

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	Analysis Group, Inc.	111 Huntington Avenue, 14th Floor	Boston	MA	02199	A	5%		E	600	100	0		Paul Hackley	call a Liberty Mutual Sales Office. www.lib	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Career Resources, Corp.	22 Parkridge Road, Unit D	Haverhill	MA	01835	A	5%		E	121	121	0		Jacob Wisel	call a Liberty Mutual Sales Office. www.lib	NO
Liberty Mutual Insurance Company and LM General Insurance Company	eWomenNetwork	14900 Landmark Blvd., Suite 540	Dallas	TX	75254	A	5%		PA	352,000	15	0		Sarah Fry	call a Liberty Mutual Sales Office. www.lib	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Fairway Independent Mortgage Corporation	5305 Buttonwood Drive	Madison	WI	53719	A	5%		E	3,200	151	0		Rebecca Zeipen	call a Liberty Mutual Sales Office. www.lib	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Fulfillment America, Inc.	17 Progress Road	Billerica	MA	01821	A	5%		E	113	113	0		Douglas Long	call a Liberty Mutual Sales Office. www.lib	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Hutchinson Sealing Systems, Inc.	171 Exeter Rd #169	Newfields	NH	03856	A	5%		E	414	414	0		Steven Bois	call a Liberty Mutual Sales Office. www.lib	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Logmein, Inc.	320 Summer Street	Boston	MA	02210	A	5%		E	850	850	0		Paul Hackley	call a Liberty Mutual Sales Office. www.lib	NO
Liberty Mutual Insurance Company and LM General Insurance Company	The Providence Community Health Centers, Inc.	375 Allens Avenue	Providence	RI	02905	A	5%		E	356	21	0		Paul Hackley	call a Liberty Mutual Sales Office. www.lib	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Town of Grafton	30 Providence Rd	Grafton	MA	01519	A	5%		E	850	850	0		Paul Hackley	call a Liberty Mutual Sales Office. www.lib	NO
Liberty Mutual Insurance Company and LM General Insurance Company	SQZ Biotechnologies Company	100 Morrissey Blvd.	Boston	MA	02125	A	5%		E	52	52	0		Michael Sakrada	call a Liberty Mutual Sales Office. www.lib	NO

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

Year Plan Will be Applied 2016
 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	Analysis Group, Inc.	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Career Resources, Corp.	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	eWomenNetwork	27.4%	13.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Fairway Independent Mortgage Corporation	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Fulfillment America, Inc.	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Hutchinson Sealing Systems, Inc.	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Logmein, Inc.	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	The Providence Community Health Centers, Inc.	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Town of Grafton	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	SQZ Biotechnologies Company	27.4%	13.1%	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 2016 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 2016 and have confirmed their participation to them in writing:

Analysis Group, Inc.
Career Resources, Corp.
eWomenNetwork
Fairway Independent Mortgage Corporation
Fulfillment America, Inc.
Hutchinson Sealing Systems, Inc.
Logmein, Inc.
The Providence Community Health Centers, Inc.
Town of Grafton
SQZ Biotechnologies Company

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



Gina Gibler