

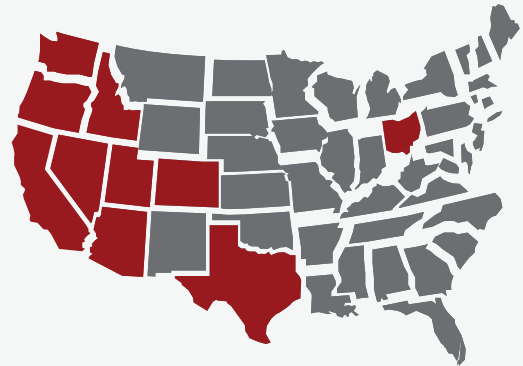


Pacific Interstate Insurance Brokers represents the finest insurance companies in the business. Our companies include top national markets with broad interests as well as a variety of companies with more specialized product offerings. PIIB routinely checks financial ratings with AM Best to ensure they are among the best in the industry.

PIIB is in 10 states:

AZ, CA, CO, ID, NV, OH, OR, TX, UT, WA

Check the list below to see if a company is in your state, if they are appointing, if they offer profit sharing and what their volume commitment is.



If you have any questions, please feel free to contact PIIB.

| Company | States | Process | Sub Codes | Profit Sharing | Requirements |
|---------|--------|---------|-----------|----------------|--------------|
|---------|--------|---------|-----------|----------------|--------------|

**Personal Lines**

|                           |  |                 |     |     |                                |
|---------------------------|--|-----------------|-----|-----|--------------------------------|
| AEGIS                     | AZ, CA, CO, NV, OH, OR, TX, UT         | approval by rep | Yes | Yes | 10 quotes in first 30 days     |
| Chubb                     | AZ, CA, CO, ID, NV, OH, OR, TX, UT, WA | approval by rep | Yes | Yes | \$100,000 within 2 years       |
| CSE                       | *AZ, *CA, *NV                          | approval by rep | Yes | Yes | \$100,000 within 2 years       |
| Encompass                 | AZ, *CA, CO, NV, OH, OR, TX, UT, WA    | approval by rep | Yes | Yes | \$100,000 within 2 years       |
| First American            | AZ, CA, NV, OR, UT, WA                 | approval by rep | Yes | Yes | 2 accounts monthly             |
| Foremost                  | AZ, CA, CO, ID, NV, OH, OR, TX, UT, WA | approval by rep | Yes | Yes | \$25,000 within 1 year         |
| Guard                     | AZ, CA, OH, TX                         | approval by rep | Yes | Yes | \$75,000 within 1 year         |
| Hagerty                   | AZ, CA, CO, ID, NV, OH, OR, TX, UT, WA | approval by rep | Yes | No  | none                           |
| Hartford AARP             | AZ, CA, CO, ID, NV, OH, OR, TX, UT, WA | approval by rep | Yes | Yes | \$100,000 within 2 years       |
| Kemper                    | AZ, CA, CO, ID, OH, OR, TX, UT, WA     | approval by rep | Yes | Yes | \$100,000 within 2 years       |
| Mapfre                    | AZ, CA, ID, NV, OR, UT, WA             | approval by rep | Yes | Yes | \$100,000 within 2 years       |
| Mercury                   | *CA, NV, UT                            | approval by rep | Yes | Yes | \$100,000 within 2 years       |
| MetLife                   | AZ, CA, CO, ID, NV, OH, OR, TX, UT, WA | approval by rep | Yes | Yes | \$100,000 within 2 years       |
| Nat Gen Premier           | *CA                                    | approval by rep | Yes | Yes | \$100,000 within 2 years       |
| National General          | AZ, CA, CO, NV, OH, OR, TX, UT, WA     | approval by rep | Yes | Yes | 5 apps within 6 months         |
| Nationwide                | AZ, CA, CO, ID, NV, OH, OR, TX, UT, WA | approval by rep | Yes | Yes | \$75k/year for 3 years         |
| Nationwide Private Client | AZ, CA, CO, ID, NV, OH, OR, TX, UT, WA | approval by rep | Yes | Yes | \$100,000 within 2 years       |
| Oregon Mutual             | CA, ID, OR, WA                         | approval by rep | Yes | Yes | \$100,000 within 2 years       |
| Progressive               | CA                                     | approval by rep | Yes | Yes | 2 pref. bundle accts per month |
| Safeco                    | AZ, CA, CO, ID, NV, OH, OR, TX, UT, WA | approval by rep | Yes | Yes | 24 new policies a year         |
| SES Risk Solutions        | AZ, CA, CO, ID, NV, OH, OR, TX, UT, WA | approval by rep | Yes | Yes | approval by rep                |
| State Auto                | AZ, CO, OH, TX, UT                     | approval by rep | Yes | Yes | \$100,000 within 2 years       |
| Stillwater                | AZ, CA, CO, ID, NV, OH, OR, TX, UT, WA | approval by rep | Yes | Yes | \$100,000 within 2 years       |
| Travelers                 | AZ, CA, CO, ID, NV, OH, OR, TX, UT, WA | approval by rep | Yes | Yes | 2 accounts monthly             |
| UFG                       | CO, TX, UT                             | approval by rep | Yes | Yes | \$300,000 within 3 years       |

