

Top New Business Hit List for Midwest Region

Frankenmuth Insurance is pleased to release our third quarter [Top New Business Hits in the Midwest](#), featuring a regional summary of our top 10 preferred new business classes and highlights from a couple of featured account wins.

Additionally, this quarter, we are introducing a new section, Hitting the Write Note, featuring information on other special Commercial product features, solutions, and announcements.



Top New Business Hits in the Midwest

Frankly speaking, when it comes to writing commercial accounts, we want you to have a leg up on your local competition. That's why we're sharing our top 10 new business target classes, plus a couple of featured hits.

Top 10 Hits: Q3 2022

TOP 10 NEW BUSINESS CLASSES WRITTEN IN THIRD QUARTER 2022

HIT #	RISK CLASS DESCRIPTION	AVERAGE PREMIUM
01	Concrete construction	\$50,123
02	Electrical work - within buildings	\$28,083
03	Lessors risk only buildings	\$17,475
04	Painting - interior buildings or structures	\$15,189
05	Carpentry - residential construction	\$12,445
06	Restaurants - 30% alcohol receipts	\$11,228
07	Plumbing - residential or domestic	\$9,195
08	Automobile repair or service shops	\$8,851
09	Ice cream stores	\$6,545
10	Lawn care services	\$5,177

FEATURED HIT

Electrical Contractor

Policyholder specializes in commercial electrical services, installation, and system maintenance.

- **\$59,500 account premium** — including property, liability, auto, umbrella, and workers compensation
- **\$1,600,000 total insured property values** — building, contents, and business income
- **\$2,750,000 annual payroll**

FEATURED HIT

Shoe Retailer and Distributor

Policyholder is a regional retailer and distributor of brand-name footwear.

- **\$19,000 account premium** — including property, liability, crime, auto, umbrella, and workers compensation
- **\$8,300,000 total insured property values** — building, contents, and business income
- **\$4,000,000 annual sales**



Hitting the Write Note

Diamond Auto Premier enhancement coverage - available for new and renewal policies effective 11/1/2022 includes:

- **Drive other car automatic coverage for executive officers** - extends liability coverages for executive officers to any auto that is not owned, hired, or borrowed.
- **Auto replacement option** - provides the option to replace a combustion engine vehicle with an electric or hybrid vehicle.
- **Vehicle and sign wraps** - coverage for replacement costs of vehicle customization, including special carpeting, extended roofs, custom murals, paintings, vinyl wraps, and other details or graphics.
- **Plus 47 more coverages!**
- Full product brochures are available on the Agency Marketing Platform (AMP) website.
- Forms 19348 and 19384 are in IBIS Agency Services.

Questions? Contact your field manager or underwriter today to discuss our top hits.

This resource is available to download electronically at any time from our Agency Marketing Platform, located in [iBIS Agency Services](#) under Resources > Marketing > Agency Marketing Platform (AMP).

We look forward to celebrating more new business hits with your agency! If you have questions or have

trouble accessing this resource, please contact your field manager or underwriter.