

Growing Spectrum Success with Hartford! Flow is up +35% YTD.. Here are some of the top flow and large account successes!

Top Flow Class Codes (1/1 – 4/30): 15 or more issued policies in my territory YTD

| Line of Business | Class | Class Code |
|------------------|-------------------------------------------------------|------------|
| Spectrum | Barber Shops & Beauty Parlors | 72311 |
| Spectrum | Application Service Providers | 11021 |
| Spectrum | Software & Internet Design Services | 11171 |
| Spectrum | Building Owner - Lessors Risk Only - Office Occupancy | 45070 |
| Spectrum | Lawyers & Law Firms | 65741 |
| Spectrum | Consultant – NOC | 65781 |
| Spectrum | Consultant – Management | 65881 |

Top Large Accounts (1/1 – 4/30):

| Line of Business | Class | Class Code | Account Premium |
|------------------|-------------------------------------------------------------------------|------------|-----------------|
| Spectrum | Auto Parts & Supplies Distributor | 50131 | \$55,165 |
| Spectrum | Auto Parts & Supplies Store | 55313 | \$10,280 |
| Spectrum | Bakery Store with Cooking | 54621 | \$57,478 |
| Spectrum | Building Owner - Lessors Risk Only - Office Occupancy | 45070 | \$16,807 |
| Spectrum | Building Owner - Lessors Risk Only - Office Occupancy | 45070 | \$10,587 |
| Spectrum | Building Owner - Lessors Risk Only - Office Occupancy | 45070 | \$11,373 |
| Spectrum | Building Owner - Lessors Risk Only - Office Occupancy | 45070 | \$9,061 |
| Spectrum | Building Owner - Lessors Risk Only - Shopping Centers 10 or more Stores | 45020 | \$14,391 |
| Spectrum | Building Owner - Lessors Risk Only - Shopping Centers 10 or more Stores | 45020 | \$17,565 |
| Spectrum | Building Owner - Lessors Risk Only - Wholesale Occupancy | 45050 | \$23,856 |
| Spectrum | Churches and Other Houses of Worship | 10251 | \$12,111 |
| Spectrum | Computer Peripheral Equipment Manufacturing | 35771 | \$16,308 |
| Spectrum | Drug Store without Food | 59116 | \$15,719 |
| Spectrum | Floor Covering Distributor | 50231 | \$21,178 |
| Spectrum | Hardware Store | 52511 | \$14,104 |
| Spectrum | Janitorial Services - Franchise | 73461 | \$60,850 |
| Spectrum | Media Duplication | 42721 | \$31,759 |
| Spectrum | Medical Office - Physicians & Surgeons | 65141 | \$13,398 |
| Spectrum | Medical Spas | 10621 | \$13,754 |
| Spectrum | Metal Goods Manufacturing - Plumbing Fixtures | 34321 | \$26,022 |
| Spectrum | Metal Goods Manufacturing - Sheet Metal Work & Ducts | 34442 | \$11,350 |
| Spectrum | Metal Goods Manufacturing - Sheet Metal Work & Ducts | 34441 | \$17,362 |
| Spectrum | Nursery & Garden Shop | 52611 | \$9,720 |
| Spectrum | Prepackaged Software | 73371 | \$21,610 |
| Spectrum | Printed Circuit Boards Manufacturing | 36721 | \$11,290 |
| Spectrum | Restaurant - Full Service (Waiter/Waitress) | 58011 | \$19,948 |
| Spectrum | Restaurant - Full Service (Waiter/Waitress) | 58011 | \$15,471 |
| Spectrum | Sign Manufacturing - Vinyl | 48031 | \$30,975 |