### Benchmarq Package: What we’ve written lately

How our scalability can help agents like you do more business

Benchmarq is the broad and flexible solution you need to successfully sell to lower middle market clients – plus bigger companies, if you’re doing business with them.

Take a look at some accounts agents have written with Chubb. Then see if you can set up one of our successes the next time around.

<table>
<thead>
<tr>
<th>Account description</th>
<th>Premium</th>
<th>Lines of insurance</th>
<th>Why Chubb?</th>
</tr>
</thead>
<tbody>
<tr>
<td>Non-residential building operators – real estate</td>
<td>$160,000</td>
<td>• Benchmarq Package • Umbrella • Excess</td>
<td>• Account round from existing excess relationship • Risk engineering and building valuation • Speed and responsiveness • Agency relationship</td>
</tr>
<tr>
<td>Commercial printer – manufacturing</td>
<td>$122,000</td>
<td>• Benchmarq Package • Auto • Umbrella</td>
<td>• Comprehensive coverage • Quick response time • Agency relationship • Equipment breakdown expertise</td>
</tr>
<tr>
<td>Paper products – manufacturing</td>
<td>$120,000</td>
<td>• Benchmarq Package • Auto • Umbrella</td>
<td>• Ease of transaction • Ability to fill in coverage gaps • Broad coverage • Risk engineering – property and equipment breakdown</td>
</tr>
<tr>
<td>Bakery cookies and crackers – food</td>
<td>$105,000</td>
<td>• Benchmarq Package • Auto • Umbrella • Workers’ Compensation</td>
<td>• Strong agency relationship • Speed and responsiveness • Our expertise with food risks • Risk engineering engagement</td>
</tr>
<tr>
<td>Aircraft parts – manufacturing</td>
<td>$100,000</td>
<td>• Benchmarq Package • Auto • Excess • Workers’ Compensation</td>
<td>• Ability to offer aviation products coverage through our aviation team • Agency relationship • Customer had outgrown their regional carrier relationship</td>
</tr>
</tbody>
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| Printed circuit boards – technology     | $93,000 | • DigiTech – Cyber and E&O
• Benchmarq Package
• Workers’ Compensation
• Auto
• Umbrella                  | • Ability to address coverage gaps
• Cross-sell from financial lines
• Broad coverages from one underwriter
• DigiTech/Cyber capabilities |
| Insurance agents and brokers – financial institution | $50,000 | • Benchmarq Package
• Auto
• Umbrella
• Accident                       | • Customized coverage
• Underwriter well-versed in this segment
• Pricing, terms and conditions
• Account on target list |
| Law firm – professional services       | $54,000 | • Benchmarq Package
• Auto
• Umbrella
• Workers’ Compensation           | • Law firm expertise
• Agency relationship
• Ease, responsiveness and speed |
| Pre-packaged software – technology     | $42,000 | • Benchmarq Package
• Auto
• Umbrella
• E&O                             | • Technology expertise from one underwriter
• Quick turnaround
• Flexible and tailored coverage |

**Ready to sell Benchmarq?**

Head back to our website to download additional sales materials to win businesses over — and start selling.