



PEGASUS INSURANCE COMPANY, INC.

Solutions, Service, and Integrity.

PEO Submission for Pegasus Insurance Company, Inc. Workers' Compensation Coverage

First, let us thank you for your interest in talking to us about your workers' compensation insurance needs. In order for us to evaluate and rate your submission we will require the following: (To accelerate the underwriting process electronic data is preferred.)

1. Completed, accurate, and signed Acord Application
2. Minimum of three years of historical payroll data and estimated payroll data for the current year.
 - a. This data needs to be totaled by Workers Comp Classification Code.
3. Minimum of three years of historical loss data.
 - a. This data should be loss runs from your carrier(s) with recent valuations
 - b. All carriers and policies (include policy periods)
4. Client Listing
 - a. Client Name
 - b. Employees per WC Code per client
 - c. Estimated Payroll per WC Code per client
5. A brief overview of your company.
 - a. Years in business, services offered, number of clients, number of co-employees, etc.
 - b. Programs in place
 - i. Safety, Claims Management, etc
6. Bios or resumes on owners and key employees.
7. Audited financials for the previous year and unaudited for the current year.
8. Information on your client sales process
 - a. Client underwriting process
 - b. Target market
9. NCCI Experience Rating Worksheet

Pegasus is owned by PIC Holdings and Alabama based holding company that owns 100% of Pegasus Insurance Company, Inc. Pegasus was purchased by the current ownership in 2004 and is committed to write workers' compensation coverage for PEOs. Our program is built on establishing a long term relationship with our clients and to be viewed as a **true business partner** rather than a typical vendor. Pegasus retains the first \$250,000 of exposure and purchases reinsurance with "A-" rated or better carriers up to statutory limits. Should you have any questions please let us know.

We typically write a guaranteed cost program with the following requirements:

1. 15% Estimated Premium Cash Deposit.
2. On-Site Process Review Meeting.
3. Agreement on bi-weekly billing according to Pegasus Insurance Company, Inc based on actual payroll.
4. New client underwriting via OnlinePegasus.com
5. Adherence to program guidelines, processes and procedures

Again, thanks for your interest in Pegasus and we look forward to working with you and your team.

Thank You,

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