

Tennessee - 5% Override Commission

We have some exciting news to share! We will be offering a **5% Override Commission on all New Tennessee Personal Auto Business** (rewrites will be excluded) beginning June 1 and ending September 30.

In addition to many of the enhancements and reductions already taken in the PL space over the past 6 months to improve market competitiveness, we will be also implementing the following additional increases effective July 1st:

- Additional 5% discount on all TN PL Auto accounts
- Advanced Quote Discount increased to 15% when quoting more than seven days out.
- Paid in Full discount increased an additional 3%
- Multi-Policy Discount increased an additional 3%

The next quarter would be a great time to re-engage our PL Underwriting Staff (yes, we still have PL Underwriters) and/or your Personal Lines TM, Carmen McIntosh, to take advantage of an additional 5% revenue stream on top of our already competitive personal lines commissions in Tennessee. With award winning claim service recognized by Wards for 7 consecutive years, now is as good a time as any to partner.