



**THE BEST WAY TO GROW YOUR  
AGENCY'S BUSINESS?  
PARTNER WITH SPECIALISTS.**

Amid increasing uncertainty and crowded, commoditized markets, we offer an alternative: opportunities to expand your portfolio into lucrative new categories. McNeil & Co. is focused on value and industry expertise.

## **WHAT SETS US APART FROM OUR COMPETITORS?**

### **INSURANCE BUILT FROM THE INSIDE OUT**

We can say, "We are who we insure," because every McNeil program meets category-specific needs and is led by professionals who've worked directly in the industries we serve.

### **SUPERIOR, IN-HOUSE CLAIMS HANDLING**

Nothing builds or tests client relationships like a loss, and we've worked tirelessly to ensure that our claims handling is the fastest and most effective in our industry. Expect technical expertise, quick turnaround and a direct line to a claim manager you'll get to know and trust.

### **THE ROOM & SUPPORT YOU NEED TO GROW**

Stop chasing the same clients and start adding new ones. Whether you're a new producer or simply looking to expand your offerings, we can help you add to your portfolio. Along with best-in-class programs, our team can provide category-specific training and help identify prospects in your area.

## **LET'S TALK ABOUT OPPORTUNITIES FOR YOUR AGENCY.**

**800-822-3747**

[mcneilandcompany.com/for-agents](http://mcneilandcompany.com/for-agents)

### **CLOSED AGENCY DISTRIBUTION**

McNeil & Co. has grown through understanding of our clients' businesses and long-term relationships. We work with agencies that share our values: providing a superior product and direct support from our territory managers.

### **30+ YEARS OF STABILITY & EXPERTISE**

Now more than ever, small businesses need insurance that is comprehensive and reliable. We were first to many of the categories we cover, and while competitors come and go, we've weathered changes and built an unparalleled track record.



Less competition. More expertise. And a best-in-class range of products ready to help you expand your portfolio.



30+ years serving the real needs of fire and rescue service organizations

**TARGETS:** Volunteer fire, rescue and emergency service organizations nationwide

**EDGE:** Our first program - no one understands this category more deeply than we do



First-ever insurance program for wildland fire suppression industry

**TARGETS:** Wildland firefighting contractors, incl. engines, tenders, hand crews and related services

**EDGE:** More than 30 years of success insuring the fire industry



Leader in specialized insurance for fire protection businesses

**TARGETS:** Sale and service of fire extinguishers, suppression systems, emergency apparatus and equipment and alarm systems

**EDGE:** Offering a comprehensive insurance package, including E&O, since 1999



Specialized insurance for animal welfare organizations

**TARGETS:** Humane societies, SPCAs, animal shelters, veterinary hospitals/clinics and other domestic animal organizations

**EDGE:** Extensive insurance for the animal care industry, incl. Veterinarian Professional liability



Extensive insurance program for outdoor recreation and hospitality

**TARGETS:** Outdoor recreation businesses incl. hunting clubs, resorts/lodges, outfitters & guides, B&B/inns, plus many others

**EDGE:** Unique coverage package designed by industry pros, incl. broad property extensions



Specialized insurance for durable and home medical equipment businesses and orthotics and prosthetics facilities

**TARGETS:** HME/DME retailers, dealers, distributors and orthotic/prosthetics facilities

**EDGE:** Customized coverage, incl. professional liability, designed specifically to meet the needs of HME/DME and O&P industries



30+ years insuring environmental and restoration contractors

**TARGETS:** Asbestos, lead, mold abatement, fire/water restoration contractors and many others

**EDGE:** Comprehensive coverage incl. pollution liability and completed operations



Best-in-class insurance for the private ambulance industry

**TARGETS:** For-profit ambulance companies

**EDGE:** Specialized coverage for the commercial ambulance owner since 1997



Benefits and financial support for emergency service volunteers

**TARGETS:** Volunteer fire and EMS organizations

**EDGE:** Portfolio of benefits for volunteer Fire/EMS personnel, incl. Group Life, Accident & Sickness and Critical Illness coverage

## BAR, TAVERN, CLUB

E&S coverage for on-premise alcohol sales and consumption

**TARGETS:** Local bars/pubs/taverns, cocktail lounges, comedy clubs, fraternal organizations

**EDGE:** E&S market (incl. Assault & Battery) accepting hard-to-place risks not suitable for the admitted market

## QUESTIONS ABOUT A PROGRAM? GET IN TOUCH.

We're ready to train and support new producers in your agency or help answer industry-specific questions about your clients' business.

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