

193R Application Spreadsheet																
INSURANCE COMPANY	GROUP NAME	STREET ADDRESS	CITY/TOWN	STATE	ZIP CODE	AUTO (A) or HOME (H)	PROPOSED RATE DEV. (0.0%)	PROPOSED EFFECTIVE DATE	GROUP TYPE	TOTAL NUMBER IN GROUP	ELIGIBLE NUMBER IN GROUP	NUMBER OF CURRENT INSUREDS	ORIGINAL PLAN DATE	PRODUCER OR MARKETING REPRESENTATIVE	PRODUCER OR MARKETING REPRESENTATIVE CONTACT INFORMATION	EXPERIENCE SUBMITTED YES OR NO
Liberty Mutual Insurance Company and LM General Insurance Company	Yesware Inc.	75 Kneeland St	Boston	MA	02111	A	5%		E	73	73	0		Allison Kemon	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Sherwood Lumber Corporation	225 Broadhollow Rd Suite 310W	Melville	NY	11747	A	5%		E	150	30	0		Kevin Pignatelli	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	CleanSlate Centers, Inc.	244 Main Street	Northampton	MA	01060	A	5%		E	550	350	0		Paul Hackley	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO

EXPENSE EXHIBIT FOR ALL AUTO & HOME 193R GROUP MARKETING RATE DEVIATIONS

Year Plan Will be Applied

2018

Insurers are required to submit the expense ratios underlying their current rates and the expense ratio or average expense per unit associated with the group marketing rate deviation.

<u>INSURANCE COMPANY</u>	<u>GROUPNAME</u>	(1) <u>Expenses Assumed In Insurer's Rates Currently On File</u>	(2) <u>Expenses Associated With Group Marketing Plan</u>	(3) <u>Reasons for Expensed Difference</u>	(4) <u>Requested Group Rate Deviation</u>
ABC Company	AAA Engineers, Inc.	25.0%	20.0%	Lower Acquisition Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Yesware Inc.	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Sherwood Lumber Corporation	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	CleanSlate Centers, Inc.	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%

MASSACHUSETIS
GROUP MARKETING RATE DEVIATION NEW/RENEWAL
AFFIDAVIT

Attached is the documentation required for the application for the listed Liberty Mutual Group 2018 Group Marketing clients.

We have verified that it is the intention of each of the following clients to participate in the Group Marketing program within their organization for the year 2018 and have confirmed their participation to them in writing:

Yesware Inc.
Sherwood Lumber Corporation
CleanSlate Centers, Inc.

You may contact any of our clients to verify information and confirm participation.



Joanna Park

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Liberty Mutual Insurance Company and LM General Insurance Company	Yesware Inc.	75 Kneeland St	Boston	MA	02111	A	5%		E	73	73	0		Allison Kemon	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO	
Liberty Mutual Insurance Company and LM General Insurance Company	Sherwood Lumber Corporation	225 Broadhollow Rd Suite 310W	Melville	NY	11747	A	5%		E	150	30	0		Kevin Pignatelli	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO	
Liberty Mutual Insurance Company and LM General Insurance Company	CleanSlate Centers, Inc.	244 Main Street	Northampton	MA	01060	A	5%		E	550	350	0		Paul Hackley	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO	
Liberty Mutual Insurance Company and LM General Insurance Company	Carvana, LLC	1930 W. Rio Salado Parkway	Tempe	AZ	85281	A	5%		O	90,000	1,000	0		Jackie Friese	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO	

EXPENSE EXHIBIT FOR ALL AUTO & HOME 193R GROUP MARKETING RATE DEVIATIONS

Year Plan Will be Applied

2018

Insurers are required to submit the expense ratios underlying their current rates and the expense ratio or average expense per unit associated with the group marketing rate deviation.

INSURANCE COMPANY	GROUPNAME	(1) Expenses Assumed In Insurer's Rates Currently On File	(2) Expenses Associated With Group Marketing Plan	(3) Reasons for Expensed Difference	(4) Requested Group Rate Deviation
ABC Company	AAA Engineers, Inc.	25.0%	20.0%	Lower Acquisition Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Yesware Inc.	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Sherwood Lumber Corporation	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	CleanSlate Centers, Inc.	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Carvana, LLC	26.4%	9.5%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%

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Sherwood Lumber Corporation
CleanSlate Centers, Inc.
Carvana, LLC

You may contact any of our clients to verify information and confirm participation.



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