**Commercial Lines**

|                      |  |                 |     |     |                                |
|----------------------|--|-----------------|-----|-----|--------------------------------|
| Allianz              | AZ, CA, CO, ID, NV, OH, OR, TX, UT, WA | approval by rep | Yes | Yes | \$100,000 within 2 years       |
| AmTrust              | AZ, CA, CO, ID, NV, OH, OR, TX, UT, WA | approval by rep | Yes | Yes | \$100,000 within 2 years       |
| Chubb                | AZ, CA, CO, ID, NV, OH, OR, TX, UT, WA | approval by rep | Yes | Yes | \$100,000 within 2 years       |
| CNA                  | AZ, CA, CO, ID, NV, OH, OR, TX, UT, WA | approval by rep | Yes | Yes | \$100,000 within 2 years       |
| Great American - SHS | AZ, CA, CO, ID, OH, OR, TX, UT, WA     | approval by rep | Yes | Yes | \$75,000 within 1 year         |
| Guard                | AZ, CA, CO, ID, OH, OR, TX, UT, WA     | approval by rep | Yes | Yes | \$100,000 within 2 years       |
| Hanover              | AZ, CA, CO, ID, NV, OH, OR, TX, UT, WA | approval by rep | Yes | Yes | \$100,000 within 2 years       |
| Hartford             | AZ, CA, CO, ID, NV, OH, OR, TX, UT, WA | approval by rep | Yes | Yes | \$100,000 within 2 years       |
| Liberty Mutual       | AZ, CA, CO, ID, NV, OH, OR, TX, UT, WA | approval by rep | Yes | Yes | \$100,000 within 2 years       |
| Markel               | AZ, CA, CO, ID, NV, OH, OR, TX, UT, WA | approval by rep | Yes | Yes | \$100,000 within 2 years       |
| Mercury              | CA, NV, UT                             | approval by rep | Yes | No  | existing \$750k in CL premium  |
| MetLife              | AZ, CA, CO, ID, NV, OR, TX, UT, WA     | approval by rep | Yes | Yes | \$100,000 within 2 years       |
| National General     | AZ, CA, OH, TX                         | approval by rep | Yes | Yes | included in commitment above   |
| Nationwide           | AZ, CA, CO, ID, NV, OH, OR, TX, UT, WA | approval by rep | Yes | Yes | included in commitment above   |
| Oregon Mutual        | CA, ID, OR, WA                         | approval by rep | Yes | Yes | included in commitment above   |
| Philadelphia         | AZ, CA, CO, ID, NV, OH, OR, TX, UT, WA | approval by rep | Yes | Yes | \$100,000 within 2 years       |
| Progressive          | CA                                     | approval by rep | Yes | No  | 2 pref. bundle accts per month |
| State Auto           | AZ, CO, OH, TX, UT                     | approval by rep | Yes | Yes | \$100,000 within 2 years       |
| Travelers            | AZ, CA, CO, ID, NV, OH, OR, TX, UT, WA | approval by rep | Yes | Yes | \$100,000 within 2 years       |
| UFG                  | AZ, CA, CO, NV, OH, OR, TX, UT         | approval by rep | Yes | Yes | \$300,000 within 3 years       |

\*Not Appointing

| Company | States | Process | Sub Codes | Profit Sharing | Requirements |
|---------|--------|---------|-----------|----------------|--------------|
|---------|--------|---------|-----------|----------------|--------------|

