



About Ascend With Argo

Education. Insight. Connections.

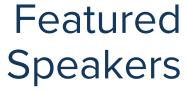
Training, support and mentorship for early-career insurance professionals:

- Webinars
- Shadow days with Argo employees
- Events
- A web-based training portal and content

Audience Insights

How would you describe your understanding of the construction market?

- a. Strong
- b. Somewhat familiar
- c. Minimal
- d. I'm starting from the ground up





Mike Freeman
Construction Underwriting Supervisor,
Argo Construction
Click here for my LinkedIn profile



Kevin Libeg
Underwriting Supervisor – Specialty
Construction, Argo Construction
Click here for my LinkedIn profile



Kate Garcia
Construction Team Lead, West Region,
Argo Construction
Click here for my LinkedIn profile



Jordan Marks
VP, New York Construction Practice
Leader, Argo Construction
Click here for my LinkedIn profile



Rachel Jordan

AVP, Construction – Owner's Unit,

Argo Construction

Click here for my LinkedIn profile



Ashley Heline
Marketing Program Manager,
Argo Group
Click here for my LinkedIn profile.

Agenda

- What makes construction an interesting specialty
- Discuss a variety of construction products, including middle market, specialty, owner's and New York construction
- Explore the challenges and opportunities of specializing in construction
- Learn why construction is a consistent market
- Q&A



Why construction might be a great specialty for you

Construction offers

- A consistent market (\$1.3 trillion industry in the U.S.)
- A variety of risks
- The chance to be part of projects that transform towns and cities

Helpful for a career in construction

- An inquisitive nature
- Solid research skills
- Attention to details

Middle market construction: a variety of risk

Middle market construction tends to be a consistent line of business.

Specialists focused on middle market construction can provide the coverage that enables commercial, residential and industrial projects to move forward.

Trends to watch for

- Rising uncertainty related to COVID-19
- Residential construction end use





What makes **specialty construction** special?

- Covers large/complex risks
- Great potential for interesting submissions
- Higher-cost projects

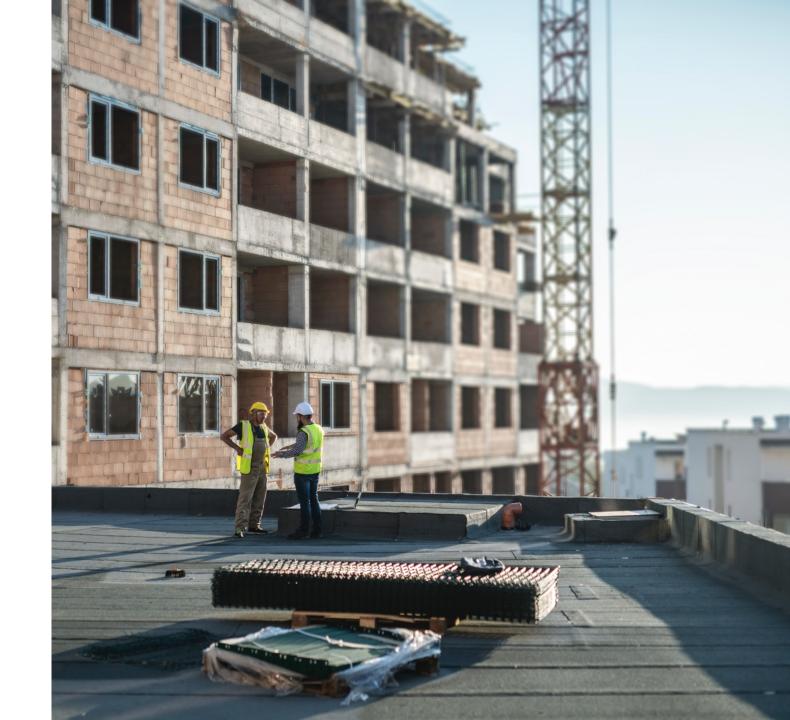
Trends in specialty construction

- Political impact infrastructure bill
- COVID = suburban boom

What sets owner's coverage apart?

Learn the difference between two project-specific coverages for property owners hiring a contractor to build or renovate.

- Owner's Interest is a full CGL policy providing premises liability and products and completed operations coverage for the owner.
- Owners and Contractors
 Protective (OCP) is a more limited policy for the owner which does not provide premises coverage outside construction or products and completed operations.





New York construction is in class of its own

- A unique market that operates in a special legal environment
- Shaped by New York labor law statutes

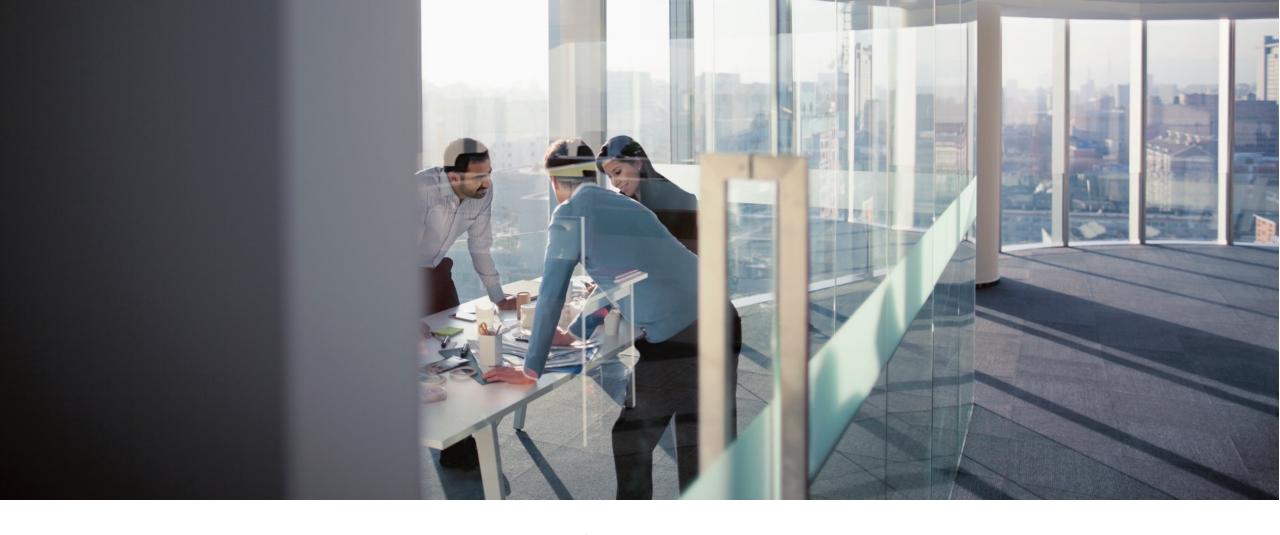
What sets New York construction apart?

- Scaffold Law This state law holds contractors/employers liable for all gravity-related workplace injuries
 - Imposes absolute liability on owners and general contractors
 - Results in significant action over exposure in which injured employees can collect against other parties via litigation
 - Higher damages

Trends in New York construction

- Increased demands for developers and general contractors on adequate insurance and contractual requirements
- Higher damages/social inflation causing rising payouts in claims





One last piece of advice

Ask questions and speak to people in different areas to discover what sparks your interest.

Finding a Specialty Webinar Series

Register for the final webinar of the series

November 18

"Opportunities in Professional Liability"



Thank You