

Underwriting Basics – Turning Your Submission Into a Quote

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Preparing and Presenting the Submission

A submission is more than an application

The pre-submission conversation with the underwriter

Preparing for the prospect/client interview

Importance of a narrative



Preparing and Presenting the Submission

Financial information

Historical data

Inspections (broker and/or carrier)

What is needed in terms of coverage, pricing and service



Preparing and Presenting the Submission

Past challenges and deal-breakers

Presenting loss history

Reviewing the quotation

Negotiating the terms of the offer

COPE

Construction

Occupancy

Protection

External exposures

RCP Code

1st digit

1 - non-sprinklered

4 - sprinklered

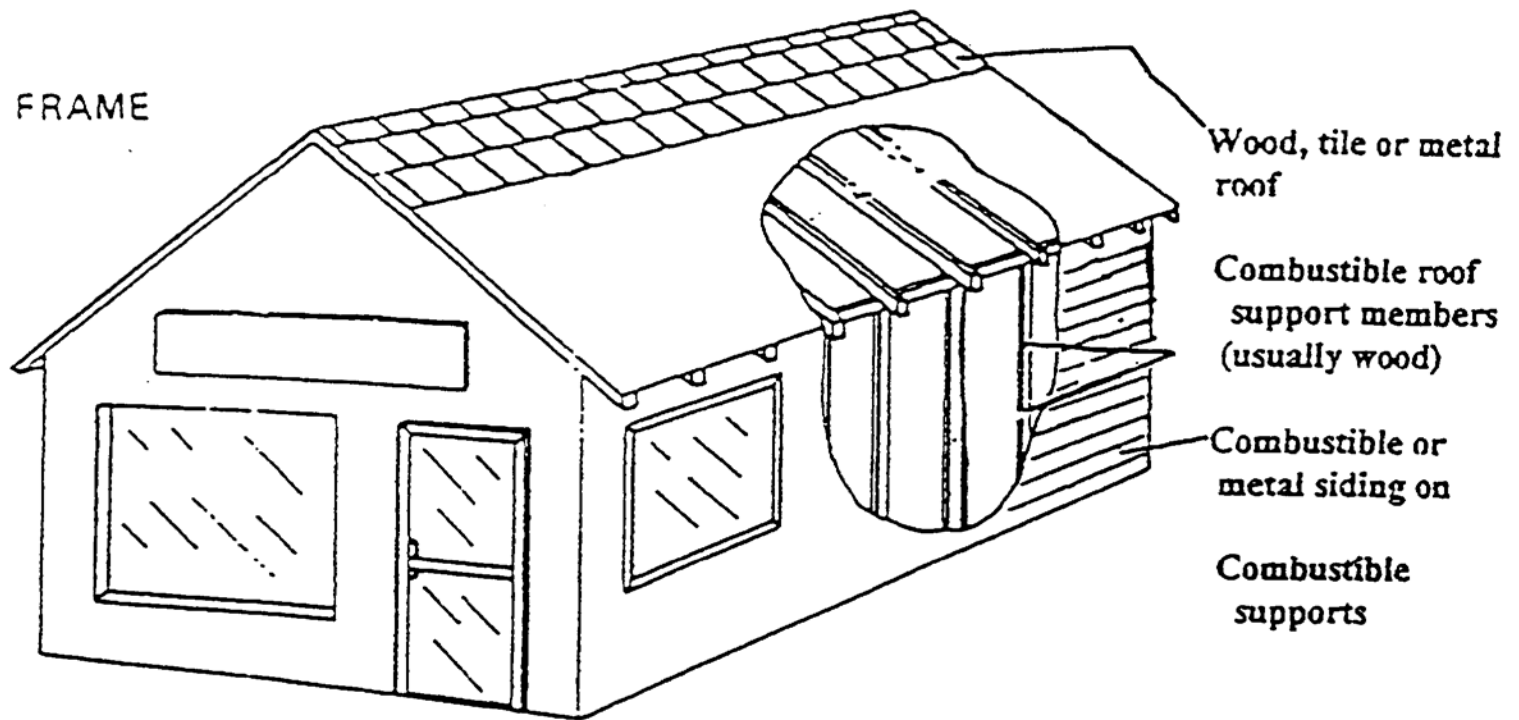
2nd digit - Construction Type

3rd digit – Protection Class

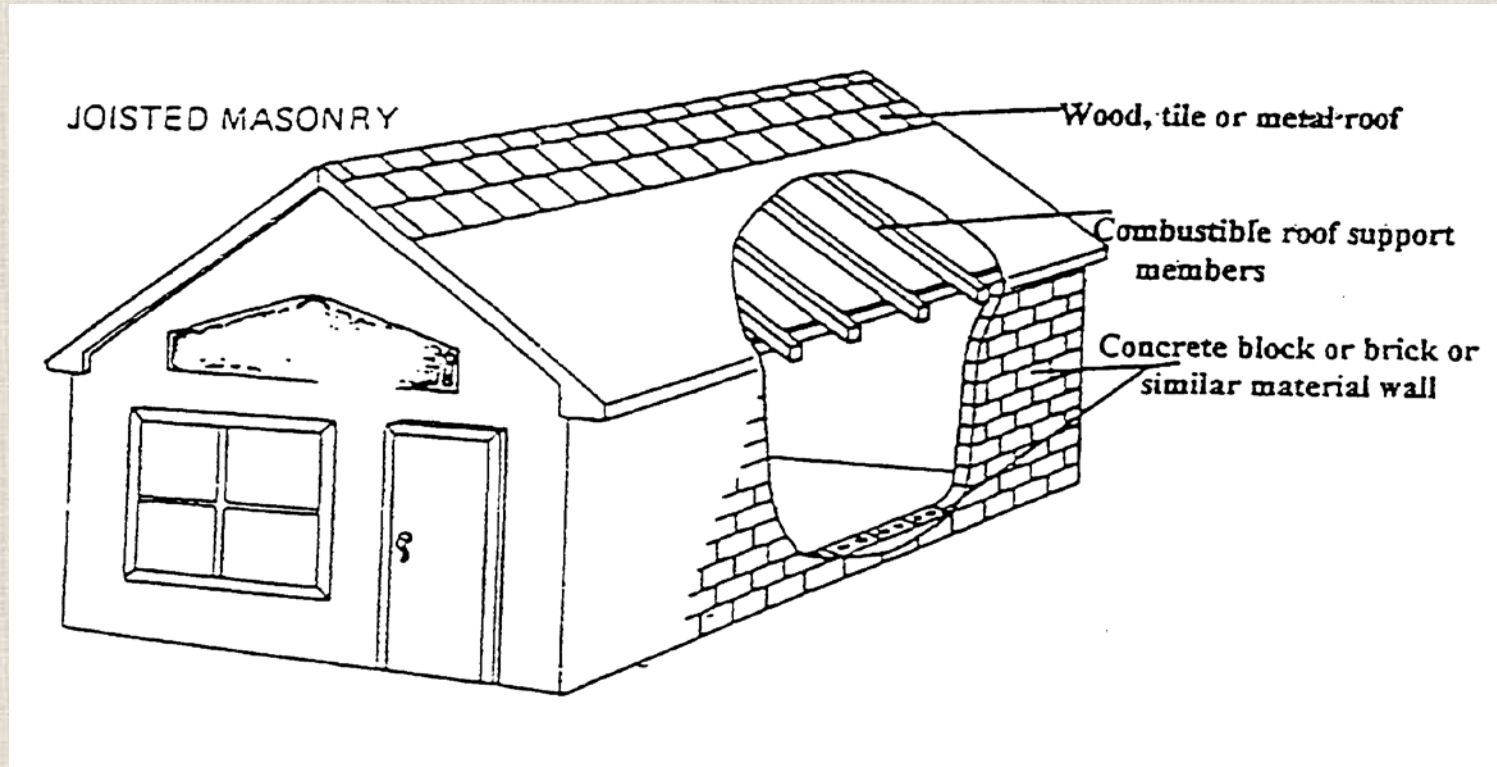
Construction Classifications

1. Frame
2. Joisted Masonry
3. Non-Combustible
4. Masonry Non-Combustible
5. Modified Fire Resistive
6. Fire Resistive

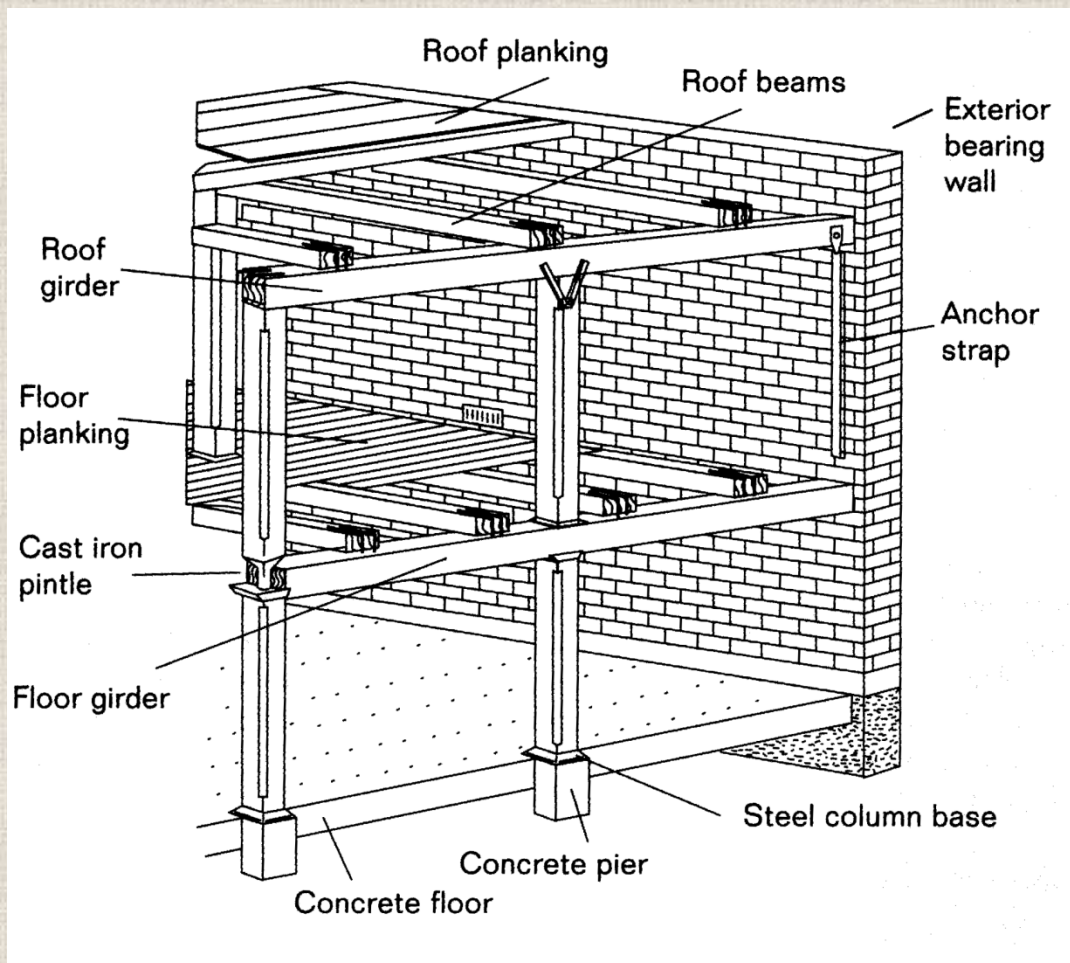
Frame



