

193R Application Spreadsheet																
INSURANCE COMPANY	GROUP NAME	STREET ADDRESS	CITY/TOWN	STATE	ZIP CODE	AUTO (A) or HOME (H)	RATE DEV. (0.0%)	EFFECTIVE DATE	GROUP TYPE (C, U, E, M, U)	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, LM General Insurance Company	Barry L. Price Rehabilitation Center, Inc.	77 Rowe St. Suite 200	Newton	MA	2466	A	5%		E	80	80	0		Brian Robillard	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	Dalbar, Inc.	600 Atlantic Ave, T- 30	Boston	MA	2210	A	5%		E	48	48	0		Schwitters, Nina	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	Insperty Inc.	19001 Crescent Springs Drive	Kingwood	TX	77339	A	5%		E	125000	4258	0		Macy Murillo	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	Kohl's Illinois, Inc.	N56 W17000 Ridgewood Drive	Menomonee Falls	WI	53051	A	5%		E	126360	2775	0		Michael Craig	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	Northeast Human Resource Association, Inc.	One Concord Farm 490 Virginia Rd, Suite 32	Concord	MA	1742	A	5%		M	2300	2200	0		Paul Hackley	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	Quest Diagnostics Incorporated	3 Giralda Farms	Lyndhurst	NJ	7071	A	5%		E	40000	1087	0		Joseph Nawrocki	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	Sisters of St. Joseph	637 Cambridge Street	Brighton	MA	2155	A	5%		E	250	250	0		Mark Gordon	(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

2013

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>	<u>(1) Expenses Assumed In Insurer's Rates Currently On File</u>	<u>(2) Expenses Associated With Group Marketing Plan</u>	<u>(3) Reasons for Expensed Difference</u>	<u>(4) Requested Group Rate Deviation</u>
Liberty Mutual Insurance Company, LM General Insurance Company	Barry L. Price Rehabilitation Center	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Dalbar	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Insperity Inc.	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Kohls	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Northeast Human Resouce Association , Inc.	24.2%	23.2%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Quest Diagnostics	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Sisters of St. Joseph	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%

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Liberty Mutual Insurance Company, LM General Insurance Company	Sisters of St. Joseph	637 Cambridge Street	Brighton	MA	2155	A	5%		E	250	250	0		Mark Gordon	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO

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MASSACHUSETTS
GROUP MARKETING RATE DEVIATION NEW/RENEWAL
AFFIDAVIT

Attached is the documentation required for the application for the listed Liberty Mutual Group 2013 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 2013 and have confirmed their participation to them in writing:

Barry L. Price Rehabilitation Center, Inc.
Dalbar, Inc.
Insperity Inc.
Kohl's Illinois, Inc.
New England Human Resource Association, Inc.
Quest Diagnostics Incorporated
Sisters of St. Joseph

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



Jessica L. Simpson