

What special feels like.



American
Specialty



// We have learned that the more we listen and respond to what our agents need, the more successful we will become as a company."

Drew Smith
PRESIDENT OF AMERICAN SPECIALTY

/ From coverage to claims, we make it easier.

Like you, we think America's special moments are worth insuring.

With over 30 years working in Sports, Leisure and Entertainment insurance, we apply our expertise to make people's lives easier, for agents and clients alike. We offer best-in-class coverage that is designed to meet the unique needs of the industries we serve.

Our outstanding customer service is backed by the knowledge and know-how that insures the nation's largest Sports, Leisure and Entertainment organizations. We're intentional about how and

when we collect information, to make renewal as easy as possible for years to come. When you work with us, you receive personal attention from a team that you come to know on a first-name basis. And when you have a question, we respond in a matter of hours or days—not weeks or months.

Help your clients spend more time doing what they love, and less time worrying about it. That's what special feels like at American Specialty.

/ Whether it's the first pitch or the final encore, we've got what you need.

We provide high-quality insurance products, claims management and risk services to protect and serve clients involved in the Sports, Leisure and Entertainment industries. As an appointed agent, you receive personalized attention from a team that has your back.

Insurance Services

The Sports, Leisure and Entertainment industries are exciting to work in—but they definitely have inherent risks. With more than 50 specialized Property & Casualty and Accident & Health insurance programs, American Specialty has the right coverage for your clients. As an appointed agent, you have access to our skilled and trusted staff, who possess the depth of knowledge and specialty experience required to fully understand and service the unique day-to-day needs of your clients' business operations.

- ✓ PRODUCTS AVAILABLE FOR 50+ INDUSTRY PROGRAMS
- ✓ A.M. BEST "EXCELLENT" OR HIGHER RATED INSURANCE CARRIERS
- ✓ COVERAGE IS AVAILABLE IN ALL 50 STATES
- ✓ NON-AUDITABLE POLICIES
- ✓ IN-HOUSE UNDERWRITING AND POLICY ADMINISTRATION
- ✓ DEDUCTIBLE/SIR OPTIONS
- ✓ SIMPLIFIED RENEWAL PROCESS
- ✓ DEDICATED ACCOUNT TEAM

Policy Types

- ✓ GENERAL LIABILITY
- ✓ LIQUOR LIABILITY
- ✓ COMMERCIAL AUTO
- ✓ EXCESS LIABILITY
- ✓ PROPERTY
- ✓ INLAND MARINE
- ✓ WORKERS' COMPENSATION
- ✓ ACCIDENT MEDICAL
- ✓ CATASTROPHIC MEDICAL

Claims Services

In the Sports, Leisure and Entertainment industries, claims require specialized technical expertise to effectively manage losses. American Specialty's deep-seated Claims team successfully manages the unique claims needs of our clients by providing creative, yet practical, solutions to the challenges they face.

- ✓ 24-HOUR CLAIMS SERVICE
- ✓ CENTRALIZED IN-HOUSE CLAIMS MANAGEMENT
- ✓ INDUSTRY-FOCUSED ADJUSTERS WITH AN AVERAGE OF OVER TWO DECADES OF CLAIMS ADJUSTING EXPERIENCE EACH

97%

account renewal retention

Risk Management Services

Our Risk Management philosophy focuses on taking proactive steps to prevent problems in the first place—and zeroing in on what really matters in each program. We work hard to empower clients to take control and manage the risk factors present in their day-to-day business activities. Our portfolio of in-house risk management tools and services is tailored to each specific industry. What's more, our Loss Control team members previously worked in the industries we serve, so they know the realities your clients face on a personal level.

- ✓ COMPREHENSIVE EVALUATIONS, INSPECTIONS AND RISK ASSESSMENTS
- ✓ ONSITE LOSS CONTROL
- ✓ REVIEWS OF CONTRACTS AND WAIVERS
- ✓ INDUSTRY-FOCUSED CHECKLISTS
- ✓ TOOLS TO PREPARE AND PLAN FOR POTENTIALLY DISRUPTIVE EVENTS
- ✓ RISK ALERTS
- ✓ INSIGHT INTO INDUSTRY STANDARDS AND BEST PRACTICES

/ Amusement

Most insurers would run screaming from covering heart-stopping rollercoasters and intense escape rooms, but we happily help your clients involved in growing the amusement industry.

It's all about bringing friends and family together to share amazing experiences while keeping everyone safe and secure. We know the stresses and risk involved in maintaining safety standards in these adrenaline-pumping activities, and our depth of experience gives us key insights into identifying patterns of safety issues and liability concerns.



- ✓ AMUSEMENT PARKS
- ✓ CHILDREN'S MUSEUMS & SCIENCE CENTERS
- ✓ ESCAPE ROOMS
- ✓ FAMILY ENTERTAINMENT CENTERS (FECs)
- ✓ THEMED PARKS & ATTRACTIONS
- ✓ ZOOS & AQUARIUMS



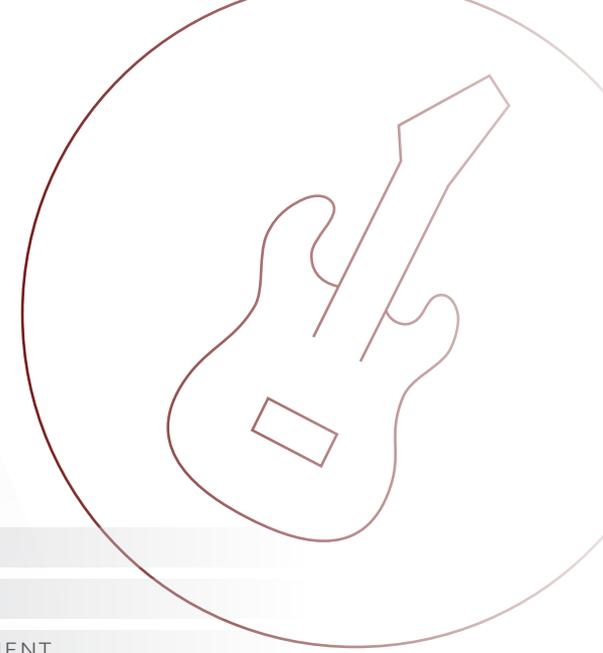
A+ coverage
for all thrill-
seekers and
adrenaline
junkies.

