

# SURPLUS LINE MANAGERS, INC.

A Minuteman SERVICE Company

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February '98



## TO OUR NEW HAMPSHIRE AND VERMONT PRODUCERS

### Attention: PERSONAL LINES MOTORCYCLES

Dear Producer:

As a follow up to our January newsletter, we have received the initial printing of the Rates & Underwriting Guide, Applications, Direct Bill Payment Options, and Proof of Residency Statement (applicable to N.H. only). An initial supply of these is enclosed, photocopies of both Applications and Proof of Residency Statements are acceptable. If you need additional Rate Underwriting Guides, please let Sarah Levesque know and we will send them out when we receive our second printing in a few weeks.

AEGIS is a newly admitted, "A" Rated carrier, and this program is designed to make an immediate impact in our marketplace. The rates are competitive, and there are Tour Rider and Harley Tour Rider Programs in addition to the Standard Program.

As an incentive for you to compare our program to your existing accounts as well as new business, we are paying 15% Commission on new business to us, and 12 ½% Renewal Commission. If, as most producers have indicated, you are currently receiving 10% on your in force book, then our first year commission represents a 50% increase in income to you, and a 25% increase in income thereafter!

With a 25% Transfer / Renewal Discount\*, how can you afford not to compare our program on you existing clients! And your clients will benefit from an annual policy, or "sunny day coverage", with no need for either them or you to ever have to worry about lay-up or suspension periods again.

The rating is exceptionally simple, and we urge you to take advantage of this excellent program as we rapidly approach motorcycle season. Thank you for your support, and please forward apps and initial payment (preferably made out to AEGIS Security Ins. Co.) to Sarah Levesque who will be Underwriting the program.

Regards,

Dan Ehrbar  
Marketing Manager

Enclosures

\*Discounts do not apply to Special Hazard Motorcycles.

Note: Special Hazard rates are listed at the bottom of the CC's column for each age group in the Standard Program Rate Chart.



Specialty  
Insurance  
For  
Brokers Only