

**Cut through the crowded insurance marketplace and get what you need with this guide to Why Lexington:**

- Connecting brokers with world-class LexPro leadership specializing in management liability insurance solutions
- Highlighting LexPro’s key areas of differentiated value
- Providing examples of LexPro’s advantages working with brokers and their clients
- Showcasing why LexPro has an industry-leading management liability position in the wholesale broker marketplace

**Leadership Team**



**Julia Keenan**  
*Head of LexPro,  
Lexington Insurance Company*  
[julia.keenan@aig.com](mailto:julia.keenan@aig.com)  
347.677.4769



**Sharon Fusco**  
*National Head of E&O and  
Cyber*  
[sharon.fusco@aig.com](mailto:sharon.fusco@aig.com)  
201.847.2858



**Patrick Barton**  
*Regional Head - Northeast  
and Central*  
[patrick.barton@aig.com](mailto:patrick.barton@aig.com)  
212.785.6062



**Julianne McAdams**  
*Regional Head – Southeast  
and West*  
[julianne.mcadams@aig.com](mailto:julianne.mcadams@aig.com)  
404.460.9305

**The Lexington Advantage**

**Dedicated Wholesale Broker Market**

- Provides wholesale brokers with a stable, comprehensive platform tailored for their SME clients
- Delivers customized D&O, EPL, Fiduciary, and Crime solutions
- Invests in dedicated resources and underwriting expertise

**WHY IS THIS IMPORTANT?**

LexPro is committed to providing wholesale brokers with access to specialized management liability insurance solutions for their SME clients in a fast-paced environment.

**Middle Market Platform**

- Underwrites D&O, EPL, Fiduciary, and Crime insurance solutions for mid-sized enterprises with revenues of up to \$250M
- Provides quality products with coverage designed to address the unique needs of mid-sized enterprises
- Employs proprietary systems to ensure fast turnaround and ease of delivery throughout the quote, bind, and policy issuance process

**WHY IS THIS IMPORTANT?**

LexPro efficiently provides management liability coverages designed for mid-sized businesses.

**Risk Mitigation & Claims Expertise**

- Crafts risk mitigation strategies utilizing AIG’s management liability expertise and historical claims data
- Has experienced, dedicated in-house claims professionals to provide client support and guidance
- Provides policyholders with access to pre- and post-claims support through partnerships with Jackson Lewis and Littler Mendelson for proactive risk mitigation expertise and insights

**WHY IS THIS IMPORTANT?**

LexPro’s resources and expertise support policyholders through the entire risk management and claims experience.

**Focused on the wholesale broker market**

**Broad small and medium enterprise (SME) appetite**

**Quick response time**

Learn more: [www.lexingtoninsurance.com/products/lex-pro](http://www.lexingtoninsurance.com/products/lex-pro)

## Why Lexington

### Dedicated Wholesale Broker Market

**ISSUE**

A healthcare staffing firm was unable to secure their EPL renewal through traditional admitted markets.

**SOLUTION**

LexPro's dedicated underwriters developed an E&S insurance solution utilizing a creative retention option that provided the EPL coverage the healthcare staffing firm required.

**BENEFIT**

The healthcare staffing firm was able to move ahead knowing they had EPL coverage that met their business and regulatory compliance needs.

**WHY IS THIS IMPORTANT?**

LexPro underwriters work with wholesale brokers to help place challenging risks.

### Middle Market Platform

**ISSUE**

A mid-sized manufacturer struggled to secure D&O coverage for its leadership team due to its unfavorable loss history.

**SOLUTION**

After meeting with the wholesale broker and the manufacturer, LexPro was able to understand the unique risks of this company, enabling LexPro to provide a D&O solution that other markets were unwilling to deliver.

**BENEFIT**

The manufacturer's leadership team was able to focus on building the business knowing they had proper D&O coverage in place.

**WHY IS THIS IMPORTANT?**

LexPro's commitment to the middle market allows us to understand risks and provides customized solutions.

### Risk Mitigation & Claims Expertise

**ISSUE**

Employee allegations of harassment by a senior manager threatened a client's reputation and business.

**SOLUTION**

Working in collaboration with the client's legal counsel, our claims and litigation experts quickly negotiated a settlement including non-disclosure agreements.

**BENEFIT**

The quick and comprehensive settlement helped avoid public disclosure of the allegation which could have severely hurt the client's reputation and business.

**WHY IS THIS IMPORTANT?**

Our claims expertise helps to ensure reputation management and business continuity.

## What is LexPro?

LexPro provides the wholesale broker market with management liability insurance solutions including D&O, EPL, Fiduciary, Crime, and more, for SME clients. Dedicated, service-focused underwriters work with wholesale brokers quickly to address risks and provide solutions to meet their clients' insurance needs.

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