* GL Payroll Limit: \$500K Coverage/Liability 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 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)                              |  |  |

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| LEGAL SERVICES  | TOP  |  |  |  |
|---|--|--|--|--|
| Available Products: PL & GL PL Revenue Limit: \$5M GL Payroll Limit: \$3      | M Coverage/Liability Limit: \$5M   |  |  |  |
| ✓ 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 GL Square Footage Cap: 35K Coverage/Liability L        | .imit: \$5M  |  |  |  |
| ✓ Legal services  | ✓ Trustee services   |  |  |  |
| MARKETING & PUBLIC RELATIONS  |  |  |  |  |
| Available Products: PL & GL PL Revenue Limit: \$5M GL Payroll Limit: \$       | Coverage/Liability Limit: \$5M   |  |  |  |
| ✓ 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   | -<br><u>TOP</u>  |  |  |  |
| Available Products: PL & GL* PL Revenue Limit: \$5M GL Payroll Limit: \$      | 3M Coverage/Liability Limit: \$5M  |  |  |  |
| ✓ 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   | <u>TOP</u>   |  |  |  |
| Available Products: PL & GL* PL Revenue Limit: \$5M (\$500K in CA) GL         | Payroll Limit: \$3M (\$500K in CA) Coverage/Liability Limit: \$5M (\$3M in |  |  |  |
| CA, \$1M in NY) State Exclusions: No PL in CO, IA, ID, KY, LA, MS, ND.        |  |  |  |  |
| ✓ Property management   | ✓ Real estate agent/broker (No PL in VT)                                   |  |  |  |
| RETAIL  | TOP  |  |  |  |
| Available Products: GL* GL Revenue Limit: \$3M Coverage/Liability Limit: \$2M |  |  |  |  |
| ✓ Appliance stores  | ✓ Home furnishing stores   |  |  |  |
| ✓ Clothing apparel stores   | ✓ Jewelry stores   |  |  |  |
| ✓ Electronic stores   | ✓ Other stores (no food/drink)   |  |  |  |
| ✓ Florists  | ✓ Other stores (with food/drinks)  |  |  |  |
| TECHNOLOGY  | тор  |  |  |  |
| Available Products: PL & GL PL Revenue Limit: \$5M GL Payroll Limit: \$       | BM Coverage/Liability Limit: \$5M  |  |  |  |
| ✓ 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  |  |  |  |

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## www.hiscox.com/kraft-lake

## Hiscox specializes in offering tailored admitted coverage for small businesses.

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|  | Professional Liability  | General Liability   |
|--|---|---|
| What are the revenue limits?   | Up to \$5 million   | Up to \$5 million   |
| Are there any exceptions to revenue limits?                            | <ul><li>Yes</li><li>Revenue limits can vary depending on class of business</li></ul>  | <ul><li>Yes</li><li>Revenue limits can vary depending on class of business</li></ul>  |
| What are the coverage limits?  | <ul> <li>\$2 million aggregate<br/>available online</li> <li>Up to \$5 million aggregate upon<br/>submission to Hiscox</li> </ul>   | <ul> <li>\$2 million aggregate<br/>available online</li> <li>Up to \$5 million aggregate limit<br/>upon submission to Hiscox</li> </ul>   |
| Admitted product?  | Yes   | Yes   |
| ISO based form?  | No  | Yes   |
| Are defense costs included within limit?                               | Yes   | No  |
| Deductible   | Various options ranging from \$0-\$10,000   | No deductible   |
| What is covered?   | Work completed by employees   | Includes actions of employees<br>and temporary staff  |
| Minimum premium  | \$270   | \$350   |
| Monthly cost?  | Starts from \$22.50/mo.   | Starts from \$29.17/mo.   |
| Auto pay by credit card monthly?                                       | Yes   | Yes   |
| What discounts are<br>available (subject to<br>minimum premium rules)? | • 5% multi-policy discount  | <ul> <li>5% multi-policy discount</li> <li>Up to 5% discount for<br/>work-from-home businesses</li> </ul>   |
| Additional features  | <ul> <li>\$200,000 software copyright infringement<br/>coverage added for most software businesses</li> <li>Full retro-coverage for unknown claims from<br/>previous work for most<br/>classes of business</li> </ul> | <ul> <li>Available as a stand-alone</li> <li>Damage to premises rented (\$100,000)</li> <li>Personal injury included for all classes of<br/>business (COBs) except direct marketing,<br/>public relations, graphic designers, real<br/>estate agents, legal services, recruiting,<br/>marketing and research consulting</li> <li>Optional business equipment coverage<br/>up to \$25,000 for most COBs</li> </ul> |
| Availability   | All states except:<br>AK  | All states except:<br>AK  |

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.