



BLOSS & DILLARD, Inc.

INSURANCE MANAGERS

Phone: (304) 429-6961
Fax: (304) 429-7248

1925 Adams Avenue • P. O. Box 7878 • Huntington, West Virginia 25778-7878

To Our Producers:

Re: Premium Accounting

The industry-wide attitude toward premium collection and mode of handling has evolved like all other facets of the property and casualty insurance business. Company policies have required a tightening of collection and remittance procedures, and necessitates our adhering to the following requirements:

1. It is imperative that all producers pay by our prepared account. We ask those few agencies still submitting an Account Current to discontinue this practice.
2. Those agencies who have established credit with Bloss & Dillard, Inc. will have 15 days following the date appearing at the top of our account in which to remit. EXCEPT, however, there are certain markets that deal on a cash or 10 day remittance basis, and on policies involving those markets, we will continue invoicing. Our invoice will set forth the due date.
3. All issued policies will appear on the Monthly Account, whether previously invoiced, or arrangements have been made for financing the premium through one of the recognized premium finance organizations. Respectively, all cash exchanged will be reflected on the Monthly Account. It might be well to call to your attention that arranging for premium financing does not discharge the obligation of the agent to pay for all policies ordered.
4. It is recognized that from time-to-time, errors, ours or yours, may occur. If you question items on our Account, please call them to our attention promptly, and we will take immediate action to resolve them.

Our business has become increasingly complex, and today's cost of handling does not allow any margin for duplication of effort. Our main objective is to make doing business both more pleasant and more profitable for all concerned.



BLOSS & DILLARD, Inc.

INSURANCE MANAGERS

Phone: (304) 429-6961
Fax: (304) 429-7248

1925 Adams Avenue • P. O. Box 7878 • Huntington, West Virginia 25778-7878

PRODUCER AGREEMENT

Agreement between _____
(herein called Producer) and Bloss & Dillard, Inc., Huntington, WV (herein called Bloss)

Whereas, Producer desires to procure for Producer's clients, from time to time, various coverages through the facilities of Bloss, and whereas, Bloss desires to make its facilities available to Producer upon terms which are mutually agreeable.

Now, therefore, the parties hereto agree as follows:

A. Commissions

1. Bloss will allow Producer commissions at such rates as are agreed from time to time by the parties hereto.
2. In the event of return premium becoming due for any reason whatsoever, Producer shall promptly pay to Bloss commissions previously paid or allowed on the return premium at the same rate at which commission was originally allowed to Producer.
3. It is agreed there will be no commission allowed or paid on any fees or taxes applicable to any policy(s) or premium(s), and in the event of cancellation, any fees will be fully earned and in case a portion of the premium shall be returned by reason of cancellation either on behalf of the Insured or the Insurer or by reason of reduction of premium, no amount shall be returnable in respect of such taxes until and unless such taxes have been, in fact, recovered by Bloss, and the amount to be returned shall in no event exceed the amount so recovered.

B. Payment of Premiums

1. Bloss will render Producer a statement of premiums due each month, showing all transactions for the previous month, and Producer shall make payment to Bloss no later than the 15th of the calendar month in which the statement was received for the balance shown thereon to be due. Producer shall be primarily liable to Bloss for the full amount of premium and applicable state taxes and fees, less commission, including additional premiums developed under audits or retrospective penalties on every insurance contract placed for Producer.
2. Bloss reserves the right to make specific exceptions to the above premium payment terms when, in the sole and exclusive judgement of Bloss, circumstances or conditions require earlier payment of a transaction. Bloss is not obligated to extend any credit.
3. Producer specifically agrees that any extension of credit by Producer to Producer's client or to any other party is solely at Producer's own risk, and Producer shall pay to Bloss all sums due Bloss, when due, **whether or not Producer has collected such moneys from others who may owe it to Producer.** Furthermore, Producer recognizes that in agreeing to pay Bloss, Producer does so as an original undertaking on Producer's own part, and not as guarantor or surety of another's obligation.

C. Premium Audits/Adjustments

Producer shall make every effort to collect any additional premiums due as a result of audit/adjustment. Producer recognizes direct collection practices vary amongst insurance companies. Upon written notice from Producer advising of Producer's inability to collect audit/adjustment premium, Bloss will relieve Producer of responsibility to pay such audit/adjustments premium only if, and to the extent, Bloss is released from responsibility by the insurance company, but to the extent Bloss is not so released from responsibility Producer shall promptly pay to Bloss the amount due even if Producer has not collected such moneys from others who may owe it. If Producer does not collect or pay the audit/adjustment premium, then Producer shall not be entitled to any commission on any or all of the audit/adjustment premium thereafter collected through the efforts of another.

D. Cancellations

1. No policy, binder, cover note or confirmation of insurance will be cancelled flat. Cancellation, unless requested by Bloss, will be computed on Standard Short-Rate Table or specialized Short-Rate Tables if applicable to the type of insurance/coverage provided.
2. Notwithstanding the return of the original policy or a proper Lost Policy Release for cancellation, cancellation will not be effected until sufficient time has elapsed for proper notice to mortgagees, loss payees, certificate holders, public utility regulatory bodies, etc., in cases where such notice is required.
3. Bloss will not return any premiums on cancelled auditable policies where the company requires a physical audit until we are notified by the company of any return monies due.

