

Mass Auto – Category Placement Rule

Placement Variables

- Prior Insurance
- Years with Integon National Insurance Company or the Prior Carrier
- Quote Date
- Lapse in Insurance Coverage in the last 6 months
- Part 5 Bodily Injury Coverage Limits
- Number of Non Chargeable Incidents, excluding glass and towing claims under Comprehensive coverage
- Maximum Merit Rating adjustment of all rated operators
- Number of Drivers listed on the policy
- Number of Vehicles insured on the policy
- Number of Years of Driving Experience of the least experienced operator
- Value of the vehicle
- Physical Damage Coverage
- Named Insured License State
- Existence of Excluded Operators

Policies are assigned a Category at the Policy inception and at each subsequent renewal based on the conditions of the policy at that time.

Business that was first written as New Business effective 4-1-08 and subsequent will continue to use the New Business Placement variables as they renew in subsequent years.

The lower the score from all of the applicable variables will generate the most competitive rate. Remember to answer all questions for the most accurate premium.

Prior Insurance (New Business only)

Prior Insurance is determined based on if the Named Insured had auto insurance coverage at any time in the 12 months immediately prior to the effective date of the policy. Prior Insurance includes being listed on a policy as a **rated operator**. If the insured did not have any prior insurance, the policy would score as a Category 26 and would be ineligible for voluntary coverage with us.

Options

- Yes, the Named Insured had auto insurance coverage at some time in the past 12 months. (lowest score)
- No, the Named Insured did not have auto insurance coverage at any time in the past 12 months. (highest score and **ineligible**)

Years with Prior Carrier (New Business only)

The number of years the Named Insured has had continuous auto insurance with the same insurance Company in the timeframe immediately prior to the effective date of the policy. The longer an insured was with the Prior Carrier, the better the risk will score.

Options

- 5 or more Years (lowest score)
- 2 to 4 Years
- 1 Year or Less (highest score)

Years with Integon National (Renewal only)

The number of years the Named Insured has had continuous auto insurance with Integon National Insurance Company in the timeframe immediately prior to the effective date of the policy of the policy being renewed. The longer the policy is with Integon National, the better the risk will score.

Options

- 10 or more Years (lowest score)
- 6 to 9 Years
- 1 to 5 Years (highest score)

Quote Date (New Business only)

The Quote Create Date is based on when the policy was **first** quoted versus the effective date of the policy in any system. Risks quoted in advance of the effective date of the policy will receive a better score.

Options

- Prior to the Effective Date (lowest score)
- On or after the Effective Date (highest score)

Lapse in Insurance (New Business only)

The number of days of lapse in insurance based on the cancellation date of one insurance policy to the effective date of another policy in the last 6 months. If there are multiple lapses in coverage, use the most number of days lapsed. The policy will score the best if there is no lapse in coverage.

Options

- No Lapse in Coverage (lowest score)
- Lapse in Coverage up to 30 days
- Lapse in Coverage of greater than 30 days (highest score)

Part 5 Bodily Injury Coverage Limits

Use the prior BI Coverage limits or the current BI Coverage limits, whichever is lower. Policies with higher Bodily Injury limits will score better.

Options

- \geq \$100/ 100 (lowest score)
- $<$ \$100/ 100 (highest score)

Number of Non Chargeable Incidents, excluding glass and towing claims under Comprehensive coverage

Non chargeable incidents include not-at-fault accidents, at fault accidents less than the threshold and comprehensive claims excluding Towing and Glass claims in the last 5 years. Do not include incidents for deferred or excluded operators. The first non-chargeable incident is waived, unless there are 4 or more incidents on the policy. A policy will score best if there is no more than 1 non chargeable incident on the policy.

Options

- 0 (lowest score)
- 1 (lowest score)
- 2 to 3
- 4 to 9
- \geq 10 (highest score)

Maximum Merit Rating adjustment of all rated operators

Use the MRB points based on the driver with the most MRB Points listed on the policy. The order of MRB points (MAX to MIN) is 45 through 0, 98, and 99. Do not include MRB Points for deferred or excluded operators. Policies with 99 and 98 points will score the best.

Options

- 99 (lowest score)
- 98
- 0
- 1 to 2
- 3+ (highest score)

Number of Drivers listed on the policy

Include deferred drivers but do not include excluded operators

Options

- 1 to 6 drivers

Number of Vehicles insured on the policy

The total number of vehicles on the policy

Options

- 4 vehicles (lower score)
- 3 vehicles (lower score)
- 2 vehicles (lower score)
- 1 vehicle (higher score)

Number of Years of Driving Experience of the least experienced operator

Use the number of years licensed of the least experienced operator. Include deferred drivers but do not include excluded operators

Options

- 8 categories
- 0 to 3 years to 60+ years experience

Value of the vehicle

The vehicle with the highest cost new listed on the policy is used in this scoring variable. If the most expensive vehicle is less than \$100,000, there is no impact from this variable.

Options

- <\$100,000 (lowest score)
- \$100,000 to \$125,000
- \$125,000 to \$200,000
- >=\$200,000 (highest score)

Physical Damage Coverage

Based on whether **any** vehicle on the policy has either Collision, Limited Collision or Comprehensive coverage. The policy will score best if at least 1 vehicle on the policy has some physical damage coverage.

Options

- Yes (lowest score)

- No (highest score)

Named Insured License State

Based on the License State/ Territory of the Named Insured on the policy. The policy will score best if the Name Insured has a license from one of the 50 states in the U.S.

Options

- Mass and Other State License (lowest score)
- Foreign Country License (highest score)

Existence of Excluded Operators

Is any driver excluded from **all vehicles** on the policy? The policy will score best if there are not any excluded operators on the policy.

Options

- No (lowest score)
- Yes (highest score)