

SUPERIOR DEALER PROGRAM
SUBMISSION INFORMATION GUIDE

AGENCY _____ DATE _____

PRODUCER _____

DEALERSHIP NAME _____

1. ELIGIBILITY REQUIREMENTS

If the response to any of the below questions is "Yes", this risk is **ineligible** and should not be submitted.

Does this risk involve:

- | Yes | No | |
|--------------------------|--------------------------|---|
| <input type="checkbox"/> | <input type="checkbox"/> | 1. Importing of cars/gray market vehicles. |
| <input type="checkbox"/> | <input type="checkbox"/> | 2. Recreation Vehicles Dealers - (including motorcycles, mopeds, trail bikes, all terrain vehicles, off road vehicles, jet skis), with RV sales receipts in excess of 10% of total. |
| <input type="checkbox"/> | <input type="checkbox"/> | 3. Independent Used Car operation (no related New Car sales). |
| <input type="checkbox"/> | <input type="checkbox"/> | 4. Conversion and/or body and chassis modification which may void manufacturers warranty. |
| <input type="checkbox"/> | <input type="checkbox"/> | 5. Boat Dealers. |
| <input type="checkbox"/> | <input type="checkbox"/> | 6. Manufacturers/converters. |
| <input type="checkbox"/> | <input type="checkbox"/> | 7. LPG Operations, including sales, filling and transporting. |
| <input type="checkbox"/> | <input type="checkbox"/> | 8. Daily rental/leasing activities requiring primary coverage. |
| <input type="checkbox"/> | <input type="checkbox"/> | 9. Truck Dealers (Truck Tractors and/or Trucks over 45,000 GVW). |
| <input type="checkbox"/> | <input type="checkbox"/> | 10. Regular Operators or demos provided to drivers other than owners' or corporate officers' immediate family, who are licensed less than 5 years. |
| <input type="checkbox"/> | <input type="checkbox"/> | 11. Towing operations - Public. |

2. UNDERWRITING STANDARDS/PROFILE

- No absentee ownership.
- Favorable Loss Ratio (40% or less exclusive of Dealers' Physical Damage).
- Adequate Key Control - Not accessible to the public in locked key cabinet or computerized key system (Key-Trak).
- Demonstrator reduction - Demos limited to ownership, management and only other "key" individuals.
- Demo Agreements in force for all employees and non-employees furnished with a vehicle.
- Formalized Employment Related Practices procedures and/or manual in place.
- All customer loaner vehicles must not be released until the driver has signed a Rental Agreement and provided copies of driver license.
- Strict MVR Guidelines for those employees with driving duties or privileges.
- Excellent housekeeping of entire facility.
- Compliance with loss control recommendations.
- Effective management over F & I, Statute and Title procedures and compliance.
- No Habitational exposures.

3. REQUIRED LEAD TIME - PRIOR TO DATE QUOTE NEEDED

60 Days

4. MANDATORY INFORMATION - REQUIRED ON ALL ACCOUNTS THAT QUALIFY

- A. Expiring premium excluding Dealers' Physical Damage and EPLI.
- B. Producer Narrative - Include detail on each underwriting standard in item 2.
- C. Loss Information - Current year plus three (3) prior years.
- D. Signed and completed SDP Application.
- E. Employee Census with all of the required information.
- F. Signed Coverage Selection Form (if applicable).
- G. Financial Statement