E. Producer Not Agent or Representative

1. Producer is not the employee, agent or authorized representative of Bloss or of any insurer(s) represented by Bloss.
2. Producer **has no authority to accept or bind risks** for or on behalf of Bloss or any insurer(s) represented by Bloss.
3. Producer has no authority to handle claims other than to notify Bloss in writing of their occurrence which Producer undertakes and agrees to do immediately upon Producer's knowledge of same.
4. Notice to Producer of change in risk does not constitute notice to Bloss or the insurer(s).
5. No act, statement or agreement of Producer shall in any way be binding on Bloss or any insurer(s) represented by Bloss unless Producer shall have first received prior written approval from Bloss to so state, act or agree in the particular and specific instance involved.
6. Producer is and at all times shall remain an independent contractor.
7. Producer has no authority to use Bloss stationary or otherwise use Bloss' name or the name of any insurer(s) represented by Bloss without first obtaining written authorization from Bloss.
8. Producer agrees to hold harmless and indemnify Bloss and it's insurer(s) against any and all liability arising out of dishonest, fraudulent or negligent acts, errors or omissions of the Producer or any of their employees, agents, brokers or sub-producers.

F. Producer's Warranty

1. Producer warrants that Producer is properly licensed in all appropriate jurisdictions for the classes of business to be conducted and the coverages of insurance to be procured through the facilities of Bloss.
2. Producer warrants that Producer shall maintain Errors and Omissions insurance during the term of this agreement.

G. Term of Agreement

1. This agreement may be cancelled by either party upon ten (10) days prior written notice to the other.
2. This agreement will automatically terminate if any of the following events occur:
 - a. Producer's license is suspended or terminated;
 - b. Sale of Producer or substantial ownership change is made without Bloss' written consent;
 - c. Producer is unable to pay debt as they become due; or if bankruptcy or reorganization proceedings are instituted against Producer.
3. Cancellation of this agreement shall not affect the rights, duties, obligations or responsibilities of the parties hereunder with respect to matters arising prior to such cancellation.

H. Notice of Expiration

Bloss shall be under no obligation to give Producer advance notice of expiration of any policies of insurance which Producer from time to time procures through the facilities of Bloss. Bloss may give Producer advance notice of the expiration of said policies, but the failure of Bloss to provide such notice shall not render Bloss liable to Producer and Bloss shall in no way be responsible for failure to notify Producer of the expiration date of any policy of insurance.

I. Reimbursement

Bloss shall be entitled to reimbursement for the costs of collection, including reasonable attorney's fees, incurred in an effort to collect unpaid premium from any Producer or other person(s) responsible for payment of the same.

J. Personal Guarantee

In the event that Producer is a corporation, it is further understood, agreed, and guaranteed by the undersigned individual(s) signing on behalf of Producer that all conditions of this Agreement shall be binding upon them severally and jointly in the same manner as upon the entity named as Producer and by signing below, they hereby unconditionally promise to pay Producer's obligations hereunder should Producer fail to do so.

K. Jurisdiction

This agreement shall be governed by the law of the State of West Virginia without regard to principles of conflicts of laws.

The parties hereto, intending to be legally bound hereby, have affixed their hands and seals this ___ day of _____, 20__.

Witness _____

Bloss & Dillard, Inc.
By _____
Title _____

Witness _____

Producer Agency Name _____
Signature _____
Print Name _____
Producer SS# or Fed. ID# _____



BLOSS & DILLARD, Inc.

INSURANCE MANAGERS

Phone: (304) 429-6961
Fax: (304) 429-7248

1925 Adams Avenue • P. O. Box 7878 • Huntington, West Virginia 25778-7878

PRODUCER PROFILE

Agency Name _____

Address (street) _____

Address (mailing) _____

Telephone # _____ Fax # _____

E-Mail Address _____

Website Address _____

Agency is a: () Individual () Partnership () Corporation

Year Founded _____ Social Security or Fed ID# _____

Agency Principal(s):

Name _____ Title _____ E-Mail Addr _____

Name _____ Title _____ E-Mail Addr _____

Key Employees (including accounting, personal lines manager & commercial lines manager):

Name _____ Title _____ E-Mail Addr _____

Name _____ Title _____ E-Mail Addr _____

Name _____ Title _____ E-Mail Addr _____

Total Agency Volume: \$ _____

% Personal: _____ % Commercial: _____

Please list agency's top 4 companies according to premium volume:

Company _____

Company _____

Company _____

Company _____

Please indicate areas of specialty and/or classifications of business mostly written by your agency:

Present E & O Carrier _____

List names of other Managing General Agents and/or Excess and Surplus Lines Brokers currently doing business with and premium volume:

Broker	Volume
_____	_____
_____	_____

What \$ amount of your overall volume is currently being written in the E&S market place? \$ _____

Our minimum volume requirement is \$10,000 per year. Do you feel confident that your agency is able to fulfill this commitment?

Yes _____ No _____

***Attach a copy of each Agent's License and Agency E&O Certificate.**
(In Pennsylvania we will also need the resident broker license)

Comments: _____

