

Allstate Authorized Excess Flood Program Quick Reference Guide

Agent Participation

- Your participation in selling Excess Flood policies is not required.
- If you wish to participate, complete and remit the one-page producer's agreement with your first application.
- Upon receipt of the producer's agreement, McGraw will notify regulatory authorities, if necessary.
- Materials, including applications, producer manuals, and producer agreements, are available on our website at www.psic-onespot.com.

Agent Compensation

- You will be an independent contractor for McGraw and will be paid monthly.
- You will receive your same commission on new and renewal business.
- You will receive a 1099 from McGraw for your participation in the program.

Policy Coverage

- Excess Flood insurance offers protection against "direct physical loss by or from flood" over and above the Federal Government's Standard Flood Program Limits.*
- Physical damage caused by flood to the building at the insured property address.
- Contents coverage available as well (contents coverage in "V" zones are not eligible.)

* *The Excess Flood Program has maximum policy limits. See underwriting guidelines for specific details and limitations.*

Commission

- 10%

Eligibility

- There must be an existing National Flood Insurance Program (NFIP) policy written through Allstate for the maximum limits allowed by the NFIP.
- All properties eligible under NFIP Guidelines (see underwriting guidelines for a list of excluded properties).

Submitting an Application

- Completed application along with a copy of the underlying existing Allstate Flood Policy declarations page.
- Send application to McGraw with payment postmarked no more than 15 days after effective date (5 days if using installment payment plan).
- Policy term is 12 month maximum and expiration date must coincide with annual expiration date of the underlying policy.
- If Excess Flood policy effective date is after the underlying policy's date, the premium (not the fees) will be prorated. The minimum premiums still apply.
- If payment is made by check, make check payable to Pacific Specialty Insurance Company.
- Payment by MasterCard, Visa or Discover is available. Simply complete credit card section of the application. The credit card must be in the name of the insured only.
- The policy will be issued within ten days of receipt of the completed application by McGraw.

Renewals

- McGraw sends renewal notices and bills directly to the customer.
- Rate "A", "B", "C", "D", "X" zones – applied to current NFIP Last Tier Rate.

(1) "A" and "D" zones	x1.75
(2) "B", "C", "X" zones	x1.35
(3) "V" zones	x2.50

Customer Service

- You and your customer can call McGraw Customer Service at 1-800-303-5000 with any questions.
- You must maintain your own customer files since there is no system link between Allstate and McGraw.
- Poor customer satisfaction will be grounds for Allstate terminating its marketing agreement with McGraw.
- Allstate has designated a person within the home office sales department to document and resolve customer and agent complaints regarding Excess Flood.

Claims

- Call 1-800-962-1172 to report a claim to McGraw.
- All claims will be managed by McGraw.
- When reporting a claim, make sure to have the insured's name, Excess Flood policy number, the Allstate Flood policy number, and date of loss.

Questions?

- Please contact your Allstate Field Product Manager.



www.psic-onespot.com

Excess Flood Program Q&A

Q. What is Excess Flood?

A. Excess Flood is designed to provide additional coverage for those existing Allstate Flood (NFIP) customers who need protection against “direct physical loss by or from flood” over and above the current limits provided by the Federal Government’s Standard Flood Limits.

Q. What are the available Excess Flood policy limits?

A. Limits are only in excess of the maximum NFIP underlying limits. For residential single family dwellings, two-four family dwellings and other residential risks, you can offer up to an additional \$250,000 building and \$100,000 contents (\$60,000 contents for preferred risk properties).

Q. Can Excess Flood be written to provide additional coverage for the building only, even if the underlying policy provides coverage for both the building and its contents?

A. Yes, building only policies can be written through McGraw’s Excess Flood program, however contents only policies are not acceptable.

Q. What policy terms are available for Excess Flood policies?

A. The policy term for Excess Flood insurance is generally 12 months, but must coincide with the expiration date of the underlying NFIP policy. Terms less than 12 months can only be written to ensure that the excess flood policy expiration date coincides with the annual expiration date of the underlying policy. See your agent’s manual for more details.

Q. Why did Allstate decide to go to an outside company and broker excess flood policies for non-qualifying risks?

A. Our goal in creating this program is to provide our agents with the tools they need to sell to this growing market segment and insulate their book of business from the competition.

Q. Why the McGraw Group?

A. The McGraw Group has a relationship with over 8,000 Allstate agents for personal watercraft and motorcycle insurance, and developed and filed this Excess Flood program for Allstate.

Q. Will the sale of the Excess Flood policy through the McGraw Group count toward Allstate Production contests?

A. No.