



ASCEND WITH ARGO
Education. Insight. Connections.

Finding a Specialty: Steering Your Career in Inland Marine



Featured Speakers



Dave Higley

Senior Vice President, Head of Argo Marine

[Click here for my LinkedIn profile.](#)



Dan Nelson

Senior Underwriter, Argo Marine

[Click here for my LinkedIn profile.](#)



Ashley Heline

Marketing Program Manager, Argo Group

[Click here for my LinkedIn profile.](#)



About Ascend With Argo

Education. Insight. Connections.

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

- Webinars
- Shadow days with Argo employees
- Exclusive events and conferences
- A web-based training portal and content

Agenda

- Explain the history of oldest line in insurance and what it covers
- Describe what sets inland marine apart from other specialties
- Explore the art and science of underwriting inland marine
- Describe the kind of experience that could help a person considering a career in inland marine
- Q&A

Audience Insights

How would you describe
your understanding of
inland marine?

- a. Strong
- b. Somewhat familiar
- c. Minimal
- d. Something about ships?



Inland Marine: An Overview

- One of the first coverages recognized by Lloyd's of London
- Specialty line
- \$22 billion in U.S. premium
- Non-standard form and rates
- Admitted or non-admitted
- Driven by risk, not class
- Biggest lines of coverage are construction, transportation and equipment

But what is inland marine, exactly?

Inland marine may sound like an oxymoron. Don't be confused.

Unlike marine insurance, which covers products transported over bodies of water, inland marine covers much, much more:

- Property that is transported by truck or train over land
- Property that is being stored or warehoused
- Construction property, equipment and builders risk
- Renewable energy property





Types of inland marine coverage

- Bailee's customer
- Builders risk
- Exhibition/fine art
- Installation floater
- Motor truck cargo



The art and science of inland marine

- Underwriting is an art
- Leveraging the right digital tools is a science
 - Technology simplifies and speeds up the process for brokers and carriers

Helpful for a career in inland marine

- **Intellectual curiosity** – Having a drive to ask questions in order to understand the risk and a desire to learn on the fly is critical.
- **Organization** – Underwriters in a specialty line must stay on top of email, products, accounts, forms, etc.
- **Ability to educate** – Be able to explain coverage, your reasoning and the final product in a way partners and policyholders will understand.





Q&A

What questions do you have?





One last piece of advice

Remain intellectually curious
and [willing to learn](#).

Finding a Specialty Webinar Series

Register for the rest of the series:

- **November 12:** “Building a Construction Specialty”
- **November 18:** “Opportunities in Professional Liability”



Thank You