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
Safety Insurance Company	Clear Path for Veterans New England, Inc.	27 Jackson Road	Devens	MA	01434	A	5.0%	02/01/18	AG	1,000	800	0		Northeast Insurance Agency, Inc.	(781) 444-6790	No

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

Year Plan Will be Applied **2018**

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.

INSURANCE COMPANY	GROUPNAME	(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
Safety Insurance Company	Clear Path for Veterans New England, Inc.	34.5%	27.8%	Lower Acquisition Costs and Lower Commission Paid	5.0%

Year Plan Will be Applied **2018**

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.

INSURANCE COMPANY	GROUPNAME	Earned Premium			Incurred Loss Incl. IBNR			Incurred Loss Ratio			
		2015	2016	2017	2015	2016	2017	2015	2016	2017	3 Yr. Total

MASSACHUSETTS
GROUP MARKETING RATE DEVIATION NEW
AFFIDAVIT

Attached is the documentation required for the application for the listed Safety Insurance Company 2018 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 2018 and have confirmed their participation to them in writing:

Group Name

Clear Path for Veterans New England, Inc.

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

Mary McConnell
Manager - Product Management

193R Application Spreadsheet

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

Year Plan Will be Applied **2018**

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