



## Agency Incentive Program

Private Passenger Automobile

<b>If</b> Annual Earned Premium = <b>and</b> Loss Ratio =	\$100,000 - \$250,000 <i>less than 60%</i>	\$250,001 - \$500,000 <i>less than 60%</i>	\$500,001 - \$1,000,000 <i>less than 62%</i>	\$1,000,000 - \$3,000,000 <i>less than 62%</i>	\$3,000,001 + <i>less than 62%</i>
<b>Incentive Commission =</b>	<b>1%</b>	<b>1.50%</b>	<b>2%</b>	<b>2.50%</b>	<b>3%</b>

<b>If</b> Annual Earned Premium = <b>and</b> Retention Rate	\$100,000 - \$250,000 <i>greater than 75%</i>	\$250,001 - \$500,000 <i>greater than 75%</i>	\$500,001 - \$1,000,000 <i>greater than 70%</i>	\$1,000,000 - \$3,000,000 <i>greater than 70%</i>	\$3,000,001 + <i>greater than 70%</i>
<b>Incentive Commission =</b>	<b>1%</b>	<b>1.50%</b>	<b>2%</b>	<b>2.50%</b>	<b>3%</b>

<b>If</b> Annual Earned Premium = <b>and</b> Loss Ratio <b>and</b> Retention Rate	\$100,000 - \$250,000 <i>less than 60%</i> <i>greater than 75%</i>	\$250,001 - \$500,000 <i>less than 60%</i> <i>greater than 75%</i>	\$500,001 - \$1,000,000 <i>less than 62%</i> <i>greater than 70%</i>	\$1,000,000 - \$3,000,000 <i>less than 62%</i> <i>greater than 70%</i>	\$3,000,001 + <i>less than 62%</i> <i>greater than 70%</i>
<b>Incentive Commission =</b>	<b>2%</b>	<b>3%</b>	<b>5%</b>	<b>6%</b>	<b>7%</b>

### Three ways to earn more!

The Agency Incentive Program provides you maximum flexibility to earn more.

Designed to provide your agency with a significant share of the program profitability, we offer three ways to increase your income - **production, retention and loss ratio** .

As detailed above, the more you produce, the better your chances of earning more with Jupiter.

In addition, if you can bring your agency's results in at our retention and loss ratio targets you can more than double your bonus payment.

#### *The Fine Print:*

*Annual Earned Premium = Premium Earned for all Carriers/Programs produced through Jupiter by Agency*

*Loss Ratio = Incurred Loss Ratio (including LAE, ALAE and IBNR)*

*Retention Rate = count of original policy terms written during calendar year renewing naturally, expressed as a percentage of all written policies*

*Agency Incentive amounts paid annually on February 15*