



WEBINAR QUESTIONS

Q: UW guidelines - can we write contractors without loss history?

For the local and interstate contractors, we must have three years of hard copy loss runs for WC. Sometimes the drivers were insured by the agent's whole program and they are not able to obtain the loss runs for a specific driver but the motor carrier would need to differentiate employee vs. contractor losses on the loss run. The ocac/oc comp program can be quoted for smaller fleets of less than 25 with no loss history. For NTL&APD, need to give reason why no previous loss history for us to refer to the company and then no experience rating.

Q: Pricing estimates on NTL & PD

Zurich NTL monthly rates run from \$28 to \$45 per month for the \$1M limit with premium variance by state, driver selection and prior loss history. Zurich APD annual rates run from 2% to 6% of stated value, depending on fleet size, total value, loss history and driver selection. Risks with no loss history and ineligible for experience rating will be on the higher end of this spectrum.

Q: Is it necessary to have NTL if the vehicle is scheduled on the Motor Carriers master policy?

NTL provides coverage only when the contractor is OFF commercial dispatch from the agent or van line that they are contracted with. By putting these units on the agent's policy we would still only be covering them for when they operate under the insured's authority. They would still need non-trucking liability coverage meaning when they are not operating under commercial dispatch.

Q: Pricing estimates on WC for interstate drivers – possible to get rate estimates by van line or domicile state?

We price the fleet based on the van line (state of domicile) and the 1099 revenue of the fleet. Once you provide the van line and the average 1099 revenue of the account we can give you a range that will vary based on the loss ratio of the program once loss runs are received.

Q: If a driver does local and long haul, will his WC policy be priced as local or interstate?

Local work more than 20% should be categorized to our local contractor program. The WC policy will be priced based on payroll and will have final audit based on actual payroll. The long haul/interstate drivers will get a policy based on payroll that is a percentage of the average fleet 1099 annual revenue. Their policies have a flat rate for each contractor including mid term add-ons. Interstate multi fleet policies may be subject to audit when annualized premiums exceed \$10,000 in some states.

Q: Do mid term driver changes need loss data?

Most mid term driver additions are drivers that do not have loss data, in which case they will be priced like the rest of the fleet until the next common motor carrier renewal date.



Q: How does the Mover's Choice Program deal with mid-month driver additions?

For WC, the premium is simply pro rated to coincide with the motor carrier common effective date. OCAC follows the standard rule where drivers added before the 15th pay the entire month and drivers added after the 15th don't pay for that month. NTL/APD is a transparent monthly reporter of total values for the motor carrier so change in values is changed once a month based on the addition or deletion date of the change and pro rated on a daily rate.

Q: What is the commission for this program?

Occupational Accident Products Range from 12.5-15%

Workers' Compensation - 5%

Passenger Accident - 10%

Non-Trucking Liability - 10%

Auto Physical Damage - 10%

Q: Workers Compensation Question - If a contractor is based out of a state that has a smaller minimum payroll used compared to the state where the agent is out of which state will be used?

For interstate contractors we have greater flexibility in choosing the state of policy issuance, we can select the national van line state of dispatch, the agent's state of contract or the contractors state of residence so we will look at where is the best fit for the risk based on loss history, exposure and state sole proprietor minimums. For locals, we don't have as much flexibility as the state of dispatch (the agent's state), the state of contract (the agent's state) and the state of residence of the local contractor (typically also the agent's state) are all the same.

