



Insuring the Future Since 1905

November 2011

## LUA's Broker Guidelines now Available!

LUA is pleased to announce the release of our Broker Guidelines. These guidelines offer insight into our niche marketing focus, underwriting standards, and experience.

In this guide, brokers will find information on the following:

- Submission Requirements
- Available Coverages
- Underwriting Standards
- Claims Handling
- Technical Services Offerings

Our core business interests are clearly defined in order to help you determine the suitability of LUA as a market for your client. Brokers will also have detailed information about:

- Binding Coverage
- Issuing Certificates of Insurance

Our Marketing Representatives are knowledgeable and well-versed in both insurance and the development of customized insurance programs for policyholders. In many cases, a program can be discussed, terms and conditions reviewed, pricing agreed upon, and coverage bound without an underwriting referral.

Additionally, LUA offers cost-effective property and personnel conservation services and our technical services staff is renowned for its industry knowledge. We are capable of meeting with your client on site to discuss loss control needs and provide recommendations. We also offer a wide range of complimentary resources to address loss control matters on both a practical and technical level.

LUA is committed to building long-term relationships with its customers and has over 100 years of proven dedicated attention to meeting our clients' needs. We possess the resources to assist you in managing the demands and challenges of a competitive marketplace along with the products and services to enable you to produce and retain business.

If you would like more information from LUA, please [click here](#) to request our Broker Guidelines, fill out the form, and indicate in the comments section if you want to be contacted by phone, fax, mail or e-mail. Once done, click the send button and one of our staff will respond as soon as possible. Thank You!

Please visit us at [www.lua.cc](http://www.lua.cc) for more information.

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## LUA's Approved NAICS Codes

[Click here](#) for a listing of our currently approved NAICS codes.