



Arthur J. Gallagher & Co.



*Tailored solutions for the  
Hospitality Industry*

GALLAGHER HOSPITALITY PRACTICE

## Dedicated Resources for Your Unique Risk Management Needs

Gallagher Hospitality Services is a team of professionals that have extensive knowledge of the hospitality industry. Our team will develop tailored solutions to meet your unique risk management needs. We take pride in our reputation as an established company with a proven track record of success and service.

- Our clients include resorts, timeshares, condo/hotels, franchisees and developers.
- Our clients represent over 650,000 rooms and 4,500 hotels.
- We have dedicated hospitality construction personnel for developers.
- We have exclusive property and terrorism programs.
- We will help you secure complex coverages including wrap-ups and builder's risk.
- We have access to all global insurance markets to secure the best possible terms and price.
- We can provide coverage for properties located anywhere in the world.
- We offer a variety of additional services, including outside vendors to assist in a wide range of areas, including remediation, claims preparation, catastrophe modeling and industry-related legal issues.
- We have a large employee benefits group with dedicated hospitality specialists to assist in all areas.
- We are a major sponsor and participant in industry events, as well as a primary source for insurance and risk management articles for industry publications.

## Wherever You Are, We're Nearby

Gallagher Hospitality Services has a global reach, with 710 offices in 33 countries. In addition, the Gallagher Global Alliance allows us to provide client service capabilities in more than 150 countries around the world. Our experienced teams handle a broad range of risks from large and complex multinational accounts to niche, single-territory risks, on a direct or wholesale basis. Our access to all the major insurance markets combined with our industry expertise will allow Gallagher to provide you with expert professional services crafted to suit your company's individual needs.



## Tailored Solutions to Fit Your Needs

### We Deliver Industry Insight and Coverage Know-How

As a leader in hospitality insurance placements, Gallagher will provide you with dedicated advisors who will work with you to develop innovative insurance and risk management solutions for your company.

### Hospitality-Specific Benchmarking Studies and Analysis

- Comprehensive due diligence for mergers & acquisitions
- Environmental consulting
- International construction
- Contract review
- Lender requirements review and compliance
- Premium allocations
- Program design from construction to operational phases

### Hospitality Network Relationships

- Coverage & legal review
- Forensic accounting
- Catastrophe response
- Behavioral testing

### Risk Control "Risk Engineering"

- Safety & security assessments
- OSHA compliance
- Associate train-the-trainer programs
- Compliance audits & metric performance reports
- Cat modeling
- Property exposure and data analysis

### Claims and Loss Control

- In-house claim department to resolve and monitor claims and coverage issues
- In-house loss control specialists
- Claim reviews
- Return-to-work programs
- Complete asset-specific reporting and monitoring
- Catastrophic claims advocacy

### Information Systems

- Gallagher Insight — Web-based client info tool

### Coverage Attorneys

We have worked with coverage counsel as well as risk management consultants and markets to improve policy language when possible to avert the unintended consequences in losses.

## Our Guiding Principles

Our guiding principles and philosophies drive our success in supporting you and your business objectives—and ultimately, the risk management solutions we design for you.

- Absolute integrity from trusted advisors
- Flawless execution of client stewardship
- Commitment to innovation in tailored solutions
- Expert knowledge of the insurance marketplace

These pillars are at the core of Arthur J. Gallagher & Co.'s operations, and guide every one of our associates. They are the reason we have been recognized as one of the most respected and ethical companies in our industry.

*We take smarter care of your risk so you  
can take better care of your business.*

**Reduce your risk. Contact an advisor today.**

### **Gallagher Hospitality Practice**

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### **Arthur J. Gallagher & Co. at a glance**

Arthur J. Gallagher & Co. has been designing solutions to meet our clients' unique needs for 90 years. We pioneered many of the innovations in risk management used by businesses in all industries today. We believe that the best environment for learning and growing is one that remembers the past and invents the future.

- Founded in 1927 by Arthur J. Gallagher and still run by the founding family.
- A global corporation with a strong heritage and culture, Gallagher is a company with 24,500+ family members.
- Divisions specializing in retail insurance brokerage operations, benefits and HR consulting, wholesale distribution, and third-party administration and claims processing.
- More than 710 offices in 33 countries and revenues of \$4.2 billion in 2016.
- Arthur J. Gallagher & Co. also offers client-service capabilities in more than 150 countries around the world through a global network of correspondent brokers and consultants.



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