

## News Release

For Immediate Release  
October 10, 2017

General Star Contact:  
Regina M. Kirwan, Vice President  
Stamford, CT. USA  
203 328 6908  
[Regina.Kirwan@generalstar.com](mailto:Regina.Kirwan@generalstar.com)

### General Star Launches Real Estate Program with Norman-Spencer

Stamford, CT, October 10, 2017...General Star Management Company announced today the launch of the Real Estate Program. General Star will partner with Norman-Spencer Agency, Inc., who will administer the program designed for real estate agents and brokers as well as appraisers and appraisal firms.

“General Star has long been a leading insurance market for real estate professionals. We are excited to collaborate with Norman-Spencer as we seek to build on this record of success. They are an experienced, respected and committed program administrator,” said Tom Gersch, Vice President and General Star Programs Unit Manager. General Star President and CEO Marty Hacala added, “General Star continues to expand and improve its programs offerings. The expertise of Norman-Spencer and General Star provides a winning combination for success.”

Specialized coverage designed for real estate agents and brokers as well as appraisers and appraisal firms will be provided, including the following: Broad Definition of Professional Services, Open House Coverage, Lock-box, Environmental Hazards, Discrimination Defense, Subpoena Assistance and Public Relations. In addition, the program offers unique options such as Third Party Drone Photography and Fraudulent Escrow Funds Transfer.

The Real Estate Program will be written on an admitted basis by General Star National Insurance Company which is rated A++ (Superior) by A.M. Best Company and carries an AA+ Insurance Financial Strength Rating from Standard & Poor's Corporation. General Star is a wholly-owned subsidiary of General Reinsurance Corporation, a member of the Berkshire Hathaway family of companies.

General Star National Insurance Company is licensed in the District of Columbia, Puerto Rico and all states. This product is not available in all states.

For more information, please contact:

**Norman-Spencer:** Kristye DeStout, 800-543-3248 or [kristyedestout@norman-spencer.com](mailto:kristyedestout@norman-spencer.com)

**General Star:** Regina M. Kirwan, 203-328-6908 or [Regina.Kirwan@generalstar.com](mailto:Regina.Kirwan@generalstar.com)