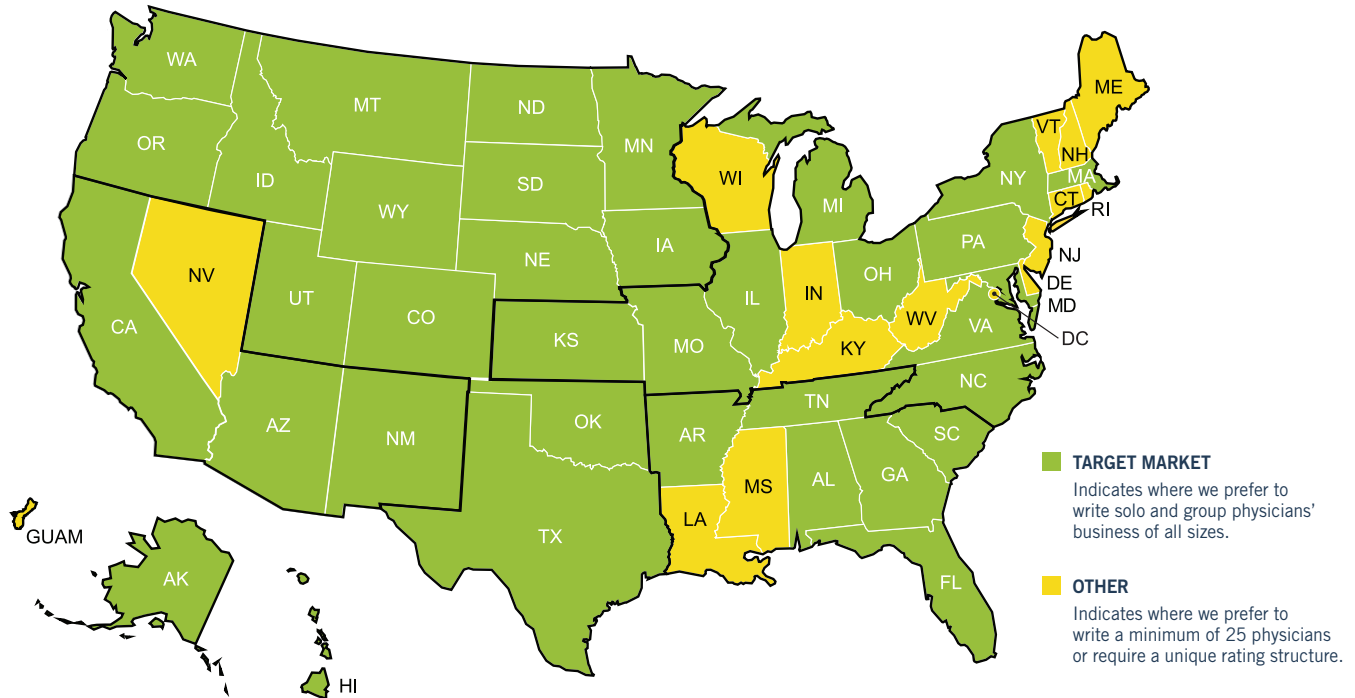


# APPETITE GUIDE

Solutions for Physicians, Surgeons, Groups, Dentists, Hospitals, and Health Systems

The Doctors Company is driven to help you efficiently deliver the best insurance solutions for your clients. This guide geographically displays our preferred risks, so you can easily prioritize your submissions and successfully write more business with us.

## THE DOCTORS COMPANY'S ADMITTED PRODUCT GEOGRAPHIC RISK FOCUS



## TARGET MARKETS AND COVERAGE OPTIONS

### Primary Areas of Focus

- ▶ Solo and Group Physicians
  - All Sizes
  - Coverage for Affiliated Facilities
- ▶ National Endorsement Programs

### Alternative Risk Solutions (Available in All States)

- ▶ Fronting Agreements (with or without captive reinsurance)
- ▶ Loss Portfolio Transfers
- ▶ Novations
- ▶ Excess/Umbrella Policies (with primary)

## THE DOCTORS COMPANY KEY CONTACTS

### NORTHWEST

#### Admitted Risks

NWRsubmissions@thedoctors.com

#### CORY JOHNSON

971.223.6306

cory.johnson@thedoctors.com

### SOUTHWEST

#### Admitted Risks

SWRsubmissions@thedoctors.com

#### JASON SEXTON

310.492.4781

jsexton@thedoctors.com

### NORTHEAST

#### Admitted Risks

NERsubmissions@thedoctors.com

#### BUCK LONG

517.324.6704

blong@thedoctors.com

### SOUTHEAST

#### Admitted Risks

SERsubmissions@thedoctors.com

#### CHRISTIAN GROUX

904.360.3090

cgroux@thedoctors.com

## NATIONAL BROKER CONTACTS

### BRUCE ANDERSON

Vice President, National Business Development

707.226.0206 bruce.anderson@thedoctors.com

### TODD ZEITER

Vice President, Underwriting

707.226.0167 tzeiter@thedoctors.com

