

Why AF Specialty

AF Specialty is part of AF Group, whose affiliate brands are rated “A” (Excellent) by A.M. Best (financial size XIV) and a Ward’s 50 top performing company. We are unique from other program carriers as we can offer full fronted to fully retained programs on both admitted and non-admitted paper. AF Specialty’s program services are supported by best-in-class, in-house underwriting and claim management, actuarial support and flexible reinsurance structures.

AF Specialty Appetite

AF Specialty is focused on commercial property and casualty business for programs with at least \$15M in annual premium. The current appetite is focused on non-coastal property, general liability, and excess and umbrella liability. Because AF Specialty delegates the underwriting authority, program administrators must have policy issuance capabilities and underwriting expertise. We are currently avoiding monoline workers’ compensation, general trucking liability, cyber, environmental, professional lines, personal lines and new startups.

Program Launch Process



Pipeline Phase – Target Four Weeks to Completion

The purpose of the pipeline phase is to do an initial screening of the opportunity with a focus on:

- Ability to write the business (Certificates of Authority/licensing)
- Financial strength of potential partner
- Profitability expectations
- Potential channel conflicts

Information needed from you to complete this phase:

- Executed Non-Disclosure Agreement (NDA)
- Completed questionnaire
- Three years of audited financial statements
- Actuarial data: 10 years of premium and loss data, rate change history, large loss summaries
- Portfolio data: Five years – line of business, state mix, limit profile

If an opportunity successfully clears the pipeline, it will move to a more thorough due diligence phase and a program launch roadmap will be created.

Due Diligence – Target Six Weeks to Completion

The purpose of this phase is to fully vet the opportunity and gain approval to implement and launch the program. In this phase, a program manager will be assigned and will assist you through the entirety of the process.

Key components include:

- Development of underwriting guidelines
- Review and approval of forms
- Review of TPA (if not an approved TPA)
- Draft of agency agreement
- Finalization of economics/commissions

Once the due diligence phase is complete and the program has been approved, it will move to implementation.

Implementation Phase – Target Six Weeks to Completion*

The purpose of this final phase is to set up all required items to begin writing business. Your program manager will provide a checklist of items needed to complete implementation and move towards your production go live date. AF Specialty will look to connect specialized experts with your counterparts to facilitate the process, including but not limited to Legal, Accounting and Data/IT.

*Timeline of six weeks assumes no filings are needed and no program reinsurance must be placed.

Contact Information

Please email info@afspecialty.com if you have questions or would like more information.