

2010 193R Application Spreadsheet
 Year Plan Will be Applied 2011

<u>INSURANCE</u>		<u>STREET</u>					<u>PROPOSED</u>	<u>PROPOSED</u>	<u>CU, E,M,U</u>	<u>TOTAL</u>	<u>ELIGIBLE</u>	<u>NUMBER</u>
<u>COMPANY*</u>	<u>GROUP NAME*</u>	<u>ADDRESS</u>	<u>CITY/TOWN</u>	<u>STATE</u>	<u>ZIP</u>	<u>AUTO (A) o</u>	<u>RATE</u>	<u>EFFECTIVE</u>	<u>GROUP</u>	<u>NUMBER</u>	<u>NUMBER</u>	<u>OF CURRENT</u>
						<u>HOME (H)</u>	<u>DEV. (0.0%)</u>	<u>DATE</u>	<u>TYPE**</u>	<u>IN GROUP</u>	<u>IN GROUP</u>	<u>INSUREDS</u>
Metropolitan Property and Casualty	Brown Shoe	12421 Meredith Drive	Urbandale	IA	50323	Auto	5%	12/1/2011	E	11796	257	

ORIGINAL PLAN DATE	AGENCY OR MKT. REP.	EXPERIENCE SUBMITTED YES OR NO	<u>COMMENTS</u>
	Vincent Rocco	No	

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

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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 Currently on File	(2) Expenses Associated With Group Marketing Plan	(3) Reasons for Expensed Difference	(4) Requested Group Rate Deviation
Metropolitan Property and Casualty	Brown Shoe	25.5%	21.5%	Lower Acquisition Costs	5.0%

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

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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 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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		2008	2009	2010*	2008	2009	2010*	2008	2009	2010*	

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:

Brown Shoe

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

A handwritten signature in black ink that reads "Richard P. Lonardo". The signature is written in a cursive style and is positioned above the printed name.

Richard P. Lonardo, FCAS
Vice President