



BRING IN THE SPECIALIST.

ABOUT NSU

National Specialty Underwriters, Inc. (NSU) is a commercial insurance program administrator and specialty wholesaler serving independent retail agents and brokers. We specialize in the Hospitality, Healthcare, Property, and Casualty Umbrella industries.

NSU is a closely held corporation formed in 1995 by Chris Randall, President and CEO. Our Headquarters are based in Bellevue, Washington with four branch offices located in Illinois, Georgia, Florida, and New York.

OUR CUSTOMER: THE RETAIL BROKER

NSU works only through agents and brokers to provide open wholesale broking as well as exclusive, proprietary programs. Our programs have no broker bias and cannot be accessed anywhere else. Our approach benefits our customers with broader coverage and higher limits, at prices made affordable through our volume buying power. Count on NSU for industry expertise as well as friendly and responsive service.



NSU ADVANTAGE

SPECIALIZATION

Our company is organized into four distinct divisions where the sales and service teams are dedicated to a specific industry or type of risk. Our four divisions are Hospitality, Healthcare, Property, and Casualty Umbrella.

STREAMLINED PROCESSING

We process your applications quickly and provide indications early in the process with our dedicated underwriting and production units, customized forms, and market relationships. This helps create a satisfied policyholder and more time for you to work with other clients and prospects.

SECURE MARKETS

As a wholesale specialist, we work with over 100 admitted and non-admitted insurance companies, allowing us to find the right coverage, price, and features for all of your target clients. We offer financially secure and reputable markets with top ratings by A.M. Best and claims paying power as rated by Standard and Poor's. We select our insurance partners based on their financial strength, stability, service capabilities, and commitment to the long-term success of our programs.

THE POWER OF PROGRAMS

Our programs provide you with an exclusive product to offer your client to help differentiate yourself in the marketplace. We use purchasing groups to offer greater buying power which means competitive and predictable pricing, with broader coverage and flexibility.

OPEN TO RETAIL BROKERS

We are open for business in all 50 states, and only work through independent retail agents and brokers. Our Programs have no broker bias and cannot be accessed anywhere else. Our Account Executives are always available to support you and provide complete and accurate answers to your questions. Count on us for dependable, responsive, and professional service.

SUPERIOR SERVICE

We have a full time staff of experienced underwriters dedicated to our hotel program. We offer pre-determined rates and consistent set of underwriting criteria, and superior claims handling and loss control services. Our Compliance staff makes the filing and processing of Surplus Lines hassle-free for our retail agents and brokers. Our loss control professionals can help reduce your client's long term costs by providing recommendations to prevent injuries, claims, and lawsuits.



NSU DIVISIONS

NSU HOSPITALITY offers exclusive and proprietary property and casualty insurance for all major segments of the hospitality industry. As a result of group purchasing power we offer competitive pricing that provides the needed security to any size client with high umbrella limit options up to \$300,000,000. NSU Hospitality provides you with expertise, broader coverage and higher limits, at prices made affordable through our volume buying power.

Risks We Insure:

- Upscale Hotels
- Business Class Hotels
- Select Service Hotels
- Resorts
- Gaming Hotels
- Mid-scale Hotels

NSU HEALTHCARE provides regional sales teams with access to over 25 major medical professional liability insurance companies. We have made a specialty of hospitals, medical facilities, physician groups, and non-standard physicians. NSU Healthcare specializes in the medical professional liability, general liability, and umbrella/excess insurance needs of the healthcare industry. NSU Healthcare offers top quality markets, regional expertise, comprehensive coverage, fast indications and competitive rates.

Risks We Insure:

- Hospitals
- Physician Groups
- Individual Physicians
- Allied Healthcare
- Life Sciences
- Long Term Care

NSU PROPERTY is a wholesale broker with access to over 30 carriers in domestic and foreign markets. We specialize in tough-to-place commercial properties, particularly those with catastrophic exposure to wind, flood, and earthquake. We can accommodate your clientele, from single locations to multi-state schedules, with all types of construction considered. NSU Property has the ability to customize property quotations to fit your clients' needs with a variety of deductible options and coverages.

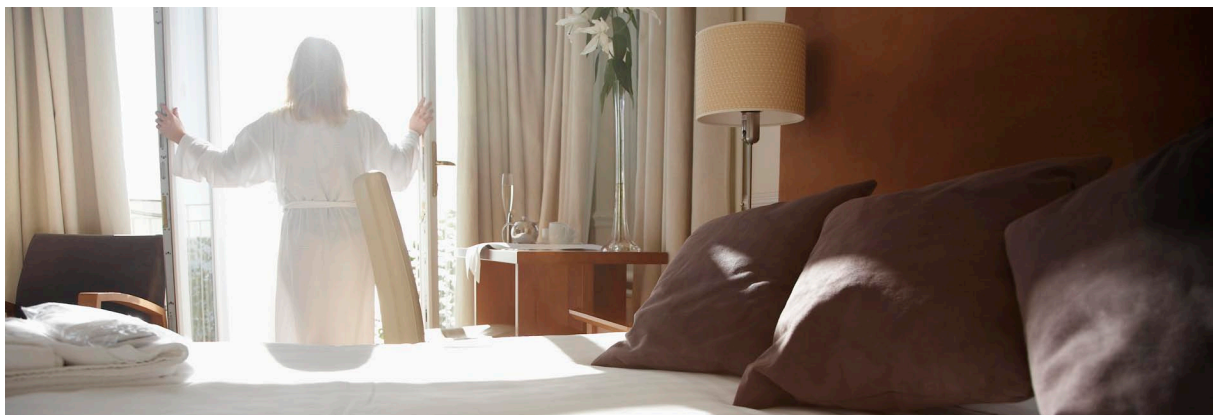
Risks We Insure:

- Condominiums
- Warehouses
- Religious Institutions
- Apartment Buildings
- Office Buildings
- Hotels/Motels
- Shopping Centers
- Aircraft Hangars

NSU CASUALTY delivers exceptional programs and service to the commercial insurance marketplace in the form of Casualty Umbrella and Excess coverage placement, primarily on an admitted basis. NSU Casualty offers a competitive, risk purchasing group commercial real estate product and a customized select service hotel umbrella program. NSU Casualty provides you with fast response, exceptional pricing, and flexible limit options.

Risks We Insure:

- Residential and Commercial Real Estate
- Select Service Hotels
- Other Commercial Risks



LOCATIONS

BELLEVUE

HEADQUARTERS

Hospitality & Healthcare

10900 NE 4th Street, Suite 1100

Bellevue, WA 98004

ph: (425) 450-1090

fax: (425) 450-1026

CHICAGO

BRANCH OFFICE

Healthcare

200 W Madison Street, Suite 3410

Chicago, IL 60606

ph: (312) 676-5000

fax: (312) 676-5001

ATLANTA

BRANCH OFFICE

Hospitality & Healthcare

600 Galleria Parkway SE, Suite 1670

Atlanta, GA 30339

ph: (770) 618-2180

fax: (770) 618-2188

POUGHKEEPSIE

BRANCH OFFICE

Casualty

2649 South Road, Suite 101

Poughkeepsie, NY 12601

ph: (845) 452-3763

fax: (845) 452-4138

BOCA RATON

BRANCH OFFICE

Property

20283 State Road 7, Suite 400

Boca Raton, FL 33498

ph: (561) 995-7520

fax: (561) 995-7521

