

New Business Insurance for Small Contractors



NFP has the ability to place any line of coverage that a typical contractor needs.

- Commercial Package or Business Owners Policy: General Liability and Property
When applicable we can also include:
 - Contractor's E&O
 - EPLI
 - Cyber
- Umbrella
- Inland Marine: Equipment Floater/Builder's Risk
- Workers' Compensation
- Business Auto

The Process

- 1 Submit new business opportunity to corresponding regional inbox (Determined by insured's primary location – see below for states and appropriate region inbox to forward referral information) and to Jenna Reed at Jenna.Reed@nfp.com.
 - Please include prospect's contact information and brief overview of the opportunity.
 - Brief overview of the company
 - Type of work (labor category, union, non-union, etc.)
 - Number of employees/equipment owned
 - Type of coverage/limits requested (general liability, workers' compensation, pollution, etc.)
 - Any projects in the prospect's work pipeline?
- 2 NFP sales agent will be assigned and will send confirmation of receipt to the referral source and copy Jenna Reed at NFP on correspondence to maintain oversight of processing.
- 3 Prospective client receives call/email within 24-48 hours.
- 4 Sales agent will handle the prospect, cradle-to-grave and will include referring party if needed or when the opportunity is closed.
- 5 Upon bind request, the referring source will be notified of the close and the account dedicated Small Business Unit service team member will be introduced to the client.
- 6 The service team and Jenna Reed will manage the life cycle of the client relationship including renewal reviews within Small Business Unit standards. If there is a need for collaboration between renewal and renewals planning, that will take place 90 days in advance of the expiration dates.

Where to Send Referrals

📍 **Central** – IL, MI, ND, SD, NE, KS, OK, MN, IA, MO, AR, LA, TN, KY, OH, IN, WI

✉️ NewBusiness-Central-Select@nfp.com

📍 **Mid Atlantic** – DC, DE, MD, NC, PA, SC, VA, WV, FL, GA

✉️ james.nichols@nfp.com and megan.lively@nfp.com

📍 **New England** – CT, MA, ME, NH, VT

✉️ NewBusiness-NewEngland-Select@nfp.com

📍 **Northeast** – NY, NJ

✉️ NewBusiness-Northeast-Select@nfp.com

For more information, contact Jenna Reed at jenna.reed@nfp.com or visit the Ullico and NFP Partnership at <https://digital.nfp.com/pc/Ullico>