**Workers Comp**

|                      |                                |                 |     |     |                          |
|----------------------|--------------------------------|-----------------|-----|-----|--------------------------|
| AmTrust              | AZ, CA, CO, ID, NV, OR, TX, UT | approval by rep | Yes | Yes | included                 |
| Chubb                | AZ, CA, ID, NV, OR, TX, UT     | approval by rep | Yes | Yes | included                 |
| CNA                  | AZ, CA, CO, ID, NV, OR, TX, UT | approval by rep | Yes | Yes | included                 |
| Comp West            | CA                             | approval by rep | Yes | Yes | \$200,000 within 1 year  |
| Employers            | AZ, CA, CO, ID, NV, OR, TX, UT | approval by rep | Yes | Yes | \$100,000 within 1 year  |
| Guard                | AZ, CA, CO, ID, NV, OR, TX, UT | approval by rep | Yes | Yes | included                 |
| Hartford             | AZ, CA, CO, ID, NV, OR, TX, UT | approval by rep | Yes | Yes | included                 |
| ICW                  | CA, TX                         | approval by rep | Yes | Yes | \$100,000 within 1 year  |
| Liberty Mutual       | AZ, CA, CO, ID, NV, OR, TX, UT | approval by rep | Yes | Yes | included                 |
| Markel               | AZ, CA, CO, NV, OR, TX, UT     | approval by rep | Yes | Yes | included                 |
| Midwest              | CA                             | approval by rep | Yes | Yes | \$100,000 within 2 years |
| Pacific Compensation | CA                             | approval by rep | Yes | No  | \$100,000 within 1 year  |
| Preferred Employers  | CA                             | approval by rep | Yes | Yes | \$100,000 within 2 years |
| Republic Indemnity   | AZ, CO, ID, NV, OR, TX, UT     | approval by rep | Yes | Yes | \$100,000 within 2 years |
| State Auto           | AZ, CO, TX, UT                 | approval by rep | Yes | Yes | included                 |
| Travelers            | AZ, CA, CO, ID, NV, OR, TX, UT | approval by rep | Yes | Yes | included                 |
| Zenith               | CA                             | approval by rep | Yes | No  | \$100,000 within 2 years |

**Non-Standard**

|                  |    |                 |     |     |      |
|------------------|----|-----------------|-----|-----|------|
| Kemper Specialty | CA | approval by rep | Yes | Yes | none |
|------------------|----|-----------------|-----|-----|------|

**Farm**

|                |  |                 |     |     |                          |
|----------------|--|-----------------|-----|-----|--------------------------|
| Liberty Mutual | AZ, CA, CO, ID, NV, OH, OR, TX, UT, WA | approval by rep | Yes | Yes | \$100,000 within 2 years |
| Nationwide     | AZ, CA, CO, ID, NV, OH, OR, TX, UT, WA | approval by rep | Yes | Yes | included                 |
| State Auto     | AZ, CO, OH, TX, UT                     | approval by rep | Yes | Yes | included                 |
| Travelers      | AZ, CA, CO, ID, NV, OH, OR, TX, UT, WA | approval by rep | Yes | Yes | \$50,000 within 2 years  |

**MGA**

|                              |  |                 |     |     |                 |
|------------------------------|--|-----------------|-----|-----|-----------------|
| Burns & Wilcox               | AZ, CA, CO, ID, NV, OH, OR, TX, UT, WA | approval by rep | Yes | Yes | none            |
| BTIS                         | AZ, CA, CO, ID, NV, OH, OR, TX, UT, WA | approval by rep | Yes | Yes | none            |
| Cochrane & Co.               | AZ, CA, CO, ID, NV, OR, TX, UT, WA     | approval by rep | Yes | Yes | none            |
| Deans & Homer                | AZ, CA, NV, OR, WA                     | approval by rep | Yes | No  | none            |
| JE Brown                     | AZ, CA, NV, OR                         | approval by rep | Yes | Yes | approval by rep |
| Nationwide Brokerage Solutio | AZ, CA, CO, ID, NV, OH, OR, TX, UT, WA | approval by rep | Yes | Yes | none            |
| RIC                          | AZ, CA, CO, ID, NV, OH, OR, TX, UT, WA | approval by rep | Yes | Yes | none            |

updated 7/27/2020

## Volume Commitments - Why are they required?

PIIB introduced volume commitments for a few different reasons. Two of the most important advantages of PIIB compared to other alternatives are direct access and low costs. Both of those characteristics are supported by the use of sub codes. Sub codes are an expense to insurance companies, therefore, affiliates must agree to minimal volume requirements. The commitments PIIB has in place are very reasonable and substantially lower than what's expected for a direct appointment outside of PIIB. PIIB assists new affiliates in the company selection process to find the best appointments for your agency.



**Pacific Interstate Insurance Brokers**

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