

ALLSTAR RE.
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PROGRAM INFORMATION QUESTIONNAIRE

ADMINISTRATOR: _____

CLASS OF BUSINESS: _____

1) *Uniqueness of the subject program - what is the angle?*

- a) Marketing angle - what "unique" marketing angle?
- b) Coverage angle - what special coverage(s) offered, if any?
- c) Legislative angle - what special legislative advantage?
- d) Competitive angle - what special competitive advantage?

2) *What figures are available on subject business?*

- a) **Critical:** Subject premium & Loss data (written premium, earned premium, incurred losses and loss ratio)
- b) Premium estimates for next three (3) years
- c) Limits profiles - premium and percent of premium by limits offered
- d) Estimated allocation of premium dollar (commission to agent agency, boards & taxes, company overhead, reinsurance costs, breakeven loss ratio, etc.)
- e) Large loss detailed information (date of loss, cause of loss, status (open or closed), amount paid, amount reserved, expenses, etc.)

3) *Describe the Marketing Plan?*

- a) Proposed Territory - including premium expectations by state and expansion areas.
- b) How will producers be selected? What criteria?
- c) What binding authority is expected, if any?

4) *What are proposed Underwriting Guidelines - targeted and excluded classes?*

5) *What are proposed Rating Guidelines and how do they compare competitively?*

6) *What are proposed policy forms, endorsements, or special filing requirements?*

7) *What are your thoughts on reinsurance structure and support?*

8) *Who is Agent, Agency, or MGA?*

- a) Key people and resumes (experience)
- b) Describe current computer systems (hardware & software) and capabilities and requirements for policy issuance, billing, reporting, etc.
- c) Companies currently represented - references?
- d) What E&O insurance limits carried - with whom?