



## Overview

- Workers' compensation specialists with expertise in the hospitality sector. We currently insure and service more than 1,000 hospitality accounts throughout New England. It has been a niche market for us for 20+ years.
- Eligibility: hotels, motels, resorts, inns, restaurants, brew pubs and wineries (with food service), country clubs and golf clubs/courses.
- New hospitality group under way in Vermont through a partnership with Hickok & Boardman.
- We have an appetite for these classes of business and welcome opportunities in all six New England states. If you have a hospitality association relationship in your state, we'd like to hear from you.

## Commitment

- We effectively deliver programs that are easy to administer, achieve results and are backed by services you can depend on.
- Pandemic response for hard-hit hospitality businesses includes competitive pricing and payment plans.



Risk factors, injury prevention strategies and training guides for the hospitality sector are available on our website. Your clients will also have access to our Basecamp resource library.



## A.I.M. Vantage Occupational Health

- Dedicated claims team with regional consultants, adjusters and nurses on staff
- Preferred providers who specialize in occupational health
- Return to work program designed for hospitality operations

## A.I.M. Vantage Injury Prevention & Worksite Wellness (IPWW)

- Regional consultants with expertise in hospitality risks, including falls, lifting and material handling, contact with objects, and workplace violence.
- Direct access to our portal with IPWW resources for the hospitality sector. This safety and wellness database houses program templates, training resources, best practices and OSHA compliance documents.
- Risk analysis and recommendations as well as mobile apps, vendor referrals and consultations on request.

“ One of the biggest benefits of working with A.I.M. Mutual is the direct tie-in with our underwriter and how well coordinated they and the IPWW team members are. That familiarity is not always there with other carriers. We can always get in touch with a decision-maker and execute swiftly for our clients. This been especially important to our hospitality clients throughout the pandemic as the industry works its way back to sustainability.

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*--J.J. Filiault, President & Managing Director, CIC, LIA  
Berkshire Fairfield Insurance Agency*

The  Agency, LLC  
An A.I.M. Mutual Company

### A New Business? No Problem.

The Fairway Agency specializes in workers' compensation placement for your small business accounts throughout New England. Whether your client is a start-up or well established, we can secure coverage with a quick turnaround.

Partner with us.  
[aimmutual.com/brokercontact](http://aimmutual.com/brokercontact)