

CRAIG KLIETHERMES President & CEO RLI Corp.



What's keeping you up at night?

Our business environment is constantly changing, so adapting and evolving to market forces and customer expectations while staying true to what makes us different and uniquely competitive is critical. There are a multitude of issues that are impacting our industry and our business every day, but successfully meeting them comes down to one thing: attracting and retaining talent.

People are the engine of our industry and business. RLI's specialty businesses are built on personal relationships, trust and outstanding customer service. We want our customers and distribution partners to know that we stand by our word and are here to help them solve problems. We remain focused on continuing to attract the best and brightest talent to our organization.

How are you addressing it?

At RLI, our business model has always been about finding the best talent: those who share our values and are focused on doing the right thing for our customers and shareholders for the long term.

That's why we're proud to offer one of the best Total Rewards programs in the insurance marketplace designed to support the well-being and success of our employees. This Total Rewards Program includes outstanding health and wellness benefits including generous PTO, paid volunteer time off (VTO), flexible work arrangements, opportunities for personal and professional growth and exceptional retirement benefits.

Perhaps the most popular benefit is our Employee Stock Ownership Plan (ESOP). The ESOP allows everyone to be an owner and fosters a culture of shared success, because our outstanding employees are the foundation of RLI's success. We are committed to helping them secure their long-term financial futures.

What makes RLI different?

RLI's difference comes from the quality and values of its talented associateowners. Our company can be defined by four Ds:

1. We are Diversified.

We maintain a very broad product portfolio, a long list of distribution partners and more than 35 unique specialty products. We also practice diversification in the risks we take—including reinsurance, investments and capital sources—which has allowed us to provide dependable results to our shareholders and remain a stable and consistent market for our customers.

2. We are Disciplined.

We have a strong underwriting track record in the markets we serve. We are a constant source of narrow and deep expertise for our producers and customers.

3. We are Distributed.

We hire the best talent we can find, where they have relationships and can add the most value. We empower our associate-owners to put their expertise to work and delegate decision-making to our team members, who are closest to our customers and best understand their needs.

4. We are Dedicated.

Our over 1,000 talented associates are all owners of our company through our ESOP, and we share our success with them. We attract people who value owning part of the company they work for. Our people genuinely care about our company and customers.

About RLI

RLI is a U.S.-based specialty insurer that serves niche property, casualty and surety markets. We help customers protect what matters most, by shouldering risks to give them the security to create, explore, grow and prosper.

We serve commercial and personal lines customers nationwide through our diverse portfolio of niche products, backed by deep underwriting expertise and superior service.

RLI's products are offered through its insurance subsidiaries RLI Insurance Company, Mt. Hawley Insurance Company and Contractors Bonding and Insurance Company. All of RLI's subsidiaries are rated A+ (Superior) by AM Best Company.

With 58 years of experience serving diverse niche markets, RLI is a strong and stable insurance partner that provides the coverages and peace of mind your clients deserve.

To learn more, visit **rlicorp.com**.