

**2010 193R Application Spreadsheet**  
**Year Plan Will be Applied 2011**

<u>INSURANCE COMPANY*</u>	<u>GROUP NAME*</u>	<u>STREET ADDRESS</u>	<u>CITY/TOWN</u>	<u>STATE</u>	<u>ZIP</u>	<u>AUTO (A) o HOME (H)</u>	<u>PROPOSED RATE DEV. (0.0%)</u>	<u>PROPOSED EFFECTIVE DATE</u>	<u>CU, E,M,U GROUP TYPE**</u>
Metropolitan Property and Casualty	American Diabetes Association	1701 North Beauregard Street	Alexandria	VA	22311	Auto	5%	10/1/2011	M
Metropolitan Property and Casualty	The National Grange	12 Michigan Drive	Natick	MA	01760	Auto	5%	10/1/2011	M

<u>TOTAL</u> <u>NUMBER</u> <u>IN GROUP</u>	<u>ELIGIBLE</u> <u>NUMBER</u> <u>IN GROUP</u>	<u>NUMBER</u> <u>OF CURRENT</u> <u>INSUREDS</u>	<u>ORIGINAL</u> <u>PLAN</u> <u>DATE</u>	<u>AGENCY OR</u> <u>MKT. REP.</u>	<u>EXPERIENCE</u> <u>SUBMITTED</u> <u>YES OR NO</u>	<u>COMMENTS</u>
408053	9989			Sara Stein	No	
200000	599			Sara Stein	No	

**EXPENSE EXHIBIT FOR ALL AUTO & HOME 193R GROUP MARKETING PLANS**

Year Plan Will be Applied 2011

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 plan

<b><u>INSURANCE COMPANY</u></b>	<b><u>GROUPNAME</u></b>	<b>(1) Expenses Assumed In Insurer's Rates Currently on File</b>	<b>(2) Expenses Associated With Group Marketing Plan</b>	<b>(3) Reasons for Expensed Difference</b>	<b>(4) Requested Group Rate Deviation</b>
Metropolitan Property and Casualty	American Diabetes Association	25.5%	20.5%	Lower Acquisition Costs	5.0%
Metropolitan Property and Casualty	The National Grange	25.5%	20.5%	Lower Acquisition Costs	5.0%

**PREMIUM/LOSS EXHIBIT FOR 193R GROUPS AT LEAST 3 YEARS OLD WITH 1,000 or MORE INSURED UNITS**

Year Plan Will be Applied 2011

Insurers are required to submit a minimum three (3) full years of data, but can at their option submit additional years of data by inserting additional columns.

\* 2010 data is through 6/30/10.

<u>INSURANCE</u> <u>COMPANY</u>	<u>GROUPNAME</u>	<u>Earned Premium</u>			<u>Incurred Loss Incl. IBNR</u>			<u>Incurred Loss Ratio</u>			3 Yr. Total
		2008	2009	2010*	2008	2009	2010*	2008	2009	2010*	

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Metropolitan Property and Casualty	American Diabetes Association	1701 North Beauregard Street	Alexandria	VA	22311	Auto	5%	10/1/2011	M
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<u>TOTAL</u> <u>NUMBER</u> <u>IN GROUP</u>	<u>ELIGIBLE</u> <u>NUMBER</u> <u>IN GROUP</u>	<u>NUMBER</u> <u>OF CURREN</u> <u>INSUREDS</u>	<u>ORIGINAL</u> <u>PLAN</u> <u>DATE</u>	<u>AGENCY OR</u> <u>MKT. REP.</u>	<u>EXPERIENCE</u> <u>SUBMITTED</u> <u>YES OR NO</u>	<u>COMMENTS</u>
408053	9989			Sara Stein	No	
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**EXPENSE EXHIBIT FOR ALL AUTO & HOME 193R GROUP MARKETING PLANS**

Year Plan Will be Applied 2011

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 plan

<u>INSURANCE COMPANY</u>	<u>GROUPNAME</u>	(1) Expenses Assumed In Insurer's Rates <u>Currently on File</u>	(2) Expenses Associated With Group Marketing <u>Plan</u>	(3) Reasons for Expensed <u>Difference</u>	(4) Requested Group Rate <u>Deviation</u>
Metropolitan Property and Casualty	American Diabetes Association	25.5%	20.5%	Lower Acquisition Costs	5.0%
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**PREMIUM/LOSS EXHIBIT FOR 193R GROUPS AT LEAST 3 YEARS OLD WITH 1,000 or MORE INSURED UNITS**

**Year Plan Will be Applied**                      **2011**

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\* 2010 data is through 6/30/10.

<b><u>INSURANCE</u></b> <b><u>COMPANY</u></b>	<b><u>GROUPNAME</u></b>	<b><u>Earned Premium</u></b>			<b><u>Incurred Loss Incl. IBNR</u></b>			<b><u>Incurred Loss Ratio</u></b>			<b>3 Yr.</b> <b>Total</b>
		<b>2008</b>	<b>2009</b>	<b>2010*</b>	<b>2008</b>	<b>2009</b>	<b>2010*</b>	<b>2008</b>	<b>2009</b>	<b>2010*</b>	



MASSACHUSETTS  
GROUP MARKETING NEW/RENEWAL  
AFFIDAVIT

Attached is the documentation required for the application for the listed Metropolitan Property and Casualty Insurance Company 2011 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 2011 and have confirmed their participation to them in writing:

American Diabetes Association  
The National Grange

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



Richard P. Lonardo, FCAS  
Vice President