

SMALL BUSINESS PROGRAM

# Small Business Appetite Guide

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

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

### **ARCHITECTURE & ENGINEERING**

Products: PL, GL, BOP*   PL Revenue Limit: \$1M   GL Payroll Limit: \$1M   BOP Square Footage Cap: 35K   BOP Revenue Limit: \$1M   BOP Payroll Limit:			
\$1M Coverage/Liability Aggregate Limit: \$2M Online (up to \$3M by phone for PL/GL) State Exclusions: No PL in VA, VT			
✓ Architecture	✓ Engineering design services		
✓ Building/construction inspection	✓ Environmental engineering		
✓ Civil engineering	✓ Industrial engineering		

$\checkmark$	Control systems integration/automation	✓	Landscape architect
✓	Draftsman (including CAD/CAM)	✓	Process engineering
✓	Electrical engineering	✓	Project manager (architecture or engineering)
$\checkmark$	Engineering	$\checkmark$	Transportation engineering

#### **ARTISAN CONTRACTORS**

Available Products: GL*   GI	L Revenue Limit: \$500K	Coverage/Liability Aggregate Limit: \$2M	State Exclusions: NY
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✓	Air conditioning systems installation and repair	$\checkmark$	Handyperson (no roof work)
~	Appliance and accessories installation and repair	~	Heating and air conditioning installation and repair (no liquefied petroleum gas (LPG))
$\checkmark$	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)
$\checkmark$	Fence installation and repair	✓	Tile, stone, marble, mosaic, or terrazzo work (interior only)
$\checkmark$	Floor covering installation (no ceramic tile or stone)	✓	Upholstery work
$\checkmark$	Glass installation and repair (no auto work)	$\checkmark$	Window cleaning (nothing above 15 feet)

#### CONSULTING

Available Products: PL, GL, BOP\* PL Revenue Limit: \$5M GL Payroll Limit: \$3M BOP Square Footage Cap: 35K BOP Revenue Limit: \$3M PL/GL Coverage/Liability Aggregate Limit: \$2M Online (up to \$5M by phone) BOP Coverage/Liability Aggregate Limit: \$2M Online (up to \$4M by phone)

✓ Business consulting	✓ Marketing consulting		
✓ Education consulting	✓ Research consulting		
✓ Human Resources (HR) consulting	✓ Resume consulting		
✓ IT consulting	✓ Strategy consulting		
✓ Management consulting	✓ Other consulting services		
CREATIVE & DESIGN			
Available Products: PL, GL, BOP* PL Revenue Limit: \$5M GL Payroll Limit: \$3M BOP Square Footage Cap: 35K BOP Revenue Limit: \$3M PL/ GL Coverage/Liability Aggregate Limit: \$2M Online (up to \$5M by phone) BOP Coverage/Liability Aggregate Limit: \$2M Online (up to \$4M by phone)			
Coverage/Liability Aggregate Limit: \$2M Online (up to \$5M by phone) BOP Cov	verage/Liability Aggregate Limit: \$2M Online (up to \$4M by phone)		

