



An innovative approach to providing expertise and market access to local and regional insurance representatives dedicated to serving Specialty Stucco and EIFS Applicators in both favorable and challenging market cycles.

THE GENESIS OF INNOVATION: ABOUT THE SPECIALTY STUCCO INSURANCE STRATEGY (SSIS)

SSIS was developed by Swett & Crawford, the nation's oldest wholesale broker of commercial property and casualty insurance products and Huckaby & Associates. H&A, an independent agent based in Columbia, SC, has more than 10 years of service to EIFS Applicators in Alabama, Georgia, Tennessee and the Carolinas.

These organizations worked together to find solutions for extremely difficult-to-place EIFS Applicators coverage during the late 90's and post 9/11 insurance cycle. In this most challenging time, they improved rates and coverage terms by getting underwriters to recognize EIFS as a viable product when applied by a qualified applicator.

SSIS is now expanding exclusive product offerings and specialization to local or regional agents across the nation to ensure the applicator gets the best product available during hard or soft commercial insurance cycles.

WHAT IS THE SSIS ADVANTAGE?

- **EXCLUSIVE PRODUCT** – Access to exclusive products and support for EIFS Applicators and allied trades
- **INDEPENDENCE** – Focus on empowering retail agents with market access and experience to negotiate with multiple carriers rather than relying upon a traditional association-sponsored program
- **STABILITY** – Keeps retail agents abreast of, and responsive to, changing market conditions and insurance company guidelines for underwriting EIFS exposures

- **SERVICE** – SSIS enables the applicator to work with a local/regional representative to maintain a face-to-face relationship and a higher level of service on ALL lines of coverage

Swett & Crawford supports the SSIS approach through individual risk placement, management of insurance company relationships and day-to-day oversight of agency participation in this initiative.

SSIS COVERAGE HIGHLIGHTS

- Low Minimum Premium
- No Frame Limitation
- Residential Coverage
- General Contractor Friendly Endorsements
 - Primary/Non Contributory
 - Blanket Additional Insurance including Completed Ops
 - Blanket Waiver of Subrogation
 - Per Project Limits
- Mold Coverage

Applicators and insurance producers interested in receiving additional information on SSIS, please direct your inquiries as follows:

In North and South Carolina, Georgia, Tennessee and Alabama, please contact:

Joey Huckaby, Huckaby & Associates
Phone: 803-772-3773
Email: joey@huckabyandassociates.com

In all other states:

Michael Lassig, Swett & Crawford, Atlanta
Phone: 404-240-5299
Email: Michael_Lassig@swett.com