

Travelers' quick appetite guide for Workers Compensation



It's no surprise that Travelers is the No. 1 workers compensation carrier. To help speed up the prospecting process, refer to our quick appetite guide (reverse side) to identify our preferred industry and class opportunities.

The proof is in the numbers:

83% of workers compensation quotes across **400+** classes available for issue without referral¹

80% of BOP 2.0 and Workers Compensation policies available for issue without referral¹

Multiline policyholders stay up to **2 years** longer¹ than monoline policyholders – and that means more profit and fewer touches over time

¹Premium <\$5K. Travelers flow data, rolling 12 months, May 2022–April 2023. ²Single state, single policy.

Ease and speed of quoting in Travis®

- 3 minutes, 3 screens² to quote a Workers Compensation policy.
- Plus 2 minutes to add Workers Compensation when writing a BOP 2.0 policy.

Travelers is an industry-leading carrier

#1 Workers Compensation
#1 Commercial Multi-Peril
#2 Commercial Auto

Source: S&P Global Market Intelligence 2022 U.S. Statutory DWP



See reverse for full list of preferred industries and classes. ►

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Write monoline and multiline policies faster and easier across these preferred classes.

AUTO SHOPS

SIC Code	
7532	Auto Body Repairs
7532	Auto Detailers
7538	General Automotive Repairs
7549	Oil Change/Quick Lube

CONTRACTORS

1751	Carpentry – Interior
1752	Carpet and Floor Installation
7217	Carpet, Rug and Upholstery Cleaning
1771	Concrete Work
1799	Countertop Installation
1742	Drywall
1731	Electricians
1794	Excavation
1793	Glaziers
1751	Home Furnishing Installation
7623	Household Appliance Installation and Repair
1711	HVAC
7349	Janitorial Services
1794	Land Grading
0782	Landscapers
1741	Masonry
3281	Monument Engraving and Installation
1721	Painting
1742	Plastering and Stucco
1711	Plumbing
1799	Power Washers
1711	Refrigeration
1711	Septic Tank Installation
1761	Sheet Metal Work
1799	Sign Painting and Installation
1743	Tile and Stone Work – Interior
1711	Water Softening Equipment
1781	Water Well Drillers

FINANCIAL AND INSURANCE

8721	Accountants and Tax Preparers
6282	Financial Advisors
6411	Insurance Agents or Brokers
6163	Mortgage or Loan Brokers

HEALTHCARE

8049	Acupuncturists
8049	Audiologists – Testing Only
8041	Chiropractors
8021	Dentists
8093	Med Spas
5995	Optical Goods
8042	Optometrists
8049	Physical Therapists
8011	Physicians and Surgeons
8043	Podiatrists
8011	Psychiatrists
8049	Psychologists
8071	X-ray or Imaging Labs

LAWN CARE AND LANDSCAPING

1611	Driveway/Sidewalk
1799	Fence Dealers and Installers
1794	Grading of Land
1629	Irrigation and Drainage Work
0781	Landscape Gardening
1711	Lawn and Garden Sprinklers

MANUFACTURING

SIC Code	
2396	Automotive and Apparel Trimmings
2299	Clothing and Accessories
3612	Electrical Equipment
3499	Fabricated Metal Products
2038	Food and Beverages
2434	Kitchen Cabinets
3599	Machine Shops
3827	Optical Goods
3069	Plastic and Rubber Products
2499	Wood Products

PERSONAL CARE SERVICES

7231	Barber and Beauty Shops
7231	Beauty and Barber Schools
7299	Day Spas
7231	Nail Salons

PET CARE SERVICES

0752	Pet Day Care, Sitting or Overnight Boarding
0752	Pet Groomers
0742	Veterinarians

PROFESSIONAL SERVICES

7313	Advertising and Marketing Agencies
8742	Business, Management and Strategy Consultants
6411	Insurance Adjusters
7389	Interior Decorators
8111	Lawyers
5963	Manufacturers Representatives
8743	Public Relations
6531	Real Estate Agencies
6531	Real Estate Appraisers
7361	Recruiting and Executive Search Agencies
8732	Telemarketing and Answering Services
6411	Title Agencies
4724	Travel Agencies

PRINTERS AND PUBLISHERS

7331	Direct Mail Advertising
2732	Publishers with Printing Operations

RELIGIOUS AND CULTURAL

8661	Religious Institutions
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RESIDENTIAL AND COMMERCIAL REAL ESTATE

6513	Apartments
6531	Commercial Condominiums
6512	Lessors Risk Only
6531	Residential Condominiums

RESTAURANTS

5461	Bagel and Doughnut Shops
5461	Bakeries
5812	Banquet and Reception Facilities with Food Service
5812	Catering
5812	Coffee, Tea and Smoothie Shops
5812	Fast Casual
5812	Fine Dining
5812	Full-Service Restaurants
5451	Ice Cream and Frozen Yogurt Shops
5812	Salad, Sandwich and Soup Shops

RETAIL

SIC Code	
5921	Alcoholic Beverages
5932	Antiques
5999	Art Galleries or Dealers
5531	Auto Parts
5999	Beauty and Cosmetic Supplies
5942	Books and Magazines
5632	Clothing and Accessories
5945	Crafts
5731	Electronics
5992	Florists, Including Artificial
5712	Furniture and Furnishings
5947	Gifts, Novelties and Souvenirs
5411	Groceries
5211	Hardware and Home Improvement Supplies
5944	Jewelry
5331	Party Supplies
5999	Pets
5499	Specialty Foods
5941	Sporting Goods
5945	Toys

SERVICE BUSINESSES

7929	Disc Jockeys
7216	Dry Cleaners
7261	Funeral Parlor and Crematories
7699	Locksmiths
7629	Office Machine Repairs
7389	Packaging and Mailing
7335	Photographers
7389	Recording Studios – Music
7629	Small Appliance Repairs
7219	Tailors
5962	Vending Machine Operators

TECHNOLOGY

7379	Computer Consultants
5734	Computer Stores
7374	Data Preparation and Processing
7376	IT Facilities Management
8243	IT Schools
7372	Software Developers
7378	System Integrators and Computer Installation, Service and Repairs
4812	Telecommunications and Internet Services Providers
7379	Website Design

WHOLESALE

5131	Clothing and Accessories
5064	Electrical Appliances
5065	Electronic Parts and Equipment
5141	Food and Beverages
5021	Furniture and Furnishings
5199	Gifts
5072	Hardware
5113	Industrial and Personal Services
5013	Motor Vehicle Supplies
5087	Service Establishment Equipment and Supplies