

Agent Info - DigiQuote/Employers

- DigiQuote is an Insurtech company, utilizing the most current API technology for agents. Its extreme cost effectiveness allows for competitive commission income. Employers is head and shoulders above other companies in their use of Digital technology and partnering with digital use platforms, such as that of DigiQuote.
- DigiQuote handles all service needs for Employers' WC products throughout the process. This includes providing policies, certs, billing, claims handling, etc.
- Commission – New Business 7.2% - Renewal Business 6%
- Commissions are paid monthly. They are paid on the month following payment from Employers to DigiQuote. Employers pays DigiQuote each month and then DigiQuote makes the commission payments monthly to the agents.
- Employers has 3 LCMs, including a 1.17. Employers does compete with the State Fund on a regular basis & wins.
- Employers has a broad appetite and can boast that 75% of the NY WC class codes are eligible for Employers
- Criteria in place for the 3 pricing tiers - One of the most important criteria is that the insured is not a General Contractor or acting as one. Guidance for appetite checking of restricted and targeted exposures is available in the platform. The 3 tiers are used as needed based on risk criteria input, including whether the risk is lighter or heavier in class. Number of years in business, driving exposures, and the type of work performed are among the main criteria.
- Employers will accept new ventures

- Flexible payment options including Pay-As-You-Go
- Employers writes policies with \$0 payroll in non-contracting classes with only the Expense Constant \$220 and a few other fees – policies in the low \$200's.
- Eligibility is not based on Experience Mod. Employers will look at higher mods, if there is good reason.

Contractor eligibility – target classes

- **Carpentry**

Work must be interior finish/trim carpentry and/or cabinet work

Subcontracted work < 50%

Ineligible exposure - general contracting services, framing or foundation work, new home building, roofing services, structural demolition services, ladder use, work above 30 feet in height or below 5 feet in depth, exposure to silica dust or perform any Asbestos, Radon, Lead, or Mold remediation

- **Flooring** (Installation, Sanding, Carpet Installation)

Ineligible exposure - remediation/removal of asbestos, mold, lead paint, performance of carpentry/handyman repairs, exposure to silica dust

- **Commercial Cleaning (Janitorial)**

Ineligible exposure - non-franchise residential cleaners (unless carpet/upholstery/tile/other floor only) or perform ANY construction, demolition, restoration

- **Landscaping**

Ineligible exposure - work above 8 feet, transport, removal or transplant of mature trees, excavation work, spend > 25% or more of their time

doing snow removal, work on highways or interstates, have contracts with the state or federal Dept of Transportation (DOT)

- **HVAC**

Ineligible exposure - work or drilling below 5 feet in depth, work above 30 feet, maintenance on or installation of industrial boilers, install/removal or repair of well pumps, septic or oil tanks (Sump pumps are acceptable), work on Public Utilities such as gas, sewer or water mains, remediation of asbestos, mold, or Radon

- **Snow Removal** exposure is eligible. Employers makes no distinction between residential or commercial. Both are eligible. Employers allows up to 24% of an insured's total work to be snow removal. (in the 4022...landscape code).

\$50k minimum payroll for contracting classes. Employers minimum premium in NY is \$875.

NonContracting top classes

- Hospitality (Restaurants, Bars, Lodging)
- Stores (Retail, Wholesale)
- Automotive Services
- Property Management
- Gas Stations
- Schools & Daycare Services
- Professional Services
- Manufacturing