

# EXCESS BROKERAGE

Skyward Specialty E&S Brokerage is fully committed to wholesalers. We develop strategic relationships with brokers who understand our risk appetite, leading to successful, profitable growth every year. We look at a diverse range of hard-to-place excess risks for small to mid-sized companies across the E&S landscape.

## COVERAGE AND LIMITS

- Up to \$5M in limits
- Ability to sit above Occurrence & Claims Made Underlying Policies
- Underlying carriers must have AM Best Rating of B+ VII or better
- Minimum required limits:
  - General Liability – \$1/2M
  - Auto – \$1M CSL
  - Employers Liability – \$500/500K
  - All others – at least \$1/1M
- Most successful accounts in \$15K-\$100K premium range, with the average premium size around \$30K. We will look at larger and smaller accounts.

## TARGET CLASSES

- Manufacturers / Distributors
- Industrial & Commercial
- Contractors  
(Residential Contractors - limited appetite)
- Equipment Rental
- Machinery / Equipment & Repair
- New Ventures
- LRO & Mercantile
- Services Risks
- Amusement & Family Entertainment Centers
- Habitational (limited appetite)

## SUBMISSION REQUIREMENTS

Send to: [esubmissions@skywardinsurance.com](mailto:esubmissions@skywardinsurance.com)

- 90-day acceptance window
- Acord Application
- Supplemental apps, as appropriate
- Copy of underlying GL and Auto quotes
- Underlying EL carrier information
- Minimum 5-year loss history
- Premium target and Incumbents position
- Information on program structure

## PRODUCER PORTAL

Click or scan the QR code below to access our Producer Portal.



## CONTACT US

**Michael Arias, Vice President of Underwriting**  
737-255-8377  
[marias@skywardinsurance.com](mailto:marias@skywardinsurance.com)

**Brenda Bouyer-Windley, Vice President of Underwriting**  
212-702-2112  
[bbouyerwindley@skywardinsurance.com](mailto:bbouyerwindley@skywardinsurance.com)

**Darrell Crawford, Underwriter**  
484-328-8015  
[darrell.crawford@skywardinsurance.com](mailto:darrell.crawford@skywardinsurance.com)

**Stacy Dorman, Vice President of Underwriting**  
804-600-9687  
[sdorman@skywardinsurance.com](mailto:sdorman@skywardinsurance.com)

**Deborah Brooks, Asst. Vice President of Underwriting**  
804-669-9627  
[dbrooks@skywardinsurance.com](mailto:dbrooks@skywardinsurance.com)

**John Ma, Underwriter**  
914-902-7232  
[jma@skywardinsurance.com](mailto:jma@skywardinsurance.com)