

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	Alliant Insurance Services, Inc.	1301 Dove Street	Newport Beach	CA	92660	A	5%		E	3000	3,000	0		David Hayden	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Amazon	535 Terry Avenue	Seattle	WA	98109	A	5%		E	10,000	500	0		Joy Hartley	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Cooley Dickinson Health Care Corporation	30 Locust Street	Northampton	MA	01060	A	5%		E	1300	1,100	0		Paul Hackley	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Everbridge, Inc.	25 Corporate Drive, 4th Floor	Burlington	MA	01803	A	5%		E	585	225	0		Paul Hackley	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Good Measures, LLC	60 State Street, Ste. 700	Boston	MA	02109	A	5%		E	250	175	0		Paul Hackley	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Health Fitness Corporation	400 Field Drive	Lake Forest	IL	60045	A	5%		E	1,200	50	0		Rebecca Zeipen	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Leominster Employees Federal Credit Union	24 Church Street	Leominster	MA	01453-3102	A	5%		CU	2,085	2,085	0		Leslie Rolison	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Nobis Engineering, Inc.	18 Chenell Dr	Concord	NH	03301	A	5%		E	79	31	0		Scott Pratt	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Resonetics, LLC	44 Simon Street	Nashua	NH	03060	A	5%		E	220	18	0		Paul Hackley	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Vitamin Shoppe Industries Inc.	300 Harmon Meadow Blvd, 5th Floor	Secaucus	NJ	07094	A	5%		E	6,000	125	0		Paul G Hackley	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Workday, Inc.	6230 Stoneridge Mall Rd	Pleasanton	CA	94588	A	5%		E	5,200	50	0		Scan Sansom	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO

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

Year Plan Will be Applied

2017

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>
ABC Company	AAA Engineers, Inc.	25.0%	20.0%	Lower Acquisition Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Alliant Insurance Services, Inc.	26.4%	9.9%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Amazon	26.4%	9.9%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Cooley Dickinson Health Care Corporation	26.4%	9.9%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Everbridge, Inc.	26.4%	9.9%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Good Measures, LLC	26.4%	9.9%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Health Fitness Corporation	26.4%	6.8%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Leominster Employees Federal Credit Union	26.4%	9.9%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Nobis Engineering, Inc.	26.4%	9.9%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
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Liberty Mutual Insurance Company and LM General Insurance Company	Vitamin Shoppe Industries Inc.	26.4%	9.9%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Workday, Inc.	26.4%	9.9%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%

MASSACHUSETIS
GROUP MARKETING RATE DEVIATION NEW/RENEWAL
AFFIDAVIT

Attached is the documentation required for the application for the listed Liberty Mutual Group 2017 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 2017 and have confirmed their participation to them in writing:

Alliant Insurance Services, Inc.
Amazon
Cooley Dickinson Health Care Corporation
Everbridge, Inc.
Good Measures, LLC
Health Fitness Corporation
Leominster Employees Federal Credit Union
Nobis Engineering, Inc.
Resonetics, LLC
Vitamin Shoppe Industries Inc.
Workday, Inc.

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



Joanna Park

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