



## Investment Firms Trust The Hartford for a One-Company Insurance Solution

### *Putting Our Financial Strength to Work for You*

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Investment management and adviser firms aim to establish long-term relationships with their customers based on trust and experience. The Hartford shares a similar goal, building deep relationships to help you provide the trusted products and services mid-size and small financial services customers demand.

With all the ups and downs of the market, investment managers and advisers face tough decisions every day. The Hartford provides your customers with an easy decision – an industry tailored, one-company insurance solution backed by nearly 200 years of experience.

- The Hartford is easy to do business with providing,
  - Easy access to the resources you need to attract new investment firm customers through industry specific pages on the [Electronic Business Center \(EBC\)](#)
  - Tools to keep you and your customers informed, like our Financial Services newsletter [Assets @ Risk](#)
  - Attractive payment plan options designed to meet your investment management and adviser customers' needs
- The Hartford has the **right products** for your investment firm customers:
  - A one-company solution, with comprehensive products and services in
    - Property & Casualty
    - [Professional & Management Liability](#)
    - [Fidelity](#), and
    - [Surety](#)
  - Industry-tailored coverage including products you already know and recommend such as Property Choice®, GL Choice®, Spectrum® and Spectrum Xpand®
  - Responsive and proactive services including multi-state claim and loss control
- The Hartford is a **trusted provider**:
  - Offers an A+ Rating from A.M. Best – a superior reputation in the industry that reflects positively on your firm
  - Dedicates time and resources to building and maintaining high levels of trust
  - Connects with the industry through focused product offerings and dedicated industry experts

When working with your investment management or adviser firm customers, recommend The Hartford.

[Learn more](#) about The Hartford's coverage for your small and mid-size investment firm customers. Contact your Hartford representative today to find out how to capture your share of the profitable and growing \$1.3 billion investment firms market opportunity!