

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	The Training Associates Corporation	287 Turnpike Road	Westborough	MA	01581	A	5%		E	50	38	0		Janet Rousseau	(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

2019

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.

ABC Company	INSURANCE COMPANY	GROUPNAME	(1) Expenses Assumed In Insurer's Rates Currently On File 25.0%	(2) Expenses Associated With Group Marketing Plan 20.0%	(3) Reasons for Expensed Difference Lower Acquisition Costs	(4) Requested Group Rate Deviation 5.0%	
Liberty Mutual Insurance Company and LM General Insurance Company		AAA Engineers, Inc.	The Training Associates Corporation	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5%