

We have a mutual interest – **you**.

Bulletin 18-02

**TO:** All Mutual of Wausau Agents  
**FROM:** Ron Staples, Vice President – Underwriting  
**DATE:** 8/30/2018  
**RE:** Program Amendments

Effective November 1, 2018, we are making some changes to our programs, the most significant being a change to our minimum deductible. The attached disclosure notices explain the specific changes to each program. As required by law, we are sending these notices 60-days prior to the renewals, beginning with November 1, 2018 effective dates. This means they are starting to get mailed this week.

We are no longer offering a \$250 deductible in any programs, except certain Inland Marine coverages. Our base deductible has been \$500 for a few years, with the \$250 deductible being available at a higher rate. Any policy with a \$250 deductible will increase to the base deductible of \$500. In addition, feedback from you has been that the deductible credits are too low. We will review the credits for deductibles above \$500 at a later date.

In the Farmowners Program, there are language changes pertaining to certain definitions and exclusions. We will no longer pay for defense costs once the liability limit has either been paid, or we offer the limit for settlement. A liability exclusion for asbestos also has been added to the policy.

There have been minor changes to wording in the Homeowners Program, mainly clarifications to coverages and exclusions. Again, the policy will no longer cover the defense costs once the limit of liability has either been paid or tendered for settlement and the liability exclusion for asbestos has been added.

We are also making a change to our Dwelling Program in regards to unsupported business, which mainly consists of seasonals. Unsupported risks (i.e. seasonals) will not be eligible if the primary home is eligible to be written with Mutual of Wausau. In addition, unsupported business cannot be bound by any agent without underwriting approval.

I would like to also reaffirm our underwriting rules pertaining to the Unoccupied Dwelling Program. We will only consider risks that are currently insured with Mutual of Wausau, the policies are only written for a period of one year, and agents may not bind coverage without underwriter approval.

The manual pages reflecting these changes will be updated and posted to our website soon. Our processing system has already been updated and will incorporate these changes on new and renewal business effective November 1, 2018, and later.

We appreciate your continued suggestions, and as a result we are working on some program enhancements which will be announced in the upcoming months – all with an effective date of November 1.

Thank you for your continued business and support. Please let me know if I can be of any help or you have suggestions for us to consider.

Attachments – Disclosure Notices and Forms