

Sompo GRS Insights

We are pleased to introduce the next installment of our newsletter, *Sompo GRS Insights*, a forum dedicated to sharing news, tips, trends, recent successes and new developments at Sompo Global Risk Solutions impacting our brokers and insureds.

As always, we appreciate your continued support and thank you for selecting Sompo Global Risk Solutions to be part of your risk and insurance programs.

ABOUT US

Sompo Global Risk Solutions offers comprehensive multiline capabilities targeted at select industry verticals and client segments where we have a depth of expertise.

Delivering tailored products and services, our teams specialize in:

- Real Estate
- Hospitality
- Financial Institutions
- Professional Services
- Japanese and South Korean Accounts

Servicing middle market and large accounts domiciled in the U.S. and Mexico with minimum annual premium of \$250K, we work through a network of retail brokers who share our commitment to long-term partnerships built on white glove service.

CONTACT US

Michael Chang
CEO, Global Risk Solutions
T +1 212 471 2816
E mchang@sompo-intl.com

Ionel Rizea
Executive Vice President,
Chief Business Development
and Operations Officer,
Global Risk Solutions
T +1 917 281 0728
E irizea@sompo-intl.com

If you would like to subscribe to **Sompo GRS Insights**, please email Ionel Rizea at irizea@sompo-intl.com

Please follow us on [LinkedIn!](#)

March 2019

Welcome to our March edition of Sompo GRS Insights. Sompo GRS is off to an exciting start in 2019 as we've enhanced and expanded the products and capabilities we offer to our clients.

We recently completed the integration of Sompo Seguros Mexico, S.A. de C.V. (Sompo Mexico) into Sompo GRS. **Junji Hisano** continues to lead this business as CEO, reporting to **Lisa Davis**, EVP and President of U.S. Japanese Interest Accounts. In addition to expanding our geographic footprint and adding new talent to the Sompo GRS team, this integration strengthens our ability to seamlessly serve clients with operations in Latin America.

We've also taken steps to enhance our claims capabilities with the expansion of the Sompo GRS Claims Adjusting Unit to include our Japanese Interest Accounts business; the introduction of the SompoClaims mobile app for employees to manage their workers' compensation claims; and the development of benchmarking tools which provide clients with deeper insight into the health of their risk management operations relative to peers.

Finally, we continue to listen to and learn from our clients. Following our second annual Client Advisory Board (CAB) meeting for our Real Estate and Hospitality clients, we held our inaugural CAB meeting for our key Japanese and South Korean accounts. Both events provided a forum to discuss emerging industry trends, share the latest legal, risk control and claims thought leadership, and exchange ideas for enhancing the products and services we provide. These in-person conferences are a natural extension of our commitment to truly understand each client's business as we strive to meet their long-term insurance needs.

At Sompo GRS, we focus on providing unparalleled underwriting, actuarial, claims and risk control services in support of our commitment to provide white glove service to our clients. We value your input and welcome your insights into how we can further grow our partnership today and in the future. Please feel free to contact our team at any time with questions or suggestions.

Michael Chang

CEO, Global Risk Solutions | mchang@sompo-intl.com | +1.212.471.2816

NEW AND NOTEWORTHY

Sompo Global Risk Solutions Introduces Mortgagee Portfolio Protection Insurance for U.S. Lenders

Sompo Global Risk Solutions now offers U.S. mortgage lenders protection from exposures created by impaired mortgages, particularly in the event of uninsured or underinsured damage to the associated properties. The product also provides lenders coverage for exposures resulting from errors and omissions associated with their role in servicing mortgages. Please contact **Nelson Telemaco**, SVP, Financial Institutions P&C and Professional Services P&C Leader at ntelemaco@sompo-intl.com to learn more.

Sompo International Sponsors the 2019 ABA Insurance Risk Management Forum

Together with colleagues from Sompo International's U.S. Insurance team, Sompo Global Risk Solutions CEO **Michael Chang** was joined by **Jimmy Martuscelli**, EVP, Chief Industry Vertical Officer; **Nelson Telemaco**, SVP, Financial Institutions P&C and Professional Services P&C Leader; and **Sara Gunderson**, SVP, Financial Institutions and Professional Lines P&C at the 2019 ABA insurance Risk Management Forum held in Orlando February 3 – 6. This event brings together top bankers and providers to discuss risk management issues from in the field.

Rose M.J. Charles Addresses New York State Bar Association

In her presentation, "Legal and Ethical? How Far Should You Go", **Rose M.J. Charles**, Esq., VP, Casualty Claims Leader for Sompo GRS addressed the ways women attorneys can secure their seat at the table to advance their own careers while advancing rights for all women under the law. She also discussed whether lawyers' conduct may be "legal" but not ethical and focused on how far lawyers can – and should – go to protect their clients and themselves in a powerful panel session at the New York State Bar Association: Women in Law annual section meeting in NYC.

