

## Small Business Appetite Guide

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

PRODUCT OVERVIEW		ARTISAN CONTRACTORS	CONSULTING	CREATIVE & DESIGN				
FINANCIAL SERVICES	HEALTH, BEAUTY & FITNESS	JANITORIAL SERVICES	LANDSCAPING SERVICES	LEGAL SERVICES				
MARKETING & PUBLIC RELATIONS	MISCELLANEOUS BUSINESS SERVICES	REAL ESTATE	RETAIL	TECHNOLOGY				
ARCHITECTURE & ENGINI	EERING			<u>TC</u>				
Products: PL, GL, BOP* PL Revenue Limit: \$1M GL Payroll Limit: \$1M BOP Square Footage Cap: 35K BOP Revenue Limit: \$1M BOP Payroll Limit:								
	Coverage/Liability Aggregate Limit: \$2M Online (up to \$3M by phone for PL/GL) State Exclusions: No PL in VA, VT							
✓ Architecture	aatian		Engineering design services					
✓ Building/construction inspe	ection		Environmental engineering					
✓ Civil engineering	- /- I P		✓ Industrial engineering					
✓ Control systems integration			Landscape architect					
✓ Draftsman (including CAD/	(CAIVI)		Process engineering					
✓ Electrical engineering			Project manager (architecture or engineering)					
✓ Engineering ARTISAN CONTRACTORS		✓ Transpor	rtation engineering					
	evenue Limit: \$500K   Coverage	e/Liability Aggregate Limit: \$2M	State Exclusions: NV					
<ul><li>✓ Air conditioning systems in</li></ul>		7 00 0	erson (no roof work)					
✓ Appliance and accessories	s installation and repair	✓ Heating	✓ Heating and air conditioning installation and repair (no liquefied petroleum gas (LPG))					
✓ Carpentry (interior only)		✓ Interior fi	✓ Interior finishing work					
✓ Carpet, rug, furniture, or up	remises only) 🗸 Locksmi	✓ Locksmiths						
✓ Clock making and repair		✓ Masonry	✓ Masonry work					
✓ Door or window installation	✓ Painting	✓ Painting (interior only)						
✓ Driveway or sidewalk pavir	ng/repaving	✓ Plasterin	✓ Plastering or stucco work					
✓ Drywall or wallboard instal	✓ Plumbing	✓ Plumbing (commercial and residential)						
✓ Electrical work (interior onle	у)	✓ Sign pair	✓ Sign painting and lettering (interior and exterior)					
✓ Fence installation and repa	air	✓ Tile, stor	✓ Tile, stone, marble, mosaic, or terrazzo work (interior only)					
✓ Floor covering installation (	(no ceramic tile or stone)	✓ Upholste	✓ Upholstery work					
✓ Glass installation and repa	ir (no auto work)	✓ Window	cleaning (nothing above 15 feet	:)				
CONSULTING								
	DP*   <b>PL Revenue Limit</b> : \$5M   <b>(</b> <b>Limit</b> : \$2M Online (up to \$5M by	•		•				
✓ Business consulting		✓ Marketin	g consulting					
✓ Education consulting		✓ Research	h consulting					
✓ Human Resources (HR) co	onsulting	✓ Resume	consulting					
✓ IT consulting		✓ Strategy	consulting					
✓ Management consulting		✓ Other co	onsulting services					
CREATIVE & DESIGN								
	DP* <b>PL Revenue Limit</b> : \$5M <b>G</b> L <b>imit</b> : \$2M Online (up to \$5M by							
✓ Graphic design		✓ Photogram	aphy; Client videography					
✓ Interior design (BOP Rever	nue Limit: \$5M   No PL in VA, VT	y Profession	onal organizer (BOP Revenue Li	imit: \$5M   No PL in VA, VT)				
✓ Photo booths		✓ Visual ef	fect designer for films/videos					

<sup>\*</sup> PL & GL: Available in all states except AK | \* BOP: Not available in 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 | Underwritten by Hiscox Insurance Company Inc., a Chicago-based insurance company. Copyright © 2019 Hiscox Inc. All rights reserved.

