



COMMISSIONS BY UNDERWRITING COMPANY

Motorists Mutual Insurance Company

	Indiana	Kentucky	Michigan	Ohio	Pennsylvania	West Virginia
<u>Personal lines</u>						
Auto (Rate factors thru 2.00)	15%	15%		15%	15%	15%
Other Auto (rate factors over 2.00)	10%	10%		10%	10%	10%
Home - supported	20%	20%		20%	20%	20%
Home - unsupported	15%	15%		15%	15%	15%
All other	15%	15%		15%	15%	15%
<u>Commercial lines</u>						
All lines except workers' compensation	16%	16%	16%	16%	16%	16%
Workers' compensation	10%	5%	8%		5%	8%

Motorists Commercial Mutual dba Motorists Insurance

	All States
All commercial but workers' compensation	16%
Workers' compensation following Termination of Agreement	
Workers' compensation	
Up to \$10,000	10%
\$10,001 to \$50,000	7%
\$50,001 to 100,000	7%
\$100,001 and above	5%

Motorists Commercial Mutual (formerly AHM)

	Indiana	Kentucky	Michigan	Ohio	Pennsylvania	West Virginia
<u>Commercial lines</u>						
All lines but workers' compensation	16%	16%	16%	16%	16%	16%
Workers' compensation	10%	5%	8%		5%	8%
Accounts w/ WP over \$1 million						
All lines but workers' compensation	14%	14%	14%	14%	14%	14%
Workers' compensation	9%	4%	7%		4%	7%

Iowa Mutual Insurance Company

	All states
<u>Personal lines</u>	
Auto (Ultimate, Standard and Premier tier)	15%
Auto (Advantage tier)	10%
Unmarried, <25	10%
Motorcycle and all other	10%
Dwelling	15%
Homeowners	15%

Inland marine	15%
Liability	15%
Personal umbrella	13%

Commercial lines

Auto(includes garage)	15%
Burglary-crime	15%
Businessowners	15%
Glass	20%
General liability	20%
Commercial property	20%
Commercial umbrella	13%
Workers' compensation	8%
Commercial inland marine	15%

Iowa American Insurance Company

Commercial lines

Businessowners	15%
Commercial auto	15%
General liability	20%
Glass	20%
Property	20%
Workers' compensation	7%

Consumers Insurance USA

Personal lines

All states

Preferred business	15%
Select business	13%

Commercial lines

All commercial	15%
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Phenix Mutual Insurance Company

	Maine	Massachusetts	New Hampshire	Rhode Island	South Carolina	Vermont
Commercial property	20%	20%	16%	16%	16%	20%
General liability	20%	20%	16%	16%	16%	20%
Commercial multi-peril (CPP)	20%	20%	16%	16%	16%	20%
Workers' compensation			5%	5%	5%	
Homeowners	20%	20%	20%	20%	17%	20%
Dwelling fire	20%	20%	20%	20%	17%	20%
Mobile homeowners			20%			

Wilson Mutual Insurance Company

Personal lines

Minnesota

Wisconsin

Homeowners	20%	20%
Automobile	15%	15%
Mobile homeowners	20%	20%
Farmowners	15%	15%

Dwelling fire	15%	15%
Farm fire	15%	15%
Umbrella	10%	10%

Commercial lines

Businessowners BOP	20%	15%
Businessowners (hospitality)	15%	N/A
Commercial contractors BOP	15%	15%
Auto	15%	15%
Umbrella	10%	10%
Commercial fire	15%	15%
Commercial package policy	15%	15%
Workers' compensation	10%	10%

MICO Insurance Company

All states

Personal lines

	New business	Renewal business*
Auto	16%	12%
Other auto	16%	12%
Dwelling - supported	17%	14%
Dwelling - unsupported	10%	10%
Homeowners - supported	17%	14%
Homeowners - unsupported	10%	10%
Schedule property	17%	14%
Umbrella	15%	15%
Watercraft	17%	14%

*All rewrites will be paid per the renewal commission schedule.

BrickStreet Mutual Insurance Company

All states (excluding Wisconsin)

AlleghenyPoint Insurance Company

New business Renewal business

NorthStone Insurance Company

SummitPoint Insurance Company

PinnaclePoint Insurance Company

Policies with estimated annual premium of \$25,000 or less	15%	8.5%
Policies with estimated annual premium of \$25,001 - \$50,000	12.5%	8.5%
Policies with estimated annual premium of \$50,001 or greater	8.5%	8.5%
Workers' compensation following Termination of Agreement	N/A	3.0%
Policies fronted by another Insurer	4.0%	4.0%

Wisconsin

New business Renewal business

All premium sizes	8.5%	8.5%
Workers' compensation following Termination of Agreement	N/A	3.0%
Policies fronted by another Insurer	4.0%	4.0%