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TOP

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FINANCIAL SERVICES				
Available Products: PL, GL, BOP*   PL Revenue Limit: \$5M   GL/BOP Square F Aggregate Limit: \$2M Online (up to \$5M by phone)   BOP Coverage/Liability Agg				
✓ Accounting (PL Revenue Limit: \$1M   PL Coverage/Liability Limit: \$3M)	✓ Medical billing (No PL in NY)			
✓ Bookkeeping	✓ Tax preparation			
✓ Insurance agent services (Revenue Limit: \$1M PL; \$5M BOP)				
Available Products: GL, BOP* GL Payroll Limit: \$3M BOP Square Footage C \$2M Online (up to \$5M by phone) BOP Coverage/Liability Aggregate Limit: \$2N				
✓ Actuarial services (BOP Revenue Limit: \$3M)	<ul> <li>Mortgage brokering/banking (BOP Revenue Limit: \$3M   GL Square Footage Cap: 35K)</li> </ul>			
✓ Financial auditing or consulting	✓ Stock brokering (GL Square Footage Cap: 35K)			
✓ Investment advice				
HEALTH, BEAUTY & FITNESS				
Available Products: PL, GL, BOP*   PL Revenue Limit: \$5M   GL/BOP Square F Liability Aggregate Limit: \$2M Online (up to \$5M by phone)   BOP Coverage/Liab				
✓ Art therapy	✓ Marriage and family therapy			
✓ Acupressure services (No coverage in NV)	✓ Massage therapy (No GL Square Footage Cap)			
✓ Acupuncture services (No coverage in NV)	✓ Mental health counseling			
✓ Audiology (No PL in NV)	✓ Music therapy			
✓ Barber/hair stylist services (No GL Square Footage Cap)	✓ Nail technician services (No GL Square Footage Cap)			
✓ Beautician/cosmetology services (No GL Square Footage Cap)	✓ Occupational therapy (No PL in IN)			
✓ Dance therapy	✓ Personal training (health & fitness)			
✓ Diet/nutrition services	✓ Psychology (No PL in IN)			
✓ Drama therapy	✓ Social work services			
✓ Esthetician services (No GL Square Footage Cap)	✓ Speech therapy (No coverage in NV)			
✓ First aid and CPR training	✓ Substance abuse counseling			
✓ Hypnosis	✓ Yoga/Pilates instruction			
Available Products: PL & GL* PL Revenue Limit: \$5M GL Gross Sales Limit: \$5M PL/GL Coverage/Liability Aggregate Limit: \$2M Online (up to \$3M by				
phone) State Exclusions: No PL in IN				
✓ Home health aide	✓ Personal care aide			
JANITORIAL SERVICES				
Available Products: GL*   GL Payroll Limit: \$500K   Coverage/Liability Aggregate	e Limit: \$2M			
✓ Dryer vent cleaning	<ul> <li>Residential cleaning services (interior and exterior)</li> </ul>			
✓ Janitorial/cleaning services	✓ Small commercial office cleaning (interior only)			
LANDSCAPING SERVICES				
Available Products: GL*   GL Payroll Limit: \$500K   Coverage/Liability Aggregate	e Limit: \$2M			
✓ Gutter or chimney cleaning	<ul> <li>Lawn care services (residential and commercial)</li> </ul>			
✓ Landscaping/gardening services (residential and commercial)	<ul> <li>Snow blowing and removal (no auto coverage)</li> </ul>			
LEGAL				
Available Products: PL, GL, BOP*   PL Revenue Limit: \$5M   GL Payroll Limit: \$ Coverage/Liability Aggregate Limit: \$2M Online (up to \$5M by phone)   BOP Cov				
✓ Claims adjusting (No PL in NY)	✓ Expert witness services			
✓ Court reporting	✓ Notary services (No PL in CA   GL Square Footage Cap: 35K)			
✓ Document preparation	✓ Process server			
Available Products: GL, BOP* GL/BOP Square Footage Cap: 35K BOP Revenue Limit: \$3M GL Coverage/Liability Aggregate Limit: \$2M Online (up to \$5M by phone) BOP Coverage/Liability Aggregate Limit: \$2M Online (up to \$4M by phone)				
✓ Attorney	✓ Trustee services			
✓ Paralegal	✓ Other legal services			

