

Congratulations on graduating from our first ever Virtual CI Boot Camp! This is an exciting way to put you on the fast track to success as a commercial broker with RSA.

So what comes next?

We have built a CI Starter Guide just for broker partners like you. It's a handy reference sheet with a variety of important details as it relates to quoting and binding business with RSA. For more resources, please visit http://bit.ly/RSA_CI_Boot_Camp_Resource.

Thank you for your support and collaboration. We look forward to continuing to grow with you.

A Guide to Assessing Risk

Underwriters pay close attention to exposures presented by each risk in any business context. Risk acceptability will be determined by reviewing all relevant exposures. A quick way to learn more about the risks RSA is best suited to write is through using our <https://www.rsabroker.ca/sme-risk-checker>.

Appetite Summary

Here is a refresher on the sectors within the SME landscape that we have the strongest appetite for:



Focused on lower hazard operations



591 unique industry codes spanning multiple segments of the economy



Five locations or less



A revenue threshold of \$10,000,000 across most segments



SME/RSA - National Presence



US exposure up to 50% for select classes of business

Our three main segments:



Retail



B&P



Contracting



- **90% of total bound SME business comes from Business & Professional Services, Contracting, and Retail**
- **All three sectors can be written inside of RSA Pro®**

WHY RSA PRO®?



Instant support via live chat



Simple, streamlined and flexible quoting



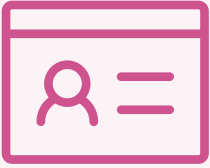
Quote and bind from anywhere at any time



Access to discounts

Up to 20% in built-in rate deviation
5% cap on renewals for the first two years

Visit the tool at rsapro.ca or visit our information page at rsabroker.ca/rsapro to learn more



Login information

- Use **BRAVO ID** and **password**
- For any support, contact servicedesk@rsagroup.ca or call **1.877.956.5651**

Submission Details

Use RSA Pro® for any submissions in the Business & Professional Services, Contracting and Retail segments. For regular submissions in all other segments, here is where you can send the details:

ATL: rsacommercial@rsagroup.ca

PRA: prairiesCI@rsagroup.ca

ONT: UW@rsagroup.ca

QC: entreprises.montreal@rsagroup.ca

PAC: sme@cns.ca

Our SME Package Foundation

RSA's SME insurance package includes



Property



Liability



Crime
& Fidelity



Business
Interruption



Equipment
Breakdown

How to Reach Us

We are here for you as you navigate your brokerage operations. Here is a list of our regional sales managers who you can reach at any time:

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Regional Sales Manager
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