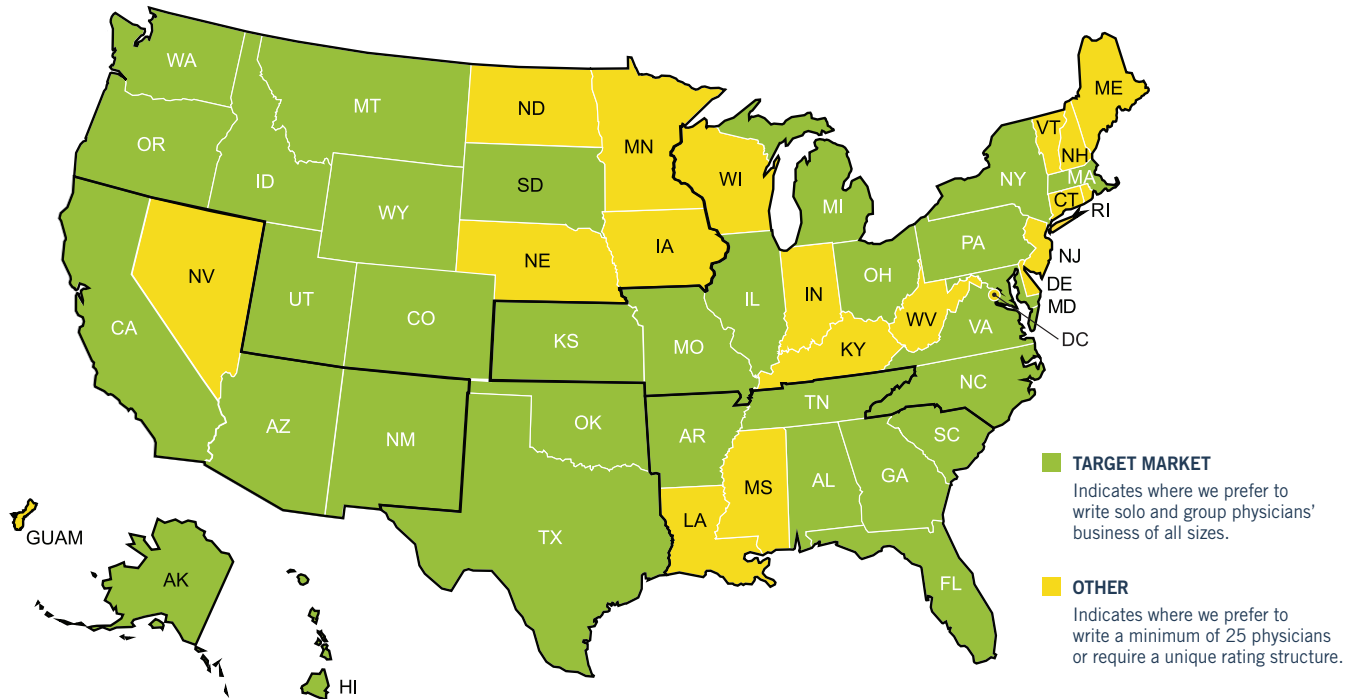


APPETITE GUIDE

Solutions for Physicians, Surgeons, Groups, Dentists

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

MELANIE SPIERING
971.223.6310
melanie.spiering@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

Senior Vice President, National Underwriting
707.226.0167 tzeiter@thedoctors.com

