



BUILT on RELATIONSHIPS  
GUIDED by ETHICS

*Responsive Insurance Professionals ... here to serve you*

Michael J. Eichhorn, CPCU, President - CEO

# DENALI™

specialty group

We are a **SPECIALTY WHOLESAL**  
**intermediary**

That is **100% INDEPENDENTLY**  
**owned**

Employing a **dynamic team made up**  
**of SEASONED PROFESSIONALS**

Sharing an **ENTREPRENEURIAL spirit**

**FOCUSED on serving independent**  
**retail agencies**

With **subject matter EXPERTS**

That bring strong **RELATIONSHIPS**  
**into the marketplace**

Dedicated to **EXCELLENCE and a**  
**PASSION to WIN**



## OUR MISSION

We believe in the importance and primacy of the role of the independent agent and broker in the insurance transaction.

We believe that in many ways, insurance should still be a people's business, and the explicit value of the transaction between retail producer and wholesale intermediary goes well beyond the functionality of basic market access, account placement or product aggregation.

Our purpose is to deliver exceptional service by being the best at what we do; and our mission is to provide alternative placement solutions to the diverse needs of our valued retail producing partners.

## OUR PLATFORM

**Managing General Agency** operations providing a wide range of capabilities for accommodating small to middle market exposures.

**Managing General Underwriting** for aggregating niche product lines into exclusive program administrator authorities allowing Denali a level of exclusivity in the marketplace and provide value add to our distribution partners.

**Wholesale Brokerage** that provides coverage solutions for unique exposures and non-commodity business opportunities allowing Denali to service the needs of a broad spectrum of the marketplace.





## OUR SERVICES

We are highly focused professionals, leading with delegated authorities, and supported by relationship based, wholesale brokerage capabilities.

We are a unified company, free of the challenges of marketing and branding separate verticals, where interests are better aligned.

We are providing a sustainable culture that is rooted in appreciation for each-and-every employee that makes it possible for our partners and producers to succeed and win in the marketplace.

### Casualty Lines

Flexible and creative solutions to meet your clients casualty needs.

We have the products, tools and expertise to write small, medium and hard-to-place risks and offer a variety of ISO and manuscript forms to custom tailor your needs.

### Excess and Umbrella

Our excess and umbrella product offerings offer coverage options in both a lead and excess position over approved underlying carriers.

### Management Liability

Denali offers access to several products on either a monoline or blended combination, including Directors & Officers Liability, Employment Practices Liability, and Fiduciary Liability.

### Professional Liability

Miscellaneous E&O coverage extends to hundreds of professional categories and provides a broad range of coverage features to your clients.

Denali Specialty can provide E&O solutions specifically tailored to meet your needs.

### Commercial Property

We are committed to providing a wide array of viable and creative solutions for your client's individual needs.

Our team of insurance specialists has extensive knowledge and expertise in the commercial property segment of the marketplace.

### GL-Products

#### Coverage Appetite

- Occurrence and claims-made forms
- Per location and per project aggregate
- Deductible and SIR options (first dollar capability)

#### Target Classes

- Construction
- Manufacturing and distribution
- Mercantile
- Hospitality

#### Environmental Related Risks

#### Excess and Umbrella

### Management Liability

#### Target Market Segments

- For-profit and not-for-profit companies
- All classes of business except financial institutions

#### Key Product & Coverage Features

- Retention credit for early settlements
- Extended reporting period option for retired D&O's
- Wrongful internet activity added to EPLI coverage section
- Broad definition of insured

Loss control tools available at no cost to policy holders

### Professional

#### Coverage Parts

- Professional Liability
- Data Breach
- General Liability
- Media Injury

#### Target Classes

- Associations
- Consulting services
- Communication services
- Inspection services
- Real estate and property management services
- Transportation services

Coverage available on a primary or excess basis

Admitted forms available for select risks

### Property

#### Target Classes

- Real estate schedules
- Hotels/motels
- Vacant buildings
- Unprotected properties
- Medical clinics and hospitals
- Machine shops
- Retail stores
- Wholesale distributors

Inland Marine Coverages Available



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