

Glatfelter Brokerage Services (GBS)

Glatfelter
INSURANCE GROUP®
An **AIG** company

History

1. 2023 – GBS created to facilitate a unique access point into Lexington for our broker partners
2. 2024 – Transitioned Cyber from GPE, GH & GMC package policies to standalone product
3. 2025 – Transitioned Watercraft (251 HP and greater) from VFIS & GPE to standalone product
4. 2025 – Launched various other products to expand our capabilities

Product Offering - Current

1. LexPro

1. Cyber
2. Management Liability Including D&O, EPLI, Fiduciary
3. Professional Liability Including Misc., Media, Publishers & Broadcasters, Reputation Guard

2. Watercraft

1. Hull
2. P&I
3. Pollution (WQIS)

3. Property & Casualty

1. Western World
2. Middle Market Property
3. Middle Market Casualty (Primary & Excess)
4. Contractors Pollution Liability

4. Public Risk Underwriters (PRU)

1. Law Enforcement Liability
2. Public Officials Liability
3. Educators Legal Liability

5. Business Risk Partners (BRP)

1. Admitted Management Liability Including D&O, EPLI, Fiduciary

Product Offering - Future

1. A&H – YE 2025
 1. Accidental Death & Dismemberment
 2. Business Travel Accident
 3. AIG Medical Indemnity

2. Pollution Being Considered – Q1 2026
 1. Environmental and General Liability Exposures (EAGLE)

Noteworthy Wins

1. Real Estate Investment – General Liability ~ \$110K
2. School – Cyber ~ \$75K
3. School – Cyber ~ \$65K
4. Private Golf Club – Management Liability & Cyber ~ \$60K
5. City – Cyber ~ \$45K
6. School – Cyber ~ \$35K
7. Municipality – Cyber ~ \$30K
8. School – Cyber ~ \$30K
9. Fire District – D&O and EPLI ~ \$30K
10. School – Cyber ~ \$25K
11. School – Cyber ~ \$20K
12. Medical Response – Cyber ~ \$15K
13. School – Cyber ~ \$15K
14. Healthcare – Cyber ~ \$15K
15. Fire District – D&O and EPLI ~ \$15K
16. Fire District – Cyber ~ \$15K
17. Sports & Entertainment – Excess Liability ~ \$15K
18. Water District – Cyber ~ \$15K
19. Food Manufacturing – Cyber ~ \$10K
20. Home Care – Cyber ~ \$10K

Contact Us

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General Info

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Every successful person gives something back...

- Arthur J. Glatfelter

"Our focus here is different. We're caretakers first, insurance professionals second. We're here to care for our clients and agents in remarkable ways. To do that, we specialize in their unique markets, digging deep into what those industries experience in the day-to-day. It enables us to provide empathy as well as protection. That's the legacy Art Glatfelter established and it's the one we're going to carry into the future."

- Erin Fry, President and CEO, Glatfelter Insurance Group

QUESTIONS?

Thank you!

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