

The Mavon Connection

December 2010



Commercial Lines Department



- **G.A. Mavon is an MGA for Northfield:** Many of our retail brokers have contracts with The Travelers. Travelers has an incentive program for their retail producers, which rewards them for obtaining certain premium volumes and loss ratios on commercial business. This program is called **Performance Plus**.

One of the benefits these retail producers enjoy by being a part of this program is the commercial premium volume they generate by writing business through G.A. Mavon, a Northfield MGA, which contributes to their

Travelers Enterprise Premium totals. This **TRAVELERS**  additional volume has the potential to move them into a higher premium tier and, potentially, a higher payout.

This is yet another reason that a retail producer, who has a choice between carriers or general agents, should choose G.A. Mavon and Northfield. For more information, please contact Jeanette Benisek at 630-242-3124, or jeanette.benisek@mavon.com.

GAMPro (Professional & Mgmt. Liability)

- **GAMPro is always willing to help you with your Professional Liability and/or Management Liability needs!** No one is more knowledgeable in this highly specialized area than Jim Skelton, Jr., ARM, RPLU, GAMPro Manager and Senior V.P. of G.A. Mavon & Co. Jim will find the right solution to your coverage problem.



Jim Skelton, Jr.

For additional information and a competitive quotation, Jim can be contacted at 630-242-3130, Fax 630-654-4447, or email jim.skelton@mavon.com.

- **Laura Williams Awarded CISR Designation.** Congratulations to Laura Williams who recently passed all the courses required to receive her CISR professional designation!

Laura has worked at G.A. Mavon since 2006, when she was employed as an underwriting tech in Personal Lines. Laura later moved into the Commercial Lines Department and in January 2010 began working with Jim Skelton in the GAMPro Department.

Laura graduated from North Central College in 2009, with a Masters in Business Administration. In October of 2009, she was married to Eric Higgins in a beautiful outdoor ceremony at Morton Arboretum in Lisle.

Laura is a great asset to Mavon! She has a winning smile and is always ready to step up and help out other Departments if the need arises. When

asked why she likes the insurance business, she says that she "enjoys the new challenges that each day brings, every day is different." In GAMPro, she has found that each risk is different and she really enjoys the opportunity to find the best markets to offer quotes and win the business.

If you would like to contact Laura regarding any of our Professional Liability or Management Liability products, she can be reached at 630-242-3127 or laura.williams@mavon.com.



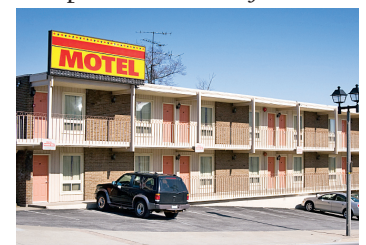
Laura Williams

Habitational Coverage



- **G.A. Mavon & Co. is proud to add Greater New York to our list of Top-Rated Carriers!** GNY Insurance offers a comprehensive package product with many enhancements as well as Commercial Auto, Workers' Comp and Umbrella for the following risk types:

- **Commercial Real Estate Program—** Bowling Alleys, Hotels, Industrial Parks, Motels, Movie Theaters, Office Buildings & Strip Malls



(Continued on reverse side)

- **Real Estate Habitational Program**—Apartment Building (minimum 8 units), Condominiums includes D&O (minimum 8 units) and Mix Use Buildings with Mercantile and Apartments (minimum 10 apartments)
- **Restaurant Program**—Family/Casual style restaurants, white linen and chain & franchise restaurants with table service and diners.
- **Retail Program**—Retail Chain and Group of Retail Franchise Stores
- **Self Storage Program**—Mini Storage and Self Storage



Submission requirements include: ACORD applications, GNY Supplemental App (if required), Loss Runs, Target Premium and Photo of Building (Company requires 10-14 days lead time).

Send applications for habitational to Darlene Derus at: 630-242-3131 or darlene.derus@mavon.com.

Send all other submissions including large habitational to Carole Walczak at: 630-242-3156 or carole.walczak@mavon.com.

Commercial Lines Department

- With the Holiday Season upon us, this is an excellent opportunity to sell Special Events Liability insurance! Nearly 29,000,000 Americans will plan to host a party between Thanksgiving and the Super Bowl. More importantly, over 21,000,000 of these party hosts do not have Liability Coverage, leaving them open to lawsuits.

Our program offers these outstanding features:

- CGL limits up to \$2,000,000 aggregate/\$1,000,000 occurrence (excess limits also available).
- Liquor Liability limits up to \$2,000,000 CSL.
- Coverage available for a wide variety of short-term events including (but not limited to):
 - Holiday Parties
 - Office Parties
 - Weddings
 - Conventions
 - Conferences
 - Fundraisers
 - Trade Shows
 - Christmas Tree Lots



For more information and a competitive quotation, contact Chuck Lynch, Commercial Lines Manager, at 630-242-3128 or chuck.lynch@mavon.com, or Ken Cuprisin, Assistant Manager, at 630-242-3134 or ken.cuprisin@mavon.com.

Premium Financing Available

- **GAMCO**—On your next insurance transaction, let GAMCO Premium Finance Company help you close the sale! For more information, contact Jennifer Riter at 630-242-3163 or jennifer.riter@mavon.com.



All applications for quote can be emailed to:
submit@mavon.com

G.A. MAVON & CO.
MANAGING GENERAL AGENTS

10 West Chicago Ave., Hinsdale, IL 60521 • 630-655-2400 • Fax 630-654-4447 • www.mavon.com