

## Small Business Appetite Guide



Select an industry below to view available products, professions and revenue/coverage limits:

PRODUCT OVERVIEW	ARCHITECTURE & ENGINEERING	ARTISAN CONTRACTORS	CONSULTING	CREATIVE & DESIGN
FINANCIAL SERVICES	HEALTH, BEAUTY & FITNESS	JANITORIAL SERVICES	LANDSCAPING SERVICES	LEGAL SERVICES
MARKETING & PUBLIC RELATIONS	MISCELLANEOUS BUSINESS SERVICES	REAL ESTATE	RETAIL	TECHNOLOGY

ARCHITECTURE & ENGINEERING	<u>TOP</u>		
Available Products: PL & GL* Revenue Limits: \$500K Coverage/Liab	ility Limits: \$3M State Exclusions: No PL in NY, VA, VT		
✓ Architecture	✓ Engineering design services		
✓ Building/construction inspection	✓ Environmental engineering		
✓ Civil engineering	✓ Industrial engineering		
✓ Control systems integration/automation	✓ Landscape architect		
✓ Draftsman (including CAD/CAM)	✓ Process engineering		
✓ Electrical engineering	✓ Project manager (architecture or engineering)		
✓ Engineering	✓ Transportation engineering		
ARTISAN CONTRACTORS	TOP		
Available Products: GL* GL Revenue Limit: \$500K Coverage/Liability	y Limits: \$2M State Exclusions: NY		
✓ Air conditioning systems installation and repair	✓ Handyperson (no roof work)		
✓ Appliance and accessories installation and repair	Heating and air conditioning installation and repair (no liquefied petroleum gas (LPG))		
✓ Carpentry (interior only)	✓ Interior finishing work		
✓ Carpet, rug, furniture, or upholstery cleaning (customer's premises only)	✓ Locksmiths		
✓ Clock making and repair	✓ Masonry work		
✓ Door or window installation and repair	✓ Painting (interior only)		
✓ Driveway or sidewalk paving/repaving	✓ Plastering or stucco work		
✓ Drywall or wallboard installation and repair	✓ Plumbing (commercial and residential)		
✓ Electrical work (interior only)	✓ Sign painting and lettering (interior and exterior)		
✓ Fence installation and repair	✓ Tile, stone, marble, mosaic, or terrazzo work (interior only)		
✓ Floor covering installation (no ceramic tile or stone)	✓ Upholstery work		
✓ Glass installation and repair (no auto work)	✓ Window cleaning (nothing above 15 feet)		
CONSULTING	TOP		
Available Products: PL, GL, BOP* PL/GL Revenue Limit: \$5M BOP	Revenue Limit: \$3M Coverage/Liability Limits: \$5M		
✓ Business consulting	✓ Marketing consulting		
✓ Education consulting	✓ Research consulting		
✓ Human Resources (HR) consulting	✓ Resume consulting		
✓ IT consulting	✓ Strategy consulting		
✓ Management consulting	✓ Other consulting services		
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<sup>\*</sup> PL & GL: Available in all states except AK

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CREATIVE & DESIGN	<u>TO</u>		
Available Products: PL, GL, BOP* PL/GL Revenue Limit: \$5M BOP	Revenue Limit: \$3M   Coverage/Liability Limits: \$5M		
✓ Graphic design	✓ Photography; Client videography		
✓ Photo booths	✓ Visual effect designer for films/videos		
Available Products: PL & GL* PL/GL Revenue Limit: \$5M Coverage/	/Liability Limits: \$5M State Exclusions: No PL in VA, VT		
✓ Interior design	✓ Professional organizer		
FINANCIAL SERVICES	<u>TO</u>		
Available Products: PL, GL, BOP* PL/GL Revenue Limit: \$5M BOP	Revenue Limit: \$3M   Coverage/Liability Limits: \$5M		
✓ Bookkeeping	✓ Tax preparation		
✓ Medical billing (No PL in NY)			
Available Products: GL, BOP* GL Revenue Limit: \$5M BOP Revenue	ue Limit: \$3M Coverage/Liability Limits: \$5M		
✓ Accounting	✓ Mortgage brokering/banking		
✓ Actuarial services			
Available Products: GL   GL Revenue Limit: \$5M   Coverage/Liability L	Limit: \$4M		
✓ Financial auditing or consulting	✓ Stock brokering		
✓ Investment advice			
HEALTH, BEAUTY & FITNESS	<u>10</u>		
Available Products: PL & GL* PL/GL Revenue Limit: \$5M Coverage/	/Liability Limits: \$5M (PL Cap \$1M in IL) (GL Cap \$3M in HI, VT)		
✓ Acupressure services (No coverage in NV)	✓ Massage therapy		
✓ Acupuncture services (No coverage in NV)	✓ Mental health counseling		
✓ Art therapy	✓ Music therapy		
✓ Audiology (No PL in NV)	✓ Nail technician services		
✓ Barber/hair stylist services	✓ Occupational therapy		
✓ Beautician/cosmetology services	✓ Personal training (health & fitness)		
✓ Dance therapy	✓ Psychology		
✓ Diet/nutrition services	✓ Pilates instruction		
✓ Drama therapy	✓ Small salon owner		
✓ Esthetician services	✓ Social work services		
✓ First aid and CPR training	✓ Speech therapy (No coverage in NV)		
√ Hypnosis	✓ Substance abuse counseling		
✓ Marriage and family therapy	√ Yoga instruction		
JANITORIAL SERVICES	Ic		
Available Products: GL* GL Payroll Limit: \$500K Coverage/Liability L	Limit: \$2M		
✓ Dryer vent cleaning	✓ Janitorial/cleaning services (residential and commercial)		
✓ Exterior residential cleaning services			
LANDSCAPING SERVICES	<u>10</u>		
Available Products: GL* GL Payroll Limit: \$500K Coverage/Liability L	Limit: \$2M		
✓ Gutter or chimney cleaning	✓ Lawn care services (residential and commercial)		
✓ Landscaping/gardening services (residential and commercial)	✓ Snow blowing and removal (no auto coverage)		

