



# CROSS SELL as of 07/31/18

888.321.4713 Commercial Express Bonds Niche Market Cross Sell Opportunities

Did you know more than 40 of Philadelphia Insurance Companies' (PHLY) niche insurance products present direct cross-sell opportunities with commercial surety bonds? Refer to the list below for a detailed listing of PHLY's niche insurance products with which surety bonds are commonly associated and ask your clients about their needs.

## COMMERCIAL PACKAGE

### Human Services

- Adult Day Care Centers
- Group Homes
- Home Health Care/Hospice
- Home Medical Equipment Dealers
- Non-Profit Organizations
- Social Service Organizations
- Thrift Stores

### Industry Services

- Fuel Dealers
- Pest Control Services
- Restoration Contractors
- Security Services - "The Guardian"

### Public Services

- Event Planners
- Medical Facilities/Hospitals  
(Property & Auto Only)
- Nursing Homes (Property & Auto Only)
- Water & Sewer Districts

### Habitational

- Mobile Home Park Owners

### Educational

- Colleges
- Miscellaneous Training Schools
- Schools - Private, Academic, Charter, and Vocational
- Trade Schools

### Sports

- Amateur Sports
- Professional Sports

### Recreation & Entertainment

- Boat Dealers
- Bowling Centers
- Craft Brewery & Distillery
- Event Planners

### Health & Fitness

- Health Clubs
- Personal Training Studios
- Pilates & Yoga Studios
- Salon & Day Spas

### Outdoor Products

- Fishing & Hunting Lodges
- Guides & Outfitters

### Commercial Auto

- Chauffeured Transportation
- Franchised Motorcycle Dealerships
- Lessors Contingent/Excess Liability;  
Lessors Contingent
- School Bus Contractors

## MANAGEMENT & PROFESSIONAL LIABILITY

- Temporary Staffing Agencies

## PERSONAL LINES

- Collector Vehicles

## EXCESS & SURPLUS LINES

- Manufacturing
- Real Estate
- Retail
- Restoration Contractors
- Storage Tank Environmental Product (STEP)

### Need a bond now?

We're waiting to help. Bonds can be obtained by contacting the surety center or going online at PHLY.com, logging in, and navigating to our agency portal; PHLY Bond Express.

### Have questions?

No problem. PHLY's Commercial Express Surety Center was established to help you understand your client's surety needs and offer a full spectrum of solutions. Call 888.321.4713 or email us at: [commercialexpress@phly.com](mailto:commercialexpress@phly.com) so you and your clients can BE **PHLY SURE**.

