



INNOVATIVE INSURANCE SOLUTIONS, INC.

1700 COUNTY ROAD, SUITE D • MINDEN, NV 89423-4462
tel (775) 782 - 6663 • fax (775) 782 - 6626
www.iisi-usa.com

GUIDELINES

AUTO PHYSICAL DAMAGE

GENERAL INFORMATION

- Policy is on a surplus lines basis. (State taxes are in addition to the premium)
- One-unit accounts are acceptable.
- The minimum premium per policy will be \$1,000.
- The minimum earned premium will be 25% of the annual gross premium or \$250, whichever is greater.
- Commission for the retail broker on standard accounts will be 12.5%. The commission rate will be determined on a case-by-case basis for accounts that fall outside of the standard underwriting guidelines.
- There is no commission for IISI included in the gross premium. IISI will derive its sole compensation via a fully earned policy fee, which will be calculated as the sum of a \$100 fixed amount and 5% of the gross premium, with a minimum fee of \$150 per policy. No additional fee (i.e., transactions fee) will be charged for endorsements and other policy changes. If the account is financed through a premium finance company, the fully earned policy fee should not be included in the amount financed.
- Payment in full is due in IISI's office within 21 calendar days of the policy effective date.

STANDARD UNDERWRITING GUIDELINES

- Fleets up to \$750,000 in total stated amount value. Larger fleet value will be considered on an individual underwriting basis.
- Deductibles of \$1,000 and \$2,500 are available. Higher deductibles are available upon request.
- Higher rates apply for the following types of cargo haulers: Dumping Operations, Sand & Gravel, Livestock including Cattle, Swinging Meat, and Tankers
- Driver Criteria
 - Age 23 – 65 years old.
 - 3 years of prior experience driving similar equipment.
 - Acceptable MVR (Total Stated Amount Value of \$300,000 or less)
 - Prior three years considered
 - No Major Violations or At-Fault Accidents, and



- No more than 2 Moving Violations, and
- No more than 3 Non-Moving Violations
- Acceptable MVR (Total Stated Amount Value of greater than \$300,000)
 - Prior three years considered
 - No more than 1 Major Violation or At-Fault Accident, and
 - No more than 3 Moving Violations, and
 - No more than 4 Minor Violations
- Drivers not meeting the above criteria can be considered with a debit.
- All accidents will be considered “at fault” unless a police report stating otherwise is provided.
- Drivers are deemed **unacceptable** if they have had any of the following in the past three years:
 - Drug or alcohol (including DUI/DWI)
 - Open container
 - Negligent driving
 - Reckless driving
 - Speed contest / racing
 - Eluding a police officer
 - Hit and run
- The following types of risks are **excluded**:
 - Coal Haulers
 - Courier Services
 - Emergency Vehicles
 - Livery (Limousine) Services
 - Loggers
 - Motorcycles
 - Private Passenger Vehicles

DEFINITIONS

- Major Violations
 - Illegal passing
 - Driving the wrong way down a one-way street
 - Excessive speed (15 mph or more over the posted speed limit)
 - Crossing over the center line
 - Driving in improper lane
 - Driving too fast for conditions
 - Failure to have vehicle under control
 - Following too close
- Moving Violations
 - Speeding
 - Failure to stop at a stop sign
 - Failure to yield
 - Failure to obey traffic control device
 - Driving while license is suspended or revoked
 - Improper backing
 - Improper turn



- Careless driving
- Non-Moving Violations
 - Oversize / overweight
 - Failure to appear
 - Expired registration and/or drivers license

UNDERWRITING NON-STANDARD APPLICANTS

It is the intention of this program to entertain submissions from a broad range of applicants. As such, submissions for accounts that fall outside of the standard underwriting guidelines—based on the value of the fleet, based on desired deductible, based on operations, based on driver qualifications, etc.—are encouraged. It is expected that most applications will receive a quote.

DOCUMENTS REQUIRED FOR QUOTE

- Application
- Current MVRs (generated in the past 30 days) for the owner and all drivers

DOCUMENTS REQUIRED TO BIND

- Application (signed by insured)

OTHER REQUIREMENTS

- Original Binding Documents (with “wet” signature on Application)