



# Workers' Compensation

California

Diversify your book,  
improve retention

**WARNER**   
*Pacific*



Put our  
**workers'  
comp  
expertise**  
to work for you.

## Who Needs Workers' Compensation?

■ Virtually everyone!

Whether they are full-time, part-time, seasonal or temporary employees, or 1099 independent contractors, most workers must be covered by workers' compensation insurance. It's the law.



## Grow Your Income With Workers' Comp

Selling workers' comp can add another significant revenue stream to your bottom line.





Enjoy our  
team's dedicated  
support, at  
**no charge.**

## Workers' compensation benefits workers — and your business

### Expand, diversify and retain your clients

Adding coverage options to your book of business is a win-win. Your clients get more of the insurance they need through one expert resource — you. And you have the opportunity to find new prospects and earn more of your clients' business.

Here's another benefit to selling workers' comp: Statistics show that brokers who offer this coverage enjoy dramatically higher book retention.

We're here to help you grow your existing accounts, secure new clients and increase revenue — now and over time. We can even help you cross-sell — not just workers' comp, but BOP, medical and ancillary lines of coverage.

# The Warner Pacific Advantage

**During our 37-year history as a top-producing General Agency, Warner Pacific has earned the trust of thousands of brokers.**

You work hard to earn your clients' business, and we work hard to earn yours. That means giving you innovative tools and technology, ongoing education and training, and strong back-office support.

In an ever-changing world of insurance — especially workers' compensation — it's important to have a trusted partner on your side. Let us help you navigate the details of coverage, regulations, licensing, early claim intervention, return-to-work programs and more.



## We'll help you with:

- Training
- Prequalifying clients
- Market placement
- Getting aggressively negotiated rates
- Team conferencing
- Processing bind orders
- Issuing binders and certifications
- Handling invoice and collection issues
- Processing cancellations and reinstatements
- Processing endorsements
- Processing final audits
- Renewing policies
- Shopping when needed

## You'll also get:

- Competitive rates
- Flexible payment options
- Pay-as-you-go payroll reporting options
- Loss control training and services
- Expert claims handling
- In-house servicing



A smiling female veterinarian with dark hair tied back, wearing blue scrubs and a purple stethoscope, is holding a small, fluffy white dog. The dog is sitting on a dark surface and looking towards the camera with its mouth open. The background is a bright blue gradient. There are three decorative square outlines: a yellow one in the top right, a light blue one in the top right, and a dark blue one in the bottom left.

**Let's build  
your business —  
together.**



Warner Pacific  
is always rolling out  
**new tech**  
enhancements,  
just for you.

## Submit With a Click

We've enhanced our tech  
with QuickSubmit.





# An online alternative to ACORD

Warner Pacific's Workers' Comp QuickSubmit tool makes submissions quicker and more accurate. This dynamic online tool requires less information, finds class codes easily and tailors questions based on your input.

Even better, it allows you to get instant quotes from one of our workers' comp carrier partners, EMPLOYERS Compensation.\*

Simply go to the Broker Dashboard to complete and submit your request. Then, we'll review it and contact you if any additional information is needed. Once the form is scrubbed, our team will begin the submission process.

You'll get confirmation of a submission within 24 hours of your request. For cases that don't qualify for an instant quote, you can see the real-time status of your submission.

## Still prefer standard submissions?

You can email your standard submissions directly to your Account Executive:

**WorkersComp@warnerpacific.com.**

As always, we'll assist you or your client in completing the application, as well as obtaining any other submission requirements specific to your client and the carriers we approach.

Carriers we offer and their submission requirements:	ACORD 130 Application	Supplemental Application	Loss Runs (90 Days Valued)	Can Submit/Block the Market	BOP/Package
■ AmTrust	X	X	4 years	110 days out	
■ Atlas	X	X	4 years	90 days out	
■ BHHC	X	Preferred	4 years	90 days out	
■ Chubb	X	Preferred	4 years	90 days out	X
■ CompWest	X	Preferred	4 years	120 days out	
■ EMPLOYERS Compensation	X	Preferred	4 years or No Loss letter (< 25K and no losses)	120 days out	
■ ICW Group	X	X	4 years	120 days out	
■ Liberty Mutual	X	Preferred	4 years	90 days out	X
■ Omaha National	X	Preferred	3 years	120 days out	
■ PIE Insurance	X	Preferred	3 years	120 days out	
■ Preferred Employers	X	Preferred	3 years	90 days out	
■ Republic Indemnity	X	X	4 years	90 days out	
■ State Fund	X	X	4-5 years	90 days out	
■ The Hartford	X	Preferred	4 years	120 days out	X
■ Travelers	X	Preferred	4 years	90 days out	X

\*Exceptions apply. Contact your Workers' Comp Sales Executive for details.