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FINANCIAL SERVICES						
Available Products: PL, GL, BOP* PL Revenue Limit: \$5M GL/BOP Square I	Footage Cap: 35K BOP Revenue Limit: \$3M PL/GL Coverage/Liability					
Aggregate Limit: \$2M Online (up to \$5M by phone) BOP Coverage/Liability Ag						
✓ 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 Cap: 35K BOP Revenue Limit: \$5M GL Coverage/Liability Aggregate Limit: \$2M Online (up to \$5M by phone) BOP Coverage/Liability Aggregate Limit: \$2M Online (up to \$4M by phone)						
✓ Actuarial services (BOP Revenue Limit: \$3M)	✓ Mortgage brokering/banking (BOP Revenue Limit: \$3M   GL Square Footage Cap: 35K)					
✓ 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 I Liability Aggregate Limit: \$2M Online (up to \$5M by phone) BOP Coverage/Liability Aggregate Limit: \$2M Online (up to \$5M by phone)						
✓ 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: \$phone)   State Exclusions: No PL in IN	\$5M PL/GL Coverage/Liability Aggregate Limit: \$2M Online (up to \$3M by					
✓ Home health aide	✓ Personal care aide					
JANITORIAL SERVICES						
Available Products: GL* GL Payroll Limit: \$500K Coverage/Liability Aggregation	te Limit: \$2M					
✓ Dryer vent cleaning	✓ Residential cleaning services (interior and exterior)					
✓ Janitorial/cleaning services	✓ Small commercial office cleaning (interior only)					
LANDSCAPING SERVICES						
Available Products: GL* GL Payroll Limit: \$500K Coverage/Liability Aggregation	te Limit: \$2M					
✓ Gutter or chimney cleaning	✓ Lawn care services (residential and commercial)					
✓ Landscaping/gardening services (residential and commercial)	✓ Snow blowing and removal (no auto coverage)					
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 Co						
✓ 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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MA	MARKETING & PUBLIC RELATIONS					
Ava	ilable Products: PL, GL, BOP* PL Revenue Limit: \$5M GL Payroll Limit: \$3erage/Liability Aggregate Limit: \$2M Online (up to \$5M by phone) BOP Cov		· · · · · · · · · · · · · · · · · · ·			
✓	Advertising	✓	Marketing/media consulting			
✓	Brand consultant	✓	Public relations			
<b>✓</b>	Digital marketing	✓	Search engine services (SEO/SEM)			
<b>✓</b>	Direct marketing	<b>✓</b>	Social media consultant			
<b>✓</b>	Market research	<b>✓</b>	Other marketing/PR services			
MIS	SCELLANEOUS BUSINESS SERVICES					
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)						
✓	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			
RE	AL ESTATE					
	ilable Products: PL & GL* PL Revenue Limit: \$5M (\$500K in CA) GL Payrol ne (up to \$5M by phone) \$1M in NY State Exclusions: No PL in CO, IA, ID, I					
✓	Property management	✓	Real estate agent/broker (No PL in VT)			
RE	ΓAIL					
Ava	ilable Products: GL* GL Gross Sales/Revenue Limit: \$200K (up to \$3M for s	selec	t professions) GL Coverage/Liability Aggregate Limit: \$2M			
<b>√</b>	Appliance stores (GL Revenue Limit: \$3M)	✓	Ice cream/snow cone/shaved ice cart operator			
<b>√</b>	Barbecue truck/trailer operator	<b>√</b>	Jewelry stores (GL Revenue Limit: \$3M)			
<b>√</b>	Clothing apparel stores (GL Revenue Limit: \$3M)	<b>√</b>	Lemonade cart operator			
<b>√</b>	Coffee/donut cart operator	<b>√</b>	Mobile food concessions			
✓	Electronic stores (GL Revenue Limit: \$3M)	✓	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			
Ava	CHNOLOGY  ilable Products: PL, GL, BOP*   PL Revenue Limit: \$5M   GL Payroll Limit: \$  erage/Liability Aggregate Limit: \$2M Online (up to \$5M by phone)   BOP Cov					
<b>COV</b>	Application development: smartphone/mobile/tablet (PL Cap \$1M)	veray 	IT consulting			
·	Application service provider	· ✓	IT project management			
<b>▼</b>	Computer consultant	<b>*</b> ✓	IT software/hardware training services			
<b>→</b>	Computer programming services	<b>'</b> ✓	Internet hosting services			
<b>→</b>	Computer system/network developer	<b>'</b> ✓	Software development			
<b>∨</b> ✓	Custom software programmer/developer	<b>∨</b>	Technology services			
	Data processing	<b>∨</b>	Value added reseller of computer hardware			
<b>√</b>			<u> </u>			
<b>√</b>	Database designer	<b>√</b>	Website design  Other technology convices			
<b>V</b>	Game developer	<b>V</b>	Other technology services			

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## **Product details**

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

Get instant coverage online or by phone.

	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?	vithin limit?		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: AK	All states except: AK	All states except:  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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