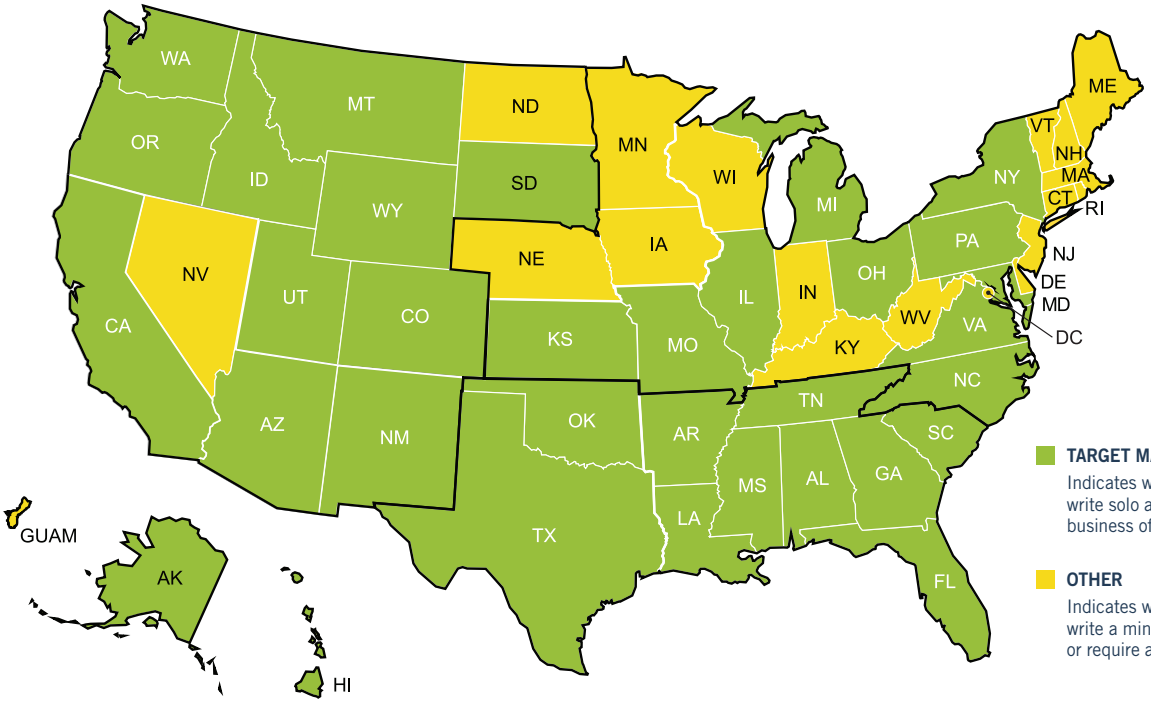
# APPETITE GUIDE

Solutions for Physicians, Surgeons, Groups, and 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

### REGION I

**Admitted Risks**

SWRsubmissions@thedoctors.com
NWRsubmissions@thedoctors.com

**JASON SEXTON**

310.492.4781 jsexton@thedoctors.com

### REGION II

**Admitted Risks**

NERsubmissions@thedoctors.com

**BUCK LONG**

517.324.6704 blong@thedoctors.com

**BRIAN DALTON** (All New York Risks)

631.248.2701 brian.dalton@thedoctors.com

### REGION III

**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

The Doctors Company
TDC GROUP

©2021 J13093 10/21