



## IMPORTANT DIRECT SELECT COMMISSION UPDATE

Effective 1/1/2017 Appalachian Underwriters will move all agent commissions to a fixed amount of 6% New and Renewal for all carriers and lines of business supported on the Direct Select comparative rater. This includes Allied, National General, Safeco & Travelers. This is due to market conditions that multiple carriers are reacting to in 2017 with reduced commissions, competitive pricing pressures, and overall profit results they face on their portfolios.

**We will however be enhancing our overall experience with the platform with many exciting updates which include:**

- Carrier electronic paper documentation provided proactively to the agencies for daily transactional updates made by each carrier!
  - Documents will include - New Business, Renewals, Endorsements, Cancellations, and Reinstatements
  - Reminder: All servicing still handled by carrier directly with your insured via the phone, AUI will assist the agency on escalated issues, but not general servicing
- Staff expansion to provide higher service coverage of phones, tech support, training, and general inquires
- Faster pursue binds and bind request fulfillment, our focus will be to improve to same day turnaround within Q1 2017
- Faster commission remittances to agency
- All new business will now be eligible for the AUI \$10 rewards card incentive! Learn more by visiting [www.auiagents.com](http://www.auiagents.com)

**We heard your feedback and appreciate your business as we strive to make major strides to the program.** Our key benefits still include the fact that we....

- Do not charge monthly fees to access this program,
- No technology fees,
- No expense charge backs for the underwriting costs of reports for firm quotes, and
- No volume, conversion ratio, or profitability commitments

To learn more about Direct Select, please visit <http://appund.com/PersonalLines/DirectSelectAgencies>, or contact one of our staff members @ 888-376-9633, ext 2224

Sincerely,

Appalachian Underwriters - Personal Lines



Named Nation's 6th Largest  
MGA by Business Insurance