



September 15, 2017

TO: AmRisc Producers

RE: 2017 **Elite Producer Program – BROKERAGE**

Since its inception the **Elite Producer Program (EPP)** has been the central platform for managing appointments, targeting production and rewarding our **Elite Producers**. After an extensive review of past years’ performance, the **EPP** is being revised in order to simplify the plan and incentivize new business growth from our Brokerage producers.

Effective October 1, 2017 and applying to all accounts with effective date of 10.1.2017 or later:

- Elite Status will be based entirely on Gross Written Premium only
- Elite Status annual written premium thresholds for Producer-Offices and submission clearance windows are:

Elite Status	Annual Premium Threshold	Clearance Days to Eff Date
Diamond	20,000,000	120 days
Sapphire	10,000,000	120 days
Platinum	5,000,000	110 days
Gold	2,500,000	100 days

- Standard wholesale commission rates are:
 - **18.0 % for New** business (new to AmRisc)
 - **17.0 % for Renewal** business

Please note: “Brokerage – Retail” (Marsh, Willis, Aon) commission rates are unchanged

- **TopGun** Award exclusively for Top 10 NEW BUSINESS Producers Each Quarter

Benefits for individual Producer to use on any One NEW (to AmRisc) BUSINESS account:

- 360 days clearance (e.g. 4Q2017 award used on x-date up to 12.31.2018)
- Reservation can not be BOR’d
- Service from AmRisc Division President, CUO or CEO
- Pricing flexibility at Producers discretion after FINAL quote
- Automatic invite to Elite Producer Event

The first **TopGun** awards will be notified within 5 days of the end of 4Q2017 and based on New Business production only.



For all **EPP** program details, appointed producers with their Elite Status and the business eligible for Brokerage and Agency distribution, please see our website at http://www.amrisc.com/elite_producer.shtml.

At yearend, we will review all appointments for premium production to determine 2018 Elite Status for a particular broker-office or, if production is below minimums to determine if a particular appointment should be continued.

If you have any questions, please contact me or your Relationship Manager.

Thank you for your business with AmRisc.

John B. Horton
Chief Marketing Officer, EVP

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