

CHUBB®

# Benchmark Package: What we've written lately

## How our scalability can help agents like you do more business

Benchmark 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.



Account description	Premium	Lines of insurance	Why Chubb?
A precision metal component manufacturer for the auto industry	\$340,000	<ul style="list-style-type: none"> <li>• Benchmark Package</li> <li>• Auto</li> <li>• Work Comp</li> <li>• Umbrella</li> </ul>	<ul style="list-style-type: none"> <li>• Risk engineering engagement with this prospect</li> <li>• Expertise in complex work comp – this was the lead line</li> <li>• Agency relationship</li> <li>• This was a prospect - we asked for the opportunity</li> </ul>
Bakery - bread, cookies and pastries	\$115,000	<ul style="list-style-type: none"> <li>• Benchmark Package</li> <li>• Auto</li> <li>• Umbrella</li> </ul>	<ul style="list-style-type: none"> <li>• Current Financial Lines customer who we targeted for cross sell</li> <li>• Strong agency relationship</li> <li>• Speed and responsiveness</li> </ul>
Cut and sew apparel manufacturer	\$45,788	<ul style="list-style-type: none"> <li>• Benchmark Package</li> <li>• Auto</li> <li>• Umbrella</li> <li>• Ocean Cargo</li> </ul>	<ul style="list-style-type: none"> <li>• Ease of transaction</li> <li>• Ability to fill in coverage gaps</li> <li>• Broad coverage</li> </ul>
Metal barrels, drum and pail manufacturer	\$210,800	<ul style="list-style-type: none"> <li>• Benchmark Property</li> <li>• Work Comp</li> <li>• Auto</li> </ul>	<ul style="list-style-type: none"> <li>• Flexible and tailored coverage</li> <li>• Products specialization</li> <li>• Competitive terms and pricing</li> <li>• Underwriter's expertise in this segment</li> </ul>
Business Association	\$58,800	<ul style="list-style-type: none"> <li>• Benchmark Package</li> <li>• Work Comp</li> <li>• Auto</li> <li>• Umbrella</li> <li>• Foreign-Trip Travel</li> </ul>	<ul style="list-style-type: none"> <li>• Comprehensive coverage</li> <li>• Quick response time</li> <li>• Agency relationship</li> <li>• Worldwide policy</li> </ul>

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Computer programming for customer owned robotics	\$68,000	<ul style="list-style-type: none"> <li>• Digitech-Cyber and E&amp;O</li> <li>• Benchmark Package</li> <li>• Work Comp</li> <li>• Auto</li> <li>• Umbrella</li> </ul>	<ul style="list-style-type: none"> <li>• Ability to address coverage gaps</li> <li>• Our expertise in the technology segment</li> <li>• Speed and ease of transaction</li> <li>• Broad coverages from one underwriter</li> </ul>
Aerospace, military, and commercial fastener distributor	\$106,000	<ul style="list-style-type: none"> <li>• Benchmark Package</li> <li>• Auto</li> <li>• Umbrella</li> <li>• Work Comp</li> </ul>	<ul style="list-style-type: none"> <li>• Ability to offer aviation products coverage through our Aviation team</li> <li>• Agency relationship</li> <li>• Customer had out grown their regional carrier relationship</li> </ul>
Family owned vineyard in Texas	\$14,000	<ul style="list-style-type: none"> <li>• Benchmark Package</li> <li>• Auto</li> <li>• Umbrella</li> </ul>	<ul style="list-style-type: none"> <li>• Customized coverage</li> <li>• Underwriter well versed in this segment</li> <li>• Pricing, terms and conditions</li> </ul>
Computer programming service provider	\$17,700	<ul style="list-style-type: none"> <li>• Benchmark Package</li> <li>• Auto</li> <li>• Umbrella</li> <li>• E&amp;O</li> </ul>	<ul style="list-style-type: none"> <li>• Technology expertise from one underwriter</li> <li>• Quick turn around</li> <li>• Flexible and tailored coverage</li> </ul>
Law Firm	\$25,000	<ul style="list-style-type: none"> <li>• Benchmark Package</li> <li>• Crime</li> <li>• Work Comp</li> <li>• Umbrella</li> <li>• HNO Auto</li> </ul>	<ul style="list-style-type: none"> <li>• Responsiveness and ease</li> <li>• Competitive pricing</li> <li>• Agency relationship</li> </ul>

## Ready to sell Benchmark?

Head back to [our website](#) to download additional sales materials to win businesses over – and start selling.

Chubb is the marketing name used to refer to subsidiaries of Chubb Limited providing insurance and related services. For a list of these subsidiaries, please visit our website at [www.chubb.com](http://www.chubb.com). Insurance provided by ACE American Insurance Company and its U.S. based Chubb underwriting company affiliates. All products may not be available in all states. This communication contains product summaries only. Coverage is subject to the language of the policies as actually issued. Surplus lines insurance sold only through licensed surplus lines producers. Risks subject to full underwriting review and acceptance; premiums may vary. Reasons listed for why an insured chose Chubb based on perceptions of Chubb employees from communications with producers. Chubb is the world's largest publicly traded property and casualty insurer. With operations in 54 countries and territories, Chubb provides commercial and personal property and casualty insurance, personal accident and supplemental health insurance, reinsurance and life insurance to a diverse group of clients. Chubb Limited, the parent company of Chubb, is listed on the New York Stock Exchange (NYSE: CB) and is a component of the S&P 500 index.

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