

## 2008 QUINCY MUTUAL MASSACHUSETTS AUTO PROGRAM

Quincy Mutual's April 1, 2008 rates will reflect an overall 10% decrease from the previous rates. Included in the reduction are the following highlights:

- **New Class Plan** - breaks down experienced operator rate class 10 into four categories:

- 11 - Licensed 6 - 9 years
- 12 - Licensed 10-14 years
- 13 - Licensed 15 - 19 years
- 14 - Licensed 20-25+ years

Additional discounts will apply to class 12-14 policyholders. Inexperienced operator classes and business class remain the same.

Experienced operators, age 65+ will still be classified as rate class 15; however, the 25% deviation for a class 15 operator will be taken from the applicable experienced operator classes. For example, a class 15 operator who has only been driving 13 years will be rated from the class 12 premium base with the 25% deviation.

- **Safe Driver Insurance Plan (SDIP)** - The SDIP credits for Excellent Driver Plus (99) and Excellent Driver (98) have been increased for experienced operator classes 11-15.

- SDIP Step 99 credit has been increased from 17% to 20%
- SDIP Step 98 credit has been increased from 7% to 10%

Quincy has made no changes to the Safe Driver Insurance Plan with the exception of the increased SDIP credit factors for experienced operators,

- **Customer Loyalty Credit (CLC)}** - The Customer Loyalty Credit is broken down into two categories:

**New Business**- A 4% credit will be applied to a new business auto where Quincy Mutual or the FAIR Plan has written the existing homeowner policy for more than one year. All homeowner forms are eligible; H0-3, H0-4 & H0-6. This discount applies only to named insureds on both the homeowners and auto and/or their spouses/partners.

**Renewal**- Once the auto policy has been with Quincy Mutual or the FAIR Plan for at least one year the CLC-New Credit rolls off and a 4% CLC-Renewal Credit becomes effective.

The maximum CLC credit that can be applied to a policy is 4%. The CLC New & CLC Renewal credits cannot be combined. The purpose of breaking the credit down into two categories was to reward existing homeowner business with the credit when the auto is placed with Quincy instead of having to wait one year. Questions will arise on the subject of roll over business, book transfers and the like. It is premature to give a definitive response to these at this time.

Only classes 12 - 15 are eligible for the Customer Loyalty Credit. This discount will be applied at the rated vehicle level to all parts of the policy. For example: on a two-vehicle policy with two class 14 drivers and a class 11 driver, the policy will rate one vehicle as class 14 and the other vehicle as class 11. The CLC credit will apply to the class 14 rated vehicle only.

- **Multi-Car Discount** - The multi-car discount has been increased from 5% to 10%. The 2007 AIB eligibility and discount application rules still apply for this discount.
- **Advanced Driver Training (ADT)** - We are offering a 5% discount to any rated operator who has passed the "In-Control" Advanced Driver Training class. Currently this is the only approved ADT class recognized by the Registry of Motor Vehicles. If the Registry of Motor Vehicles decides to approve additional programs at a later date they will automatically meet eligibility guidelines for the discount. The decision to only adopt classes approved by the RMV is mandated by the DOI.

Some carriers offer a coupon that reduces the cost of the class, at this time Quincy Mutual does not. We only offer the 5% discount per vehicle for each rated operator who has taken the class. The In-Control website is: [www.incontroladt.com](http://www.incontroladt.com) .

- **Replacement Cost Coverage** for new vehicles, is available for a new vehicle involved in a total loss within the first 12 months and with less than 15,000 miles.
- **The rules and forms manual** adopted is that of published by the AIB for 2007. The only changes we have made to that manual were to the new class plan and the addition of our discounts listed above. The manual will be available on Quincy Online in the near future.

Placing your customers with Quincy Mutual will be the right choice. Our history of superior service, over 60 years as an A+ rated company, and our commitment to Massachusetts makes us a logical partner to grow your business.