



# NewzBlast

News and information for our brokers



January, 2013

[ZurichCanada.com](http://ZurichCanada.com)

Dear Julia,

Providing insurance solutions for the construction industry requires a special lens that can see today's needs while keeping another eye turned to the future. As we look ahead to growth opportunities in P3, Mining and Energy, we don't lose sight of our core products: Construction and Contracting Operations, Environmental Liability and Professional Liability.

When I assumed the role of Regional Industry Leader for Construction, my mandate was clear: maintain and enhance Zurich's position as a leader in Canada. Backed by the strength of our Construction and related Specialty Products team, it's one I know I won't have trouble achieving.

We want to work closely with you to clarify our appetite and to find the right, customized solutions for your customers. As I make my way across the country to share what Zurich can do for you, I look forward to meeting many of you.

Regards,  
Rajiv Joshi  
Regional Industry Leader, Construction

#### Zurich Contact

**Julia Warrender**

#### Socially Hip!

We curate the latest in risk and insurance news on Twitter every day. Want to stay ahead of the curve with us? Follow [@zurichcanada](https://twitter.com/zurichcanada) on Twitter!

#### Quick Links

- [Claims](#)
- [Risk Services](#)
- [Zurich Builders Risk game](#)
- [ZurichEZclick.com](#)

## Zurich Featured Solution

### *Building and Construction*

Construction is complex and ever-changing. Issues like QA, subcontractor management, jobsite security and safety, sustainability, delay and financial risk directly impact your customers' bottom line. At Zurich, we believe success should be more predictable than the challenges your customers face.

Our innovative construction and related specialty products help your customers bring some predictability to their unpredictable business. Below is sampling of what we have to offer.

- [Subguard](#): An innovative alternative to surety bonds that mitigates the risk of subcontractor or supplier default
- [Environmental](#): Easy-to-understand, cost-effective

environmental solutions for business

- [Risk Services](#): Through identification, analysis and the ultimate reduction of risk, Zurich's Risk Services professionals help organizations compete, while reducing their overall cost of risk.
- [Professional Liability](#): Zurich's construction risk experts offer insights into professional liability causes of loss

As always, your Business Development Leader can help you navigate our offerings.

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## Zurich Delivered

*Zurich reports business operating profit of USD 3.2 billion for the first nine months of 2012*

Zurich Insurance Group (Zurich) reported a business operating profit (BOP) of USD 3.2 billion and net income attributable to shareholders (NIAS) of USD 2.7 billion for the nine months ended September 30, 2012.

[Download the complete report](#) and visit the [Zurich.com website](#) for additional Q3 results information.

### *Western Canada Claims Service*

Our mission is to provide tailored claims solutions that meet our customers' unique industry needs with fast, fair, and easy claims service. To that end, numerous initiatives are underway to enhance customer service in Western Canada.

In addition to the Claim Service Account Executive announced in the last NewzBlast, we are recruiting a Team Manager to lead a combined Liability/Auto Physical Damage team, establishing prescribed work hours that will better serve our customers, and adding five trainees to be dedicated to Western Canada.

Please feel free to [contact us](#) with any questions or concerns.

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## Zurich News

### *Financial Post Strategy section*

Zurich is widely known as a thought leader, which in turn brings opportunities to share our expertise in the insurance industry and beyond. We are thrilled to share our Risk Management and

Supply Chain insight in the [Strategy section of the Financial Post online](#).

The section is live now until the end of the January, and we encourage you to [visit the link now](#), and share it with your customers to highlight the Zurich difference.

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