

193R Application Spreadsheet																
Year Plan Will be Applied																
	2013-2014															
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 (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
The Premier Insurance Company of Massachusetts	American Red Cross	431 18th Steet, N.W.	Washington	DC	20006	A	4.0%	09/01/13	E	30,695	993	0		Seabury & Smith	(877) 511-0158	No

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

Year Plan Will be Applied

2013-14

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</u> <u>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
The Premier Insurance Company of Massachusetts	American Red Cross	26.9%	23.5%	Reduced Commission, Marketing	4.0%

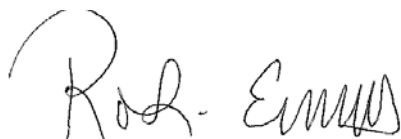
MASSACHUSETTS
GROUP MARKETING RATE DEVIATION NEW/RENEWAL
AFFIDAVIT

Attached is the documentation required for the application for the listed Premier Insurance Company of Massachusetts 2013-2014 Group Marketing client.

We have verified that it is the intention of the following client to participate in the Group Marketing program within their organization for the year 2013 - 2014 and have confirmed their participation to them in writing:

American Red Cross

You may contact the client to verify information and confirm participation.

A handwritten signature in black ink that reads "Robin Emmons". The signature is written in a cursive style with a large initial "R" and "E".

Robin Emmons
Product Director