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LEGAL SERVICES	I		
Available Products: PL, GL, BOP* PL/GL Revenue Limit: \$5M BOF	P Revenue Limit: \$3M Coverage/Liability Limits: \$5M		
✓ Claims adjusting (No PL in NY)	✓ Legal services (No PL)		
✓ Court reporting	✓ Notary services (No PL in CA)		
✓ Document preparation	✓ Process server		
✓ Expert witness services	✓ Trustee services (No PL)		
MARKETING & PUBLIC RELATIONS	I		
Available Products: PL, GL, BOP* PL/GL Revenue Limit: \$5M BOF	P Revenue Limit: \$3M   Coverage/Liability Limits: \$5M		
✓ Advertising	✓ Marketing/media consulting		
✓ Brand consultant	✓ Public relations		
✓ Digital marketing	✓ Search engine services (SEO/SEM)		
✓ Direct marketing	✓ Social media consultant		
✓ Market research	√ Other marketing/PR services		
MISCELLANEOUS BUSINESS SERVICES			
Available Products: PL, GL, BOP* PL/GL Revenue Limit: \$5M BOF	P Revenue Limit: \$3M   Coverage/Liability Limits: \$5M		
✓ Answering/paging services	✓ Project management		
✓ Auctioneering	✓ Recruiting (employment placements)		
✓ Business manager services	✓ Talent agency		
✓ Event planning/promotion	✓ Training (business, vocational or life skills)		
✓ Executive placement	✓ Translating/interpreting		
✓ Life/career/executive coaching	✓ Travel agency		
✓ Personal concierge/assistant	✓ Tutoring		
REAL ESTATE	I		
	CA) Coverage/Liability Limits: \$5M (\$3M in CA, \$1M in NY)		
State Exclusions: No PL in CO, IA, ID, KY, LA, MS, ND, NE, NM, RI, S	SD, TN, WY		
	✓ Real estate agent/broker (No PL in VT)		
✓ Property management	Real estate agent/broker (No PL in VI)		
Property management  RETAIL	<ul> <li>✓ Real estate agent/broker (No PL in VI)</li> </ul>		
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RETAIL	Ī		
RETAIL  Available Products: GL* GL Revenue Limit: \$3M Coverage/Liability	Limit: \$2M		
RETAIL  Available Products: GL* GL Revenue Limit: \$3M Coverage/Liability  ✓ Appliance stores	Limit: \$2M  ✓ Home furnishing stores		
RETAIL  Available Products: GL* GL Revenue Limit: \$3M Coverage/Liability  ✓ Appliance stores  ✓ Clothing apparel stores	Limit: \$2M  ✓ Home furnishing stores  ✓ Jewelry stores		
RETAIL  Available Products: GL* GL Revenue Limit: \$3M Coverage/Liability  ✓ Appliance stores  ✓ Clothing apparel stores  ✓ Electronic stores	Limit: \$2M  ✓ Home furnishing stores  ✓ Jewelry stores  ✓ Other stores (no food/drink)		
RETAIL  Available Products: GL* GL Revenue Limit: \$3M Coverage/Liability  ✓ Appliance stores  ✓ Clothing apparel stores  ✓ Electronic stores  ✓ Florists  TECHNOLOGY	Limit: \$2M  ✓ Home furnishing stores  ✓ Jewelry stores  ✓ Other stores (no food/drink)  ✓ Other stores (with food/drinks)		
RETAIL  Available Products: GL* GL Revenue Limit: \$3M Coverage/Liability  ✓ Appliance stores  ✓ Clothing apparel stores  ✓ Electronic stores  ✓ Florists  TECHNOLOGY	Limit: \$2M  ✓ Home furnishing stores  ✓ Jewelry stores  ✓ Other stores (no food/drink)  ✓ Other stores (with food/drinks)		
Available Products: GL* GL Revenue Limit: \$3M Coverage/Liability  ✓ Appliance stores  ✓ Clothing apparel stores  ✓ Electronic stores  ✓ Florists  TECHNOLOGY  Available Products: PL, GL, BOP* PL/GL Revenue Limit: \$5M BOF	Limit: \$2M  ✓ Home furnishing stores  ✓ Jewelry stores  ✓ Other stores (no food/drink)  ✓ Other stores (with food/drinks)  P Revenue Limit: \$3M Coverage/Liability Limits: \$5M		
Available Products: GL* GL Revenue Limit: \$3M Coverage/Liability  ✓ Appliance stores  ✓ Clothing apparel stores  ✓ Electronic stores  ✓ Florists  TECHNOLOGY  Available Products: PL, GL, BOP* PL/GL Revenue Limit: \$5M BOF  ✓ Application development: smartphone/mobile/tablet (PL Cap \$1M)	Limit: \$2M  ✓ Home furnishing stores  ✓ Jewelry stores  ✓ Other stores (no food/drink)  ✓ Other stores (with food/drinks)  PRevenue Limit: \$3M Coverage/Liability Limits: \$5M  ✓ IT consulting		
Available Products: GL* GL Revenue Limit: \$3M Coverage/Liability  ✓ Appliance stores  ✓ Clothing apparel stores  ✓ Electronic stores  ✓ Florists  TECHNOLOGY  Available Products: PL, GL, BOP* PL/GL Revenue Limit: \$5M BOF  ✓ Application development: smartphone/mobile/tablet (PL Cap \$1M)  ✓ Application service provider	Limit: \$2M  ✓ Home furnishing stores  ✓ Jewelry stores  ✓ Other stores (no food/drink)  ✓ Other stores (with food/drinks)   PRevenue Limit: \$3M   Coverage/Liability Limits: \$5M  ✓ IT consulting  ✓ IT project management		
Available Products: GL* GL Revenue Limit: \$3M Coverage/Liability  ✓ Appliance stores  ✓ Clothing apparel stores  ✓ Electronic stores  ✓ Florists  TECHNOLOGY  Available Products: PL, GL, BOP* PL/GL Revenue Limit: \$5M BOF  ✓ Application development: smartphone/mobile/tablet (PL Cap \$1M)  ✓ Application service provider  ✓ Computer consultant	Limit: \$2M  ✓ Home furnishing stores  ✓ Jewelry stores  ✓ Other stores (no food/drink)  ✓ Other stores (with food/drinks)   P Revenue Limit: \$3M Coverage/Liability Limits: \$5M  ✓ IT consulting  ✓ IT project management  ✓ IT software/hardware training services		

