



On Target

First Quarter 2012

Human Services Hit List!

Harleysville's OthersFirst® Protection Package is geared especially to the needs of the human services industry ... those organizations in your communities that provide a variety of services to individuals with special needs. In 2011—our third year in the human services business—we produced more than \$10 million in written premium, and our goal is to top the \$50 million mark within five years. To stay “On Target,” we’re committed to helping you compete effectively for quality accounts like the ones listed below, which we recently put on the books.

Examples of Human Services Accounts Written in Fourth Quarter 2011

Class of Business	Lines of Coverage	Premium Level
Teen Center	Package/Auto/Umbrella	\$4,200
Community Action Group	Package/Auto/Umbrella	\$3,300
Day Care	Package/Auto/Umbrella	\$9,000
Early Learning Center	Package/Auto/Umbrella	\$24,000
Senior Day Care	Package/Auto/Umbrella	\$7,100
Advocacy Against Abuse	Package/Auto/Umbrella	\$7,800
Transitional Living	Package/Auto/Umbrella	\$238,000
Thrift Store	Package/Auto/Umbrella	\$6,500
Vocational Training	Package/Auto/Umbrella	\$319,000
Neighborhood Community Center	Package/Auto/Umbrella	\$107,000
Local Hemophilia Foundation	Package/Auto/Umbrella	\$8,741
Domestic Violence Center	Package/Auto/Umbrella	\$6,748
Group Homes for Developmentally Disabled	Package/Auto/Umbrella	\$237,000
Leadership Program	Package/Auto/Umbrella	\$44,000
Substance Abuse/Mental Illness	Package/Auto/Umbrella	\$17,758
Montessori School	Package/Auto/Umbrella	\$17,300

For information about our appetite, contact any member of our human services staff.

HUMAN SERVICES STAFF

Serving agents in most states:

Debbie Arters (AU), *Human Services Renewal Underwriter*; 215.256.5222; Toll-free: 1.800.523.6344, ext. 5222; darters@harleysvillegroup.com

Simone Brewster (CPCU, AU), *Human Services Underwriter*; 215.256.5852; Toll-free: 1.800.523.6344, ext. 5852; sbrewster@harleysvillegroup.com

Terri Ann Kane, *Human Services Underwriting Specialist*; 215.513.8571; Toll-free: 1.800.523.6344, ext. 8571; tkane@harleysvillegroup.com

Carole McGurkin, *Human Services Underwriter*; 215.256.5473; Toll-free: 1.800.523.6344, ext. 5473; cmcgurkin@harleysvillegroup.com

Lisa Prinz (J.D., CPCU, ARe, RPLU), *Vice President*; 215.256.5242; Toll-free: 1.800.523.6344, ext. 5242; lprinz@harleysvillegroup.com

Debbie Rueger (CPCU, AU, AIS, AINS), *Underwriting Consultant*; 215.272.0516; Toll-free: 1.800.523.6344, ext. 5174; drueger@harleysvillegroup.com

Serving agents primarily in Indiana, Illinois & Wisconsin:

Elizabeth Bautista, *Human Services Territory Manager*; 630.390.9078; ebautista@harleysvillegroup.com