Sompo Global Risk Solutions Risk Control Team Hosts Webinar on Negligent Entrustment

On February 21, 2019 Sompo GRS Risk Control Client Services Specialist, **Kim Derthick** hosted a client webinar on *Negligent Entrustment: Who's Driving Your Losses*. During the webinar, which included over 100 clients, she discussed types of driver exposures, litigation outcome scenarios and offered suggested best practices to reduce exposures. This event is part of a client webinar series that Sompo GRS Risk Control will be hosting throughout the year. For more information please contact **Christine Sullivan**, Sompo GRS Risk Control Leader at csullivan@sompo-intl.com.

RECENT ACCOUNT SUCCESSES

We are pleased to share with you examples of our recent account successes:

Industry Class	Product	Premium	Limit	Risk Description
Commercial Real Estate	GL, WC, Auto	\$5M	\$1M Limit/Statutory/\$1M Limit	Mixed Portfolio
Commercial Real Estate	Environmental	\$100K	\$10M Limit Primary	Mixed Portfolio
Commercial Real Estate	GL	\$1M	\$1M Limit	Mixed Portfolio
Commercial Real Estate	Property	\$1.3M	\$12M Limit Primary	Office Portfolio
Commercial Real Estate	Environmental	\$1.4M	\$40M Limit Primary	Mixed Portfolio
Commercial Real Estate	GL, Auto, Umbrella, Property	\$450K	\$1M Limit/\$1M Limit/\$25M Limit Primary/ \$500M Limit Ground Up	Mixed Portfolio
Commercial Real Estate	GL, Auto, Umbrella	\$1.2M	\$1M Limit/\$1M Limit/\$25M Limit	Office Portfolio
Financial Institutions	GL, WC, Auto, Umbrella	\$1.7M	\$1M Limit/Statutory/\$1M Limit/\$25M Limit Primary	Investment Bank
Financial Institutions	GL, WC, Auto, Umbrella, Property	\$250K	\$1M Limit/Statutory/\$1M Limit/\$25M Limit Primary/\$146M Limit Ground Up	Financial Institution
Financial Institutions	Property	\$300K	\$5M Limit Primary	Financial Institution
Hospitality	GL, WC, Auto, Property	\$3.7M	\$1M Limit/Statutory/\$1M Limit/\$200M Limit Primary	Hotel Portfolio
Hospitality	GL, WC, Auto, Umbrella, Property	\$650K	\$1M Limit/Statutory/\$1M Limit/\$25M Limit Primary/\$350M Limit Ground Up	Cultural Institution
Japanese Interest Accounts	GL, WC, Auto, Umbrella	\$500K	\$1M Limit/Statutory/\$1M Limit/\$25M Limit Primary	Manufacturing Firm
Korean Interest Accounts	GL, WC, Auto	\$2.1M	\$1M Limit/Statutory/\$1M Limit	Manufacturing Firm
Professional Services	GL, WC, Auto, Umbrella, Property	\$150K	\$1M Limit/Statutory/\$1M Limit/\$25M Limit Primary/\$28M Limit Ground Up	Law Firm

DID YOU KNOW...?

Burn Safety Programs Can Help Save Lives

Implementing Burn Safety Programs in the workplace can help to prevent injury or death as well as financial losses. Keeping employees, co-workers and visitors safe from this very painful and potentially disfiguring exposure requires the identification of exposures, a preventative safety plan, and preparation to react to accidents.

Common workplace burns include:

Thermal Burns or "scalding" burns are caused by the heat from liquids, open flames, hot objects and explosions. Thermal burns can be prevented by wearing Personal Protective Equipment (gloves, masks, fire retardant uniforms), using fire prevention tactics such as minimizing clutter and using fewer flammable materials, and by having procedures and emergency action plans related to fire detection and protection.

Chemical Burns are the result of skin or eyes coming into contact with strong acids, alkaloids or other corrosive or caustic materials that eat away or "burn" skin and deeper tissue. In the workplace, these accidents can occur after exposure to chemicals in laboratories or manufacturing workplaces including industrial cleaners (such as rust removers or drain cleaners). To prevent chemical burns, employees should take Hazard Communication Training which covers the symbols and labels showing chemical risk in addition to outlining steps employees can take to prevent burns should they have direct contact with dangerous chemicals.

Electrical Burns occur when electrical current comes in contact with skin. To avoid electrical burns, employees need to be aware of live wires, avoid contact with water while working with electricity, and wear the appropriate personal protective equipment. Employers can minimize these risks with the implementation of lock out tag out programs.

Sun Exposure Burns are just that, burns from being out in the sun too long. Employees who work outside for prolonged periods of time should take precautions to reduce hours spent under harsh direct sunlight. Taking breaks to get out of the sun, wearing sun-protective work clothing, hats, sun block and sunscreen can also help to reduce the risk of burns from sun exposure.

Sompo International's Risk Control Services team includes burn protection specialists who can work with you to ensure your organization has a properly established Burn Prevention and Protection Program. Please contact **Victor Sordillo**, Senior Vice President, Risk Control Leader, Sompo International Insurance at vsordillo@sompo-intl.com to learn more.

For additional information on burn prevention in the workplace please visit: <http://www.burnfoundation.org/programs/resource.cfm?c=1&a=10>.