

Bulletin 17-07

TO: All Mutual of Wausau Agents
FROM: Ron Staples, Vice President – Underwriting
DATE: November 8, 2017
RE: Updates and Enhancements

At our agent meetings in Oshkosh and Wausau a few weeks ago, we introduced numerous enhancements in several programs with an effective date of November 1, 2017.

Here is a summary of the updates that have been made:

- Farmowners Program:
 - Custom Farming Liability is now available for receipts up to \$100,000 (previously \$50,000).
 - The rate is now a flat rate instead of a rate per thousand resulting in a much better competitive price.
 - Water Back Up and Sump Discharge or Overflow coverage now has limits available over \$10,000 – subject to additional underwriting qualifications.
 - Limits of \$15,000; \$20,000; and \$25,000 are available at competitive rates.
 - Expanded Replacement Cost Terms (commonly referred to as Guaranteed Replacement Cost) applicable to Coverage A has been increased from 20% to 25% with no change in rate.
- Homeowners Program:
 - Specified Additional Amount of Insurance – Coverage A (commonly referred to as Guaranteed Replacement Cost) has been increased from 20% to 25% with no change in rate.
 - Water Back Up and Sump Discharge or Overflow Coverage now has limits available over \$10,000 – subject to additional underwriting qualifications.
 - Limits of \$15,000; \$20,000; and \$25,000 are available at competitive rates.
 - Agreed Value for jewelry is now available.
 - Package Endorsements are now available.
 - Wausau HomePAC - An enhanced package available with Special Perils coverage (see attachments).
 - Wausau HomePAC Plus - A comprehensive package available in the Preferred Homeowner Program (see attachments).

- Umbrella Program:
 - The umbrella is now available for on-line quoting and paperless submission.
 - A commercial farm umbrella is available for those farms where the underlying policy is written in the name of a corporation, LLC, or a trust.

- Businessowners (BOP) Program:
 - We have reviewed the BOP rates and substantially lowered all base rates, as well as the optional endorsement rates.
 - Some classifications have been amended to better split out certain risks.

- Applications:
 - Binding and underwriting questions have been better arranged to eliminate redundant and unnecessary questions and relocated so they appear in a single section.

In addition, we provided quick reference sheets for our umbrella program and the homeowner packages. There are also newly developed marketing sheets for the Buried Utility Line Coverage, Umbrella, and Homeowner Program. These are all attached to this bulletin and available in the Agent Center on our website.

Please let me know if there are any other areas where our products may be expanded.

As always, thank you for your input and continued business.