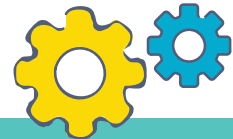




Our focus is  
**your  
success.**



## **Your Dedicated Workers' Compensation Team**



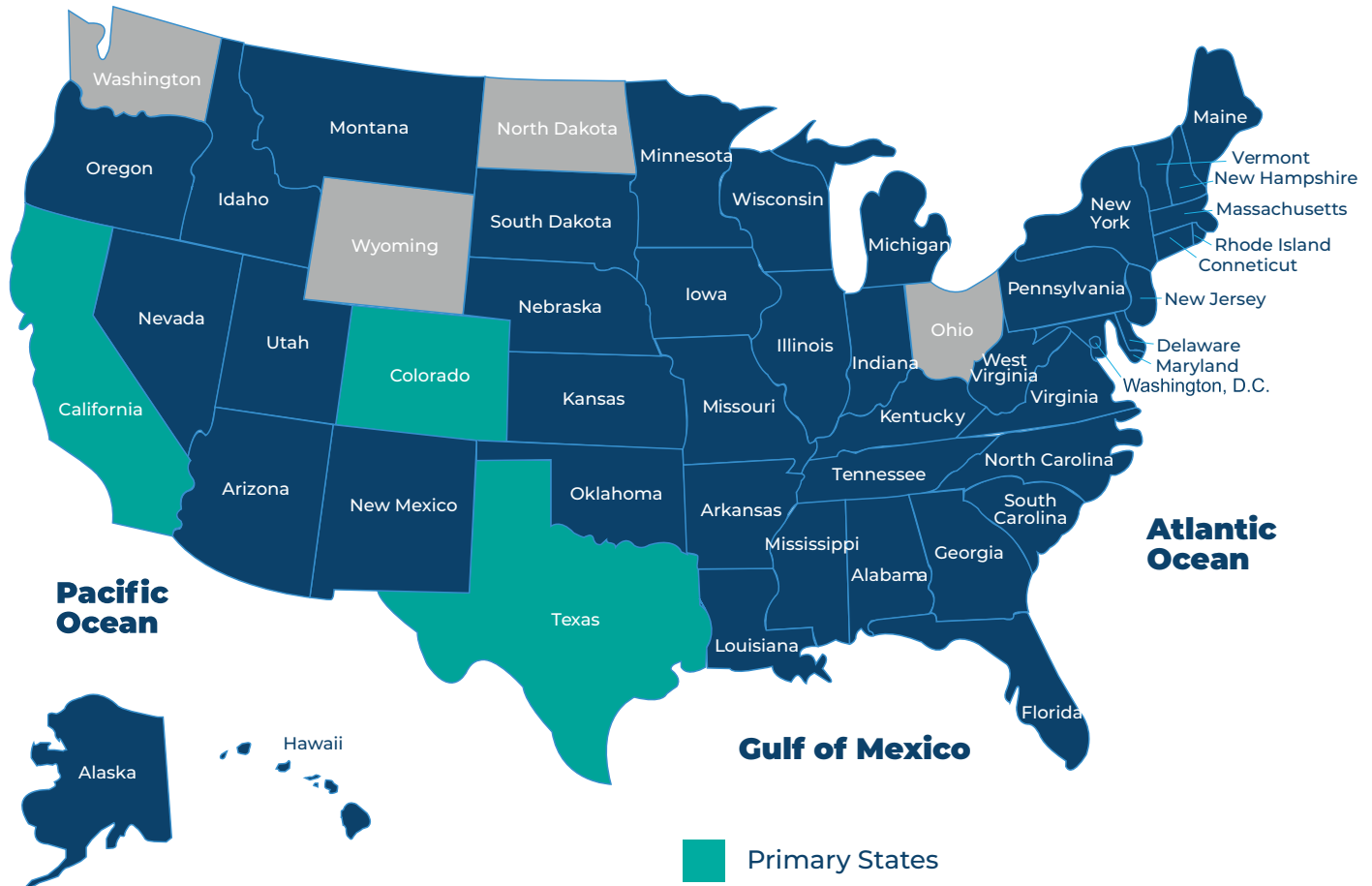
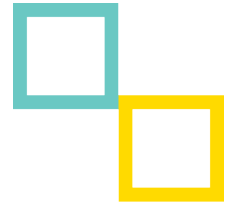
**Warner Pacific is your expert resource**

The licensed professionals on your dedicated Workers' Compensation Team are your behind-the-scenes partners, offering you the efficiency and administrative support you need to do what you do best — gain sales and build those important client relationships.

The tools, information and people you can count on are just a click or phone call away — all at no cost to you.

# Coast-to-Coast Support

While Warner Pacific is focused on growing with you in our core states, we partner with many national carriers to support your multi-state risks.





Offer your  
clients the  
protection of a  
**Business  
Owner  
Policy.**

## **BOP Made Easy**

CHUBB®



TRAVELERS

### **Two submissions, one place**

In addition to workers' compensation, you can also quote Business Owner Policies (BOP) through Warner Pacific.\* Two policies, one place.

Submit your BOP applications through Warner Pacific today. Simply call your Workers' Comp Account Executive at **(800) 801-2300** or email **WorkersComp@warnerpacific.com**.

\*Only brokers with a Property & Casualty license can quote this coverage.



# Warner Pacific's workers' compensation carrier partners



**Partner with us by  
calling (800) 801-2300.**



# WARNER *Pacific*

**(800) 801-2300**

[warnerpacific.com](http://warnerpacific.com)

[WorkersComp@warnerpacific.com](mailto:WorkersComp@warnerpacific.com)

**California Office**

32110 Agoura Road

Westlake Village, CA 91361

CA License No. 0764260 | CO License No. 351162 | TX License No. 1641424

Rev. 121020