

## **WHO WE ARE**

### **CONGRATULATIONS ON YOUR SUCCESSFUL COMPLETION OF ALLSTATE'S COMMERCIAL EXPANDED MARKET PROGRAM (CEM) LESSON AND TEST EXERCISE!**

YOU ARE NOW READY TO DO WHAT IS NECESSARY TO START YOU ON YOUR WAY TO A MORE PRODUCTIVE AND PROFITABLE FUTURE.

YOU CAN FIND MANY PERTINENT FACTS REGARDING WHO WE ARE IN THE **"ABOUT US"** SECTION OF THIS WEBSITE. HOWEVER, WHAT YOU SHOULD ALSO KNOW IS THAT ALLSTATE ASKED US TO JOIN THE EXISTING BROKERS IN THE COMMERCIAL EXPANDED MARKET PROGRAM SEVERAL YEARS AGO TO PROVIDE A NEEDED ENHANCEMENT IN THE NUMBER OF MARKETS AVAILABLE TO ALLSTATE AGENTS. WE WERE ALSO ASKED TO PROVIDE AN EASY ACCESS ENVIRONMENT WHICH WAS WILLING TO ASSIST ALL ALLSTATE AGENTS IN THE PROGRAM, PARTICULARLY THOSE WITH LIMITED EXPERIENCE IN COMMERCIAL INSURANCE.

WE FEEL WE HAVE SUCCESSFULLY DEVELOPED SUCH AN ENVIRONMENT BASED ON AGENT FEEDBACK, AND THE MILLIONS OF DOLLARS OF BOUND PREMIUM TO-DATE.

THIS SUCCESS HAS OBVIOUSLY NOT GONE UNNOTICED. NUMEROUS "A+" RATED NATIONWIDE COMPANIES HAVE APPROACHED US IN AN EFFORT TO PARTICIPATE IN THE OPPORTUNITY TO HELP PLACE ALLSTATE AGENTS CLIENT BUSINESS. THEREFORE, OUR LISTING OF QUALITY COMPANIES CONSTANTLY IS CONTINUING TO GROW.

PLEASE CONTINUE TO THE **"HOW TO DO BUSINESS WITH US"** SECTION TO SEE JUST HOW EASY WE MAKE IT FOR ALL ALLSTATE AGENTS TO WRITE MORE ALLSTATE BUSINESS, RETAIN IMPORTANT CLIENTS, AND BE SUCCESSFUL IN THE COMMERCIAL INSURANCE ARENA, REGARDLESS OF YOUR LEVEL OF EXPERIENCE.

**"IT'S EASY !!!"**

## **HOW TO DO BUSINESS WITH US**

AS MENTIONED PRVIOUSLY, ONE OF OUR GOALS WAS TO MAKE IT AS EASY AS POSSIBLE TO ACHIEVE OUR MOTTO AND GOAL,

***“DELIVERING WHAT YOU NEED...WHEN YO NEED IT”.***

RECOGNIZING THE VARIOUS LEVELS OF EXPERIENCE WITHIN THE ALLSTATE AGENT POPULATION, TO IMMEDIATELY HAVE YOU GO TO OUR WEBSITE AND TRY TO INDENTIFY WHICH APPLICATION IN OUR SERVICE SECTION IS APPROPRIATE WHEN A COMMERCIAL CLIENT APPROACHES YOU FOR A CLASS OF BUSINESS WHICH ALLSTATE DOES NOT WRITE SEEMS UNFAIR AND OFTEN TIMES UNPRODUCTIVE.

THEREFORE, WHEN YOU HAVE A PIECE OF COMMERCIAL BUSINESS THAT ALLSTATE WON'T ENTERTAIN, **JUST CALL US.**

MORE SPECIFICALLY, GO TO THE **“OUR STAFF”** SECTION OF OUR WEBSITE AND SELECT AN UNDERWRITER. THEIR TITLE, TELEPHONE NUMBER, DIRECT EXTENSION AND E MAIL ADDRESS IS ALL THERE.

CALL THEM AND TELL THEM WHAT YOU HAVE.

THEY WILL TELL YOU:

1. IF THEY HAVE A MARKET AND HOW COMPETITIVE IT IS.
2. WHAT FORMS IN OUR **SERVICE SECTION** ARE NEEDED TO BE COMPLETED.
3. WHAT IS THE REALLY CRITICAL INFORMATION NEEDED TO GET A QUOTE.
4. GENERALLY HOW LONG IT WILL TAKE TO GET A QUOTE ONCE ALL THE INFORMATION IS RECEIVED BY THE UNDERWRITER.

OUR GOAL IS TO EDUCATE YOU, BUT OVER TIME. THE MORE YOU PLACE BUSINESS WITH US , THE MORE YOU WILL KNOW AND FEEL MORE COMFORTABLE WITH THE ENTIRE COMMERCIAL PLACEMENT PROCESS.

## **OUR UNDERWRITERS ARE THERE TO HELP !!!**

PLEASE CONTINUE TO THE **CONTRACT REQUIREMENT** SECTION FOR ADDITIONAL INFORMATION.

## **CONTRACT REQUIREMENTS**

BESIDES THE COMPLETION OF THE CONTRACT LOCATED IN THE **CONTRACT SECTION** , WE WILL ALSO NEED A COPY OF THE FOLLOWING:

1. YOUR CERTIFICATE OF COMPLETION OF THE ALLSTATE **CEM** LESSION.
2. BROKERS LICENSE (**NEW YORK**) / AGENTS LICENSE ( **ALL OTHER STATES** )
3. ERRORS AND OMISSIONS CERTIFICATE
4. COMPLETED W-9 TAX FORM (LOCATED IN THE **CONTRACT SECTION**)

ONCE ALL THE ABOVