

PACIFIC INTERNATIONAL UNDERWRITERS

SET IT AND FORGET IT!

PIU and **Northland Insurance Company** have teamed up to help you write and retain more truck, business and public auto insurance accounts. Here's what we're doing and why:

For **1-5 unit accounts** we are offering an optional 12 pay plan with a minimal deposit/escrow amount of only 12%; PIU will administer all premium collection (after the initial down payment of escrow plus 1st payment) via an ACH debit directly to the policyholder's checking or savings account.

This method allows the policyholder to smooth out their cash flow and with no checks to write and no interest charges for premium financing; it's also a smart money management tool. No collection effort or billings for your office means more of your commissions go straight to the bottom line, policy retention is greatly improved and you have more time to spend writing new business.

To keep things simple we've set up the automatic debits to be handled as follows:

Accounts with effective dates from the 1st to the 7th will have debit dates of the 25th of the month beginning the first month, accounts with the effective dates from the 8th to the 14th will have a debit date of the 3rd, accounts with effective dates from the 15th to the 22nd will have a debit date of the 10th and accounts with effective dates from the 23rd to 31st will have debit dates of the 17th.

Debit amounts will reflect 1/12 of the annual premium, plus a \$5.00 per payment fee. The deposit/escrow premium plus the first monthly installment (incl. \$5.00 fee) will be required at binding. This amount will be approximately 20% (+\$5.00) of the annual premium. In addition to normal binding requirements (signed applications, down payments, etc), an ACH Debit Authorization form and a voided check will be required. After the policy is issued, any premium bearing endorsements will be reflected on the remaining ACH debit schedule, and an additional escrow deposit of 12% of the annual endorsement premium will need to be collected. This will need to be sent to us via agency check; additional escrow deposit will not be billed via ACH. For return premium endorsement, escrow will be returned via agency statement. At anniversary, use our six question Coverage Update form to keep the coverage in force. If a change in the escrow deposit is necessary we will issue an invoice for you to collect. If necessary, subsequent monthly debits for the next twelve installments will also be adjusted at this time.

Policies set up on this plan will be issued without an expiration date, so other than the initial set up and subsequent Coverage Updates, you can "Set it and Forget It!"

Please feel free to begin using this plan for all of your best 1-5 unit accounts. This plan may also be used for 1-5 unit **Maxum Casualty truck business**.

Questions should be directed to **Jillian Fassburg**. When you call, don't forget to ask her about our companies' most recent rate changes.

Regards,

Randy Blanchard

P.S.

Bonus

Bonus

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All new business accounts set up on this plan will be processed with commission of **12%** the first year.

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