



Arlington/Roe®

Arlington/Roe **AGENT** GUIDE



WHO WE ARE



HOW WE ARE
DIFFERENT



COMMERCIAL
PRODUCTS



PERSONAL
PRODUCTS

Managing General Agents & Wholesale Insurance Brokers



From left to right: Andy Roe (Executive Vice President, Chief Operating Officer), Jim Roe (President & CEO) & Patrick Roe (Senior Vice President, Marketing & Sales)

Family-Owned, Independent & Doing the Right Thing

Founded in 1964, Arlington/Roe is a family-owned wholesale insurance broker and managing general agency headquartered in Indianapolis, Indiana, operating primarily in the Midwest.

James A. Roe, CPCU, president and owner, along with his sons, Andy and Patrick, lead the firm founded by Jim's father, Francis Roe. Our underwriters and brokers coordinate among specialty teams to meet the needs of

multi-faceted risk opportunities, piecing each risk puzzle together for our producers.

When producers consistently trust in our underwriting and brokerage teams, our advantage becomes their success. Our goal is to provide one-stop solutions for our independent producers' local and nationwide insurance coverage needs. Note our aviation specialty is available to producers nationwide.

Honesty, Integrity, Respect & Trust

With a family history of valuing and trusting business relationships, Arlington/Roe continues to uphold the Golden Rule as our guiding principle. Our success is measured by the success of our employees, our agencies and our company partners. It is with honesty, integrity, respect and trust that we strive to be the premier wholesale insurance brokerage firm and managing general agency for those we serve.

What Makes Arlington/Roe Different?

MIDWEST ROOTS

We are licensed to write business in all 50 states, and we focus on building partnerships with agencies in our 11 core states of IA, IL, IN, KY, MI, MN, MO, NE, OH, TN and WI.

As a proud, independent business organization, we are here for you and understand the marketplace in our footprint and the entire United States.

FAMILY-OWNED & WE 'DO THE RIGHT THING'

We are not a large national chain or bank-owned. Arlington/Roe is a third-generation business with Andy and Patrick Roe under the continued leadership of the second generation, Jim Roe.

With a family history of valuing and trusting business relationships, we continue to uphold the Golden Rule as our guiding principle and focus on honesty, integrity, respect and trust.

EXPERIENCE & KNOWLEDGE

Our underwriters/brokers have years of experience and knowledge in many areas. Our practice areas go beyond commercial lines, personal lines, workers comp, professional liability, etc.

We are a unique wholesaler having an aviation department that can write exposures both locally and nationwide. Additionally, our healthcare and human services department is able to write a variety of new and emerging exposures.

FOCUS ON RELATIONSHIPS

With a sales & marketing team working alongside our production areas, we focus on relationships and true partnerships. We get to know agencies, how they work and offer what we can to help them close the sale/write more business.

Our departments are collaborative teams that work together to get business efficiently placed with markets that are offering the best coverages to suit the needs of insureds.

MORE THAN A WHOLESALER

We are both a wholesale insurance broker and a managing general agency.

- Binding authority for multiple carriers
- Access to over 200 carriers
- Standard and non-standard, surplus lines and admitted markets

Commercial Lines

PRODUCTS & SOLUTIONS



COMMERCIAL PROPERTY

Our binding department offers a broad base of products with full binding authority. For your larger, more complex clients, or specialty coverages, our brokerage department can provide solutions.



CYBER/DATA BREACH

From MFA, air-gapped backups and email filtering, our team understands cyber liability and is your resource for cyber risks including excess cyber needs.



MARINE/WATERCRAFT

Coverages are available for various marine contractors and miscellaneous marine risks including commercial watercraft.



PROFESSIONAL LIABILITY

Our team provides you with key markets and the risk assessment skills to help you compete on management liability and E&O risks.



TRANSPORTATION

Our transportation team has competitive solutions for your business/public auto, garage, towing, trucking and excess auto liability risks across a wide range of classes.



WORKERS' COMPENSATION

We specialize in crafting programs that fit your clients whether they are minimum risk, multi-state or large complex organizations.



AVIATION

Since 1991, Arlington/Roe has been a leader in aviation insurance. We have the knowledge and experience in this specialized field to write a wide variety of aviation risks.



BONDS

Round out your accounts by selling bonds to your commercial clients. Our bonds team specializes in contract, miscellaneous surety and fidelity bonds.