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## **Product Overview**



## Hiscox specializes in offering tailored coverage for small businesses.

Get instant coverage online or by phone.

	Professional Liability	General Liability	<b>Business Owners Policy</b>
What are the revenue limits?	Up to \$5 million	Up to \$5 million	Up to \$3 million
What are the coverage limits?	<ul> <li>\$2 million aggregate available online</li> <li>Up to \$5 million aggregate upon submission to Hiscox</li> </ul>	<ul> <li>\$2 million aggregate available online</li> <li>Up to \$5 million aggregate limit upon submission to Hiscox</li> </ul>	<ul> <li>\$2 million aggregate available online</li> <li>Up to \$4 million aggregate upon submission to Hiscox</li> </ul>
ISO based form	No	Yes	Yes
Are defense costs included within limit?	Yes	No	No
Deductible	Various options ranging from \$0-\$10,000	No deductible	Various options ranging from \$500-\$10,000
What is covered?	Work completed by employees	Includes actions of employees and temporary staff	Combines general liability coverage with coverage for business assets
Minimum premium	\$270	\$350	\$500
Monthly cost?	Starts from \$22.50/mo.	Starts from \$29.17/mo.	Starts from \$41.67/mo.
Auto pay by credit card monthly?	Yes	Yes	Yes
What discounts are available (subject to minimum premium rules)?	5% multi-policy discount	<ul> <li>5% multi-policy discount</li> <li>Up to 5% discount for work-from-home businesses</li> </ul>	<ul> <li>5% multi-policy discount</li> <li>Up to 5% discount for work-from-home businesses</li> </ul>
Additional features	\$200,000 software copyright infringement coverage added for most software businesses     Full retro-coverage for unknown claims from previous work for most classes of business	Available as a stand-alone     Damage to premises rented (\$100,000)     Personal injury included for all classes of business (COBs) except direct marketing, public relations, graphic designers, real estate agents, legal services, recruiting, marketing and research consulting     Optional business equipment coverage up to \$25,000 for most COBs	Up to \$100,000 in coverage for business contents, up to \$500,000 in coverage for buildings Interruption of computer operations and loss of electronic data both covered up to \$10,000 Crime, data liability, and HNOA upgrades available  Damage to premises rented (\$50,000)
Availability	All states except:	All states except:	All states except:  AK, AL, AR, DE, FL, HI, ID, IA,  KS, KY, LA, ME, MS, MT, NE, ND,  NH, NM, NV, OK, OR, RI, SC, SD,  TN, UT, VA, VT, WA, WV, WY

Coverage terms and limits may vary by class of business and may not be available in all states.

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