

## News from Aon

### New umbrella product available to community associations, through Ian H. Graham Insurance

**Sherman Oaks, Calif. (October, 2016)** – Insurance agents and brokers now have access to a new umbrella product for their community association clients. [Ian H. Graham Insurance](#) (IHG), a division of [Aon Affinity](#), the affinity business of [Aon plc](#) (NYSE: AON), has expanded its exclusive suite of products with [CNA](#), to include umbrella insurance for community associations, in addition to directors' and officers' (D&O) liability and crime insurance.

"IHG is proud to introduce our new umbrella product, which complements our industry leading D&O," said Sylvia Tagle, executive vice president, Ian H. Graham. "The addition of this new coverage responds to our broker and client needs by offering a one-stop insurance solution for these specialty products."

IHG will have internal underwriting capability, which permits the program to offer the same service standards and ease of doing business experienced by brokers and clients with other IHG products. Key features of the umbrella product (subject to all terms, conditions and provisions of the Policy) include:

- Coverage provided by A-rated carrier, CNA
- \$1M, \$2M, \$5M, \$10M and higher limits available
- Follow form excess over CNA's D&O Liability
- Duty to defend policy
- And more

Service standards include 24-hour turnaround for new business quotes, automatic renewals (for qualifying accounts) and easy access to product experts who can answer any questions clients may have.

"CNA is pleased to collaborate with IHG and expand our product offering in the community association market," said Michael Kirchgessner, Vice President, Umbrella & Excess, CNA. "This new umbrella product provides a customized and seamless approach to umbrella coverage for our customers needing more than just a primary policy."

Since 1982, IHG has been providing comprehensive insurance solutions to the community association niche through more than 5,000 brokers and agents. It has been a sponsored program of the Community Association Institute (CAI) for over 30 years.

For more information on the new umbrella program, please contact 800.621.2324 or visit [www.ihginsurance.com](http://www.ihginsurance.com).

**About Aon Affinity**

[Aon Affinity](#) is a trade name for Affinity Insurance Services, Inc. Aon Affinity combines the specialized knowledge of affinity program management with the extensive resources of a global company to help clients achieve their goals. With an innovative approach to program strategy, from the design of products and services to the delivery of the marketing message, Affinity offers full-service capabilities; technical expertise and industry knowledge to deliver value to clients. Visit <http://www.aon.com/affinity> for more information.

**About Aon**

[Aon plc](#) (NYSE:AON) is a leading global provider of [risk management](#), insurance brokerage and [reinsurance](#) brokerage, and [human resources](#) solutions and [outsourcing](#) services. Through its more than 72,000 colleagues worldwide, [Aon](#) unites to empower results for clients in over 120 countries via [innovative risk](#) and [people](#) solutions. For further information on our capabilities and to learn how we empower results for clients, please visit: <http://aon.mediaroom.com>.

**About CNA**

Serving businesses and professionals since 1897, CNA is the country's eighth largest commercial insurance writer and the 14th largest property and casualty company. CNA's insurance products include standard commercial lines, specialty lines, surety, marine and other property and casualty coverages. CNA's services include risk management, information services, underwriting, risk control and claims administration. For more information, please visit CNA at [www.cna.com](http://www.cna.com). "CNA" is a service mark registered by CNA Financial Corporation with the United States Patent and Trademark Office. Certain CNA Financial Corporation subsidiaries use the "CNA" service mark in connection with insurance underwriting and claims activities.

**About IHG**

Ian H. Graham Insurance is the brand name for the brokerage and program administration operations of Affinity Insurance Services, Inc.; (TX 13695); (AR 100106022); in CA & MN, AIS Affinity Insurance Agency, Inc. (CA 0795465); in OK, AIS Affinity Insurance Services, Inc.; in CA, Aon Affinity Insurance Services, Inc. (CA 0G94493); Aon Direct Insurance Administrators and Berkely Insurance Agency and in NY, AIS Affinity Insurance Agency. IHG serves more than 5,000 insurance brokers representing over 42,000 community association clients. Brokers and agents have been relying on our quality products, simple processes and experienced service since 1982. For more information, please visit [www.ihginsurance.com](http://www.ihginsurance.com).

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