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MARKETING & PUBLIC RELATIONS				
Available Products: PL, GL, BOP* PL Revenue Limit: \$5M GL Payroll Limit: \$3M BOP Square Footage Cap: 35K BOP Revenue Limit: \$3M PL/GL Coverage/Liability Aggregate Limit: \$2M Online (up to \$5M by phone) BOP Coverage/Liability Aggregate Limit: \$2M Online (up to \$4M by phone)				
✓ 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 Revenue Limit:         \$5M         GL Payroll Limit           Coverage/Liability Aggregate Limit:         \$2M Online (up to \$5M by phone)         BOP C				
✓ Answering/paging services (GL Square Footage Cap: 35K)	✓ Project management			
✓ Auctioneering	✓ Recruiting (employment placements) (GL Square Footage Cap: 35K)			
✓ Business manager services	✓ Talent agency (GL Square Footage Cap: 35K)			
✓ Event planning/promotion	✓ Training (business, vocational or life skills)			
✓ Executive placement (GL Square Footage Cap: 35K)	✓ Translating/interpreting			
✓ Life/career/executive coaching	✓ Travel agency (GL Square Footage Cap: 35K)			
✓ Personal concierge/assistant	✓ Tutoring			
REAL ESTATE				
Available Products: PL & GL*   PL Revenue Limit: \$5M (\$500K in CA)   GL Pay Online (up to \$5M by phone) \$1M in NY   State Exclusions: No PL in CO, IA, II	rroll Limit: \$3M (\$500K in CA)   PL/GL Coverage/Liability Aggregate Limit: \$2M D, KY, LA, MS, ND, NE, NM, RI, SD, TN, WY			
✓ Property management	✓ Real estate agent/broker (No PL in VT)			
RETAIL				
Available Products: GL*   GL Gross Sales/Revenue Limit: \$200K (up to \$3M for				
✓ Appliance stores (GL Revenue Limit: \$3M)	✓ Ice cream/snow cone/shaved ice cart operator			
Barbecue truck/trailer operator	✓ Jewelry stores (GL Revenue Limit: \$3M)			
✓ Clothing apparel stores (GL Revenue Limit: \$3M)	✓ Lemonade cart operator			
✓ Coffee/donut cart operator	✓ Mobile food concessions			
<ul> <li>Electronic stores (GL Revenue Limit: \$3M)</li> </ul>	✓ Mobile food services			
✓ Food/beverage cart operator	✓ Mobile food vending services			
✓ Food truck/trailer operator	✓ Mobile kitchen operator			
✓ Florists (GL Revenue Limit: \$3M)	✓ Mobile street food vendor			
✓ Home furnishing stores (GL Revenue Limit: \$3M)	✓ Other stores (no food/drink) (GL Revenue Limit: \$3M)			
✓ Hot dog cart operator	✓ Other stores (with food/drinks) (GL Revenue Limit: \$3M)			
✓ Ice cream truck operator	✓ Snack truck operator			
TECHNOLOGY				
Available Products: PL, GL, BOP*   PL Revenue Limit: \$5M   GL Payroll Limit Coverage/Liability Aggregate Limit: \$2M Online (up to \$5M by phone)   BOP C				
✓ Application development: smartphone/mobile/tablet (PL Cap \$1M)	✓ IT consulting			
✓ Application service provider	✓ IT project management			
✓ Computer consultant	✓ IT software/hardware training services			
✓ Computer programming services	✓ Internet hosting services			
✓ Computer system/network developer	✓ Software development			
✓ Custom software programmer/developer	✓ Technology services			
✓ Data processing	✓ Value added reseller of computer hardware			
✓ Database designer	✓ Website design			
✓ Game developer	✓ Other technology services			

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

Get instant coverage online or by phone.

	Destauration		Province Oracle D. II
	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>
Admitted product?	Yes	Yes	Yes
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	<ul> <li>\$200,000 software copyright infringement coverage added for most software businesses</li> <li>Full retro-coverage for unknown claims from previous work for most classes of business</li> </ul>	<ul> <li>Available as a stand-alone</li> <li>Damage to premises rented (\$100,000)</li> <li>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</li> <li>Optional business equipment coverage up to \$25,000 for most COBs</li> </ul>	<ul> <li>Up to \$250,000 in coverage for business contents</li> <li>Up to \$500,000 in coverage for buildings (subject to a 100 mile coastal restriction)</li> <li>Interruption of computer operations and loss of electronic data both covered up to \$10,000</li> <li>Crime, data liability, and HNOA upgrades available</li> <li>Damage to premises rented (\$250,000)</li> </ul>
Availability	All states except:	All states except:	All states except:
	AK	AK	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

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