

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	YP Holdings, LLC	2247 Northlake Pkwy	Tucker	GA	30084	A	5%		E	4,300	35	0		Jessica Simpson	#6 or call a Liberty Mutual Sales Office. www.libertymutual.com	No
Liberty Mutual Insurance Company and LM General Insurance Company	LegalShield	1 PrePaid Way	Ada	OK	74820	A	5%		E	280,000	543	0		Sarah Fry	#6 or call a Liberty Mutual Sales Office. www.libertymutual.com	No
Liberty Mutual Insurance Company and LM General Insurance Company	Town of Otis	1 North Main Rd	Otis	MA	01253	A	5%		E	50	50	0		Sean Gifford	#6 or call a Liberty Mutual Sales Office. www.libertymutual.com	No

<b>EXPENSE EXHIBIT FOR ALL AUTO &amp; HOME 193R GROUP MARKETING RATE DEVIATIONS</b>					
<b>Year Plan Will be Applied</b>	<b>2015</b>				
<b>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.</b>					
		<b>(1)</b>	<b>(2)</b>	<b>(3)</b>	<b>(4)</b>
		<b>Expenses Assumed In Insurer's Rates Currently On File</b>	<b>Expenses Associated With Group Marketing Plan</b>	<b>Reasons for Expensed Difference</b>	<b>Requested Group Rate Deviation</b>
<b>INSURANCE COMPANY</b>	<b>GROUPNAME</b>				
Liberty Mutual Insurance Company and LM General Insurance Company	YP Holdings, LLC	28.9%	16.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	LegalShield	28.9%	16.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Town of Otis	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:

YP Holdings, LLC  
LegalShield  
Town of Otis

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

A handwritten signature in black ink, appearing to read "Jonathan Galda". The signature is fluid and cursive, with a long horizontal stroke at the end.

Jonathan D Galda