

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 (CU, 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 and LM General Insurance Company	Southeastern Oklahoma State University Alumni Association	1405 North 4th	Durant	OK	74701	A	8%		M	27,000	26	0		Kimberly Cohen	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Aramark Corporation	1107 Market St	Philadelphia	PA	19107	A	5%		E	102,386	2,158	0		Heather Rodrigues	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	The Boston Globe	P.O. Box 55819	Boston	MA	02205	A	5%		E	1,600	1,550	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

2015

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>
Liberty Mutual Insurance Company and LM General Insurance Company	Southeastern Oklahoma State University Alumni	28.9%	10.4%	Lower Acquisition Costs, Reduced Marketing Costs	8.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Aramark Corporation	28.9%	16.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	The Boston Globe	28.9%	16.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%

MASSACHUSETTS
GROUP MARKETING RATE DEVIATION NEW/RENEWAL
AFFIDAVIT

Attached is the documentation required for the application for the listed Liberty Mutual Group 2015 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 2015 and have confirmed their participation to them in writing:

Southeastern Oklahoma State University Alumni Association
Aramark Corporation
The Boston Globe

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



Jonathan D Galda