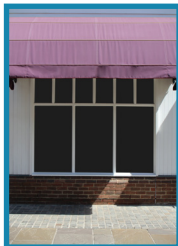
COMMERCIAL AGRIBUSINESS

We have admitted package markets available including property, agronomy E&O, chemical blending E&O, feed mixing E&O, mis-application, mis-delivery and seed merchants E&O.



COMMERCIAL CASUALTY

Working with admitted and non-admitted carriers gives us the flexibility to structure unique insurance programs.



COMMERCIAL EXCESS

Our casualty team can help no matter the type of business or industry the insured is in. We can stack policies to get your insured to the excess limits they need.



INDUSTRIES



Amusement & Entertainment

Think all things “fun.” Bowling centers, special events, arcades and so much more!



Construction & Contractors

From artisan contractors to general contractors and nearly everything in between.



Healthcare

Medical services provided by individual medical professionals and facilities.



Hospitality

Restaurants and bars as well as hotels and anything else that involves the hospitality industry.



Human Services

Encompasses nonprofit, for profit, and governmental entities with the objective of meeting human needs.



Life Sciences

Organizations that research, develop, and implement products and pharmaceuticals for disease prevention, treatment, and cures.



Manufacturing & Distribution

No matter the size, from small, start-ups to large, complex accounts.



Real Estate & Habitational

We have solutions for leased property, vacant property and habitational risks.



Retail & Services

Our broad selection of markets can help us place the right coverage for your business owner clients.

SPECIALTIES

Auto Recyclers/Scrap Yards

Environmental

Cannabis

Standard Small Business

Personal Lines



FARM & RANCH

Our farm department offers a broad base of products to independent agents. Knowledge, markets and quality services set us apart from our competition.



FLOOD

We offer access to flood insurance for both personal and commercial through the NFIP and private market.



HIGH-VALUE HOMES/AFFLUENT SOLUTIONS

High-Value Solutions provides individualized coverages customized to the unique needs of affluent individuals or those with emerging wealth. Affluent clients expect concierge-type service, requiring a higher level of knowledge and service from both their insurance agent and their insurance company.



IN-HOME BUSINESS

Home-based business owners are susceptible to losses just like any other business. Our in-home business product responds to the needs of over 100 eligible business classes on an ISO BOP form.



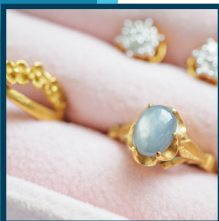
LIABILITY & UMBRELLA

We offer primary and excess personal umbrella and personal liability products for financial protection and peace of mind. We have markets for your preferred, standard and high-risk clients.



RESIDENTIAL EARTHQUAKE

Our monoline residential earthquake solutions provide coverage designed specifically to meet the needs of homeowners, rental dwelling owners and condo-unit owners.



VALUABLE ARTICLES/INLAND MARINE

Our personal lines team offers stand-alone inland marine coverage for items denied or limited by homeowner's policies.



RESIDENTIAL PROPERTY



CONDOMINIUMS

Markets available for owner-occupied, tenant, secondary, seasonal or short-term rental condo risks.



MANUFACTURED HOME

We can provide access to coverage for manufactured and mobile homes, including vacant risks. Stationary travel trailer and tiny homes are written in this program.



DWELLING

Admitted and non-admitted options available for 1-4 family units, primary, secondary, seasonal, rental or vacant properties, including schedule of dwellings. We can also write dwelling policies for short-term rentals and builders' risk/renovations.



SPECIALTY HOMEOWNERS

Our homeowners markets give us the flexibility to write homes with unique underwriting conditions and find coverage for your hard-to-place risks that are not eligible for a standard homeowners program including builders' risk and homes under renovation.

RECREATIONAL PRODUCTS

COLLECTOR VEHICLE

A first-rate collector car program that includes antiques, classic, muscle, hot rods, exotics and more!

WATERCRAFT


From bass boats and personal watercraft to yachts and houseboats and commercial watercraft risks.

MOTORSPORTS

More than just standard motorcycles! We can help with ATVs/UTVs, golf carts, scooters/mopeds and more.

SNOWMOBILE

We have a market for hard-to-place snowmobile risks with various discounts and coverage options.



(800) 878-9891
ArlingtonRoe.com