/ Entertainment

Fairs, festivals, outdoor concerts—these high-energy events are the definition of classic American culture.

But as soft targets with liability issues galore, they present some major challenges to ensuring security and safety. With a variety of customizable insurance products, American Specialty is ready to assume the risk of a wide range of entertainment experiences, to keep the celebrations moving forward.

- ✓ CAR CLUBS
- ✓ CONCERTS
- ✓ EATERTAINMENT
- ✓ EVENTS
- ✓ EVENT & CONCERT PROMOTERS
- ✓ FAIRS & FESTIVALS
- ✓ LIVE MUSIC VENUES
- ✓ MOVIE THEATERS





/ Health & Fitness

Every year, more and more people invest in their health. Help your health & fitness industry clients reach even higher with a policy from American Specialty.

From personal trainers to fitness studios to full-service health clubs, we offer customizable coverage solutions that include insurance for childcare, swimming pools and saunas, 24-hour access facilities and other specialized needs.



- ✓ DANCE STUDIOS
- ✓ FITNESS STUDIOS
- ✓ GYMNAS TIC FACILITIES
- ✓ HEALTH CLUBS
- ✓ INSTRUCTORS
- ✓ MARTIAL ARTS SCHOOLS
- ✓ PERSONAL TRAINERS

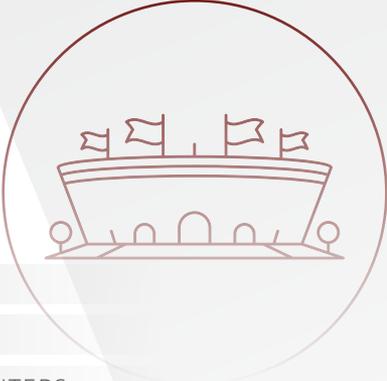


Your best bet
for great venue
insurance.

/ Venues

What's the #1 insurance claim in venues?
Patron slips and falls.

For clients involved in managing venues, safety of patrons and employees is paramount. They think about it every day, and we work with them to mitigate risk in every aspect—concessions, maintenance, parking and security. At American Specialty, all venues—big or small—are important to us. We help clients plan for emergencies, remove obstacles to patron safety and provide best-in-class service for underwriting, claims management and loss control.

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- ✓ CASINOS
 - ✓ CONCESSIONAIRES
 - ✓ CIVIC/CONVENTION CENTERS
 - ✓ DOG & HORSE TRACKS
 - ✓ ICE RINKS
 - ✓ PERFORMING ARTS CENTERS
 - ✓ STADIUMS & ARENAS

Policies so the hospitality industry can relax.

/ Hotels & Resorts

People go on vacation for an escape, but for hotel and resort operators, there's no escaping the inherent risk of hosting hundreds—if not thousands—of people at their facility every day.

From boutique accommodations to large all-inclusives, we provide coverage to protect the property, employees and services offered on the premises. Our dedicated team offers personalized care and works to quickly resolve any claim that may occur. That way, not only the guests will rest easy, but your clients can, too.



- ✓ 3-STAR, 4-STAR AND 5-STAR HOTELS & RESORTS
- ✓ HOTELS WITH CASINO EXPOSURES
- ✓ COMPLEXES WITH WATER ATTRACTIONS
- ✓ QUALIFYING INTERVAL OWNERSHIP CONDOMINIUMS
- ✓ HOTEL MANAGEMENT COMPANIES
- ✓ CONDOMINIUMS OPERATING AS HOTEL UNITS
- ✓ HIGH-END B&Bs

/ Sports

We keep America's pastimes running strong. From local youth sports to professional sports teams, American Specialty provides unparalleled insurance and risk management solutions.

We insure some of the biggest athletic events in the world, including the last two Olympic Games held on U.S. soil. But for us, providing insurance solutions for your local sports complex is just as important. We help your clients assess waivers, ensure abuse and molestation prevention policies are in place, and more. With American Specialty, you're able to navigate the issues of today in the world of sports, and plan for the concerns of tomorrow.



- ✓ COACHES & OFFICIALS
- ✓ COLLEGE BOWL GAMES
- ✓ E-SPORTS TEAMS & LEAGUES
- ✓ E-SPORTS VENUES
- ✓ HIGH SCHOOL ATHLETIC ASSOCIATIONS
- ✓ MINOR LEAGUE BASEBALL
- ✓ NATIONAL GOVERNING BODIES
- ✓ PROFESSIONAL TEAMS & LEAGUES
- ✓ SPORTS ASSOCIATIONS (AMATEUR)
- ✓ SPORTS COMMISSIONS
- ✓ SPORTS COMPLEXES
- ✓ SPORTS EVENTS
- ✓ YOUTH TEAMS, CAMPS & LEAGUES



Let's work **together.**

From onboarding new clients to processing claims, we make your life easier—with our unmatched customer service and industry expertise. Find out what special feels like at American Specialty.

Visit americanspecialty.com.



7609 W. Jefferson Blvd, Ste 100
Fort Wayne, IN 46804

Phone: 800-245-2744
Fax: 260-969-4729

contact@americanspecialty.com
americanspecialty.com