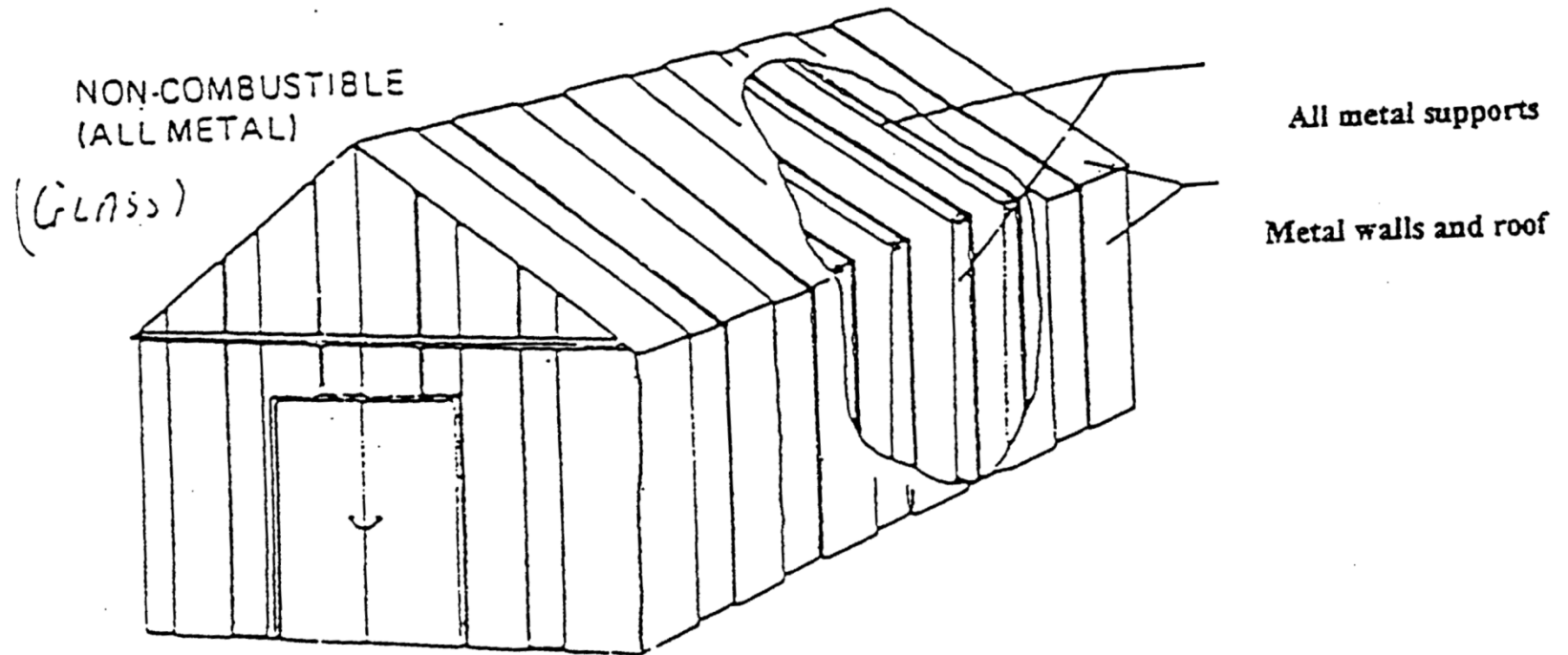
Joisted Masonry



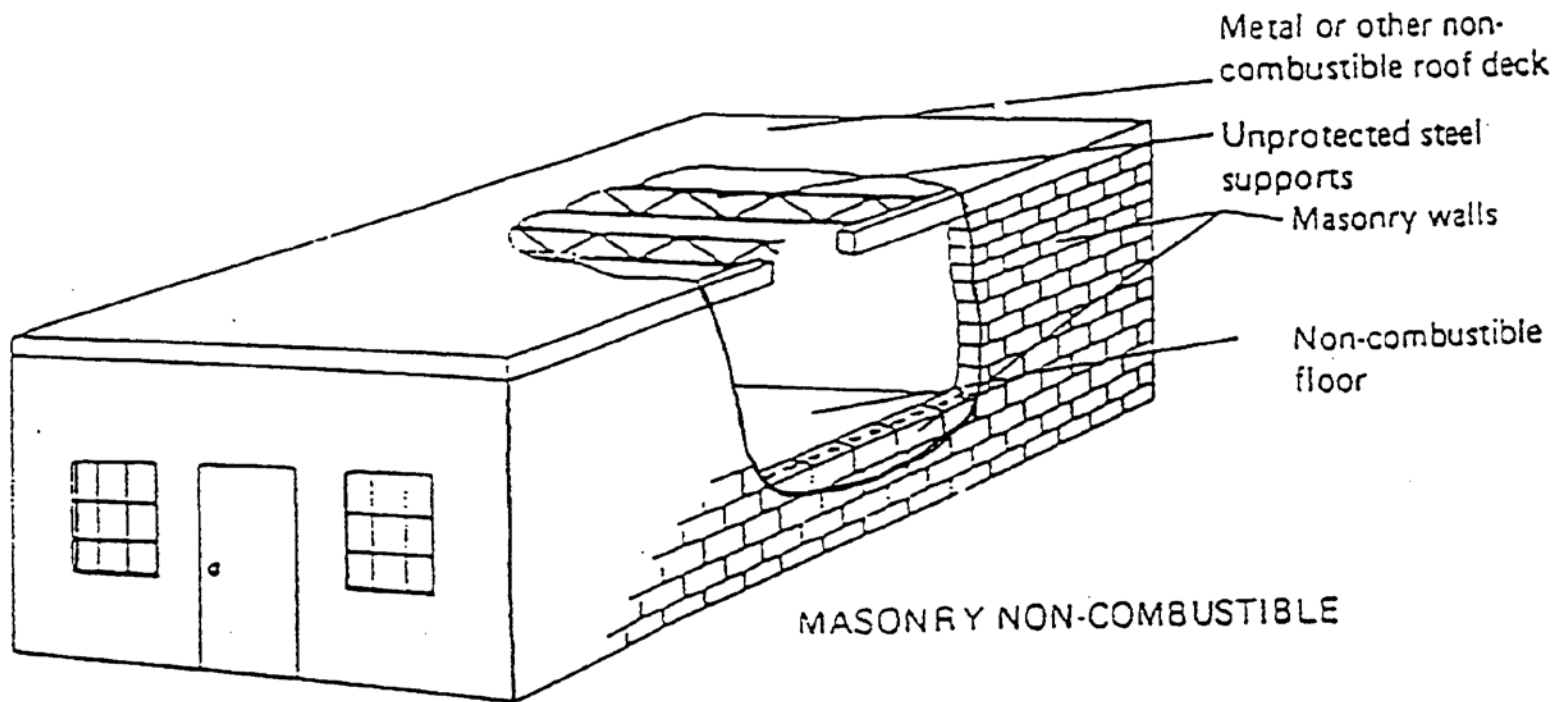
Mill Construction



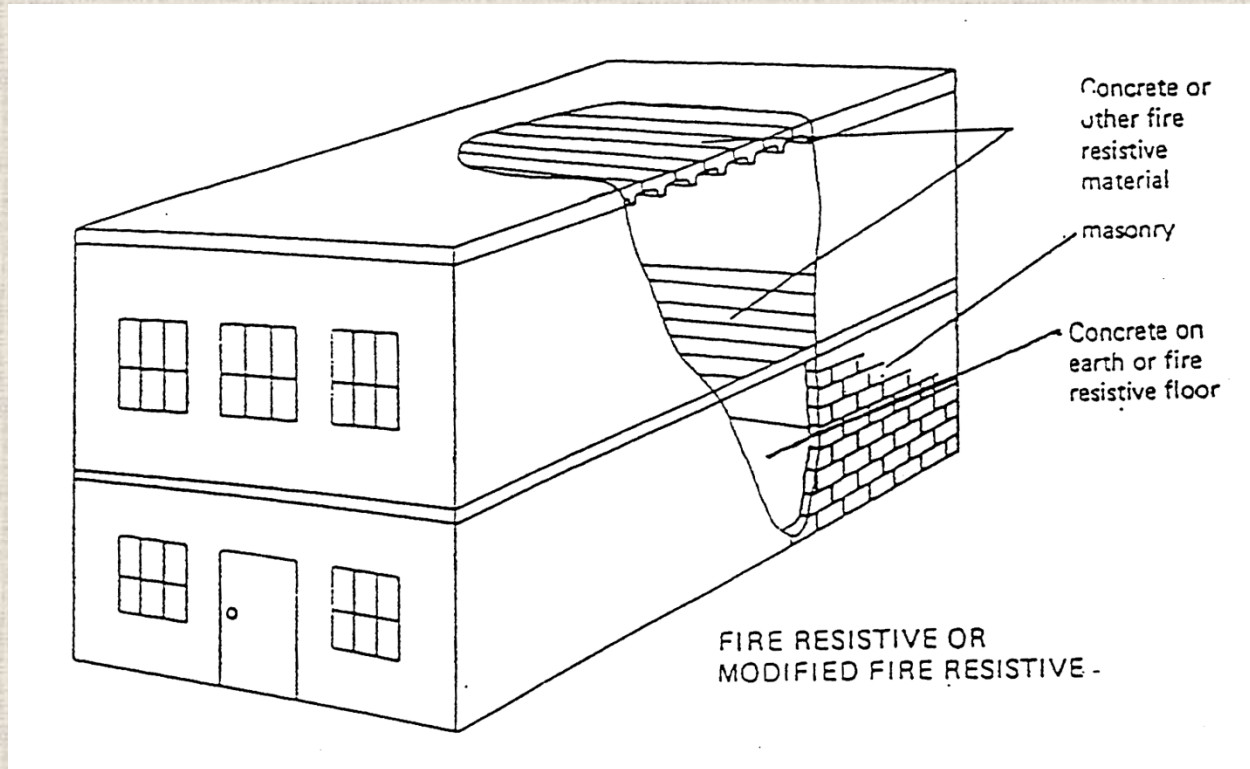
Non-Combustible



Masonry Non-Combustible



Fire Resistant





Occupancy

- Habitational
- Office
- Institutional
- Mercantile
- Service
- Manufacturing



Public Fire Protection

ISO Protection Class

1 through 10

Development of a Protection Class

Water Supply (40%)

Fire Department (50%)

Fire Alarm (10%)



Sprinklers

ISO Sprinkler Credit

**Protective Safeguards
Endorsement**



General Liability

Coverages

Classifications

Premium Bases



Auto

Drivers

Symbols

Vehicle Classification



Workers' Compensation

FEIN

3a. and 3c. states

Number of employees

Proper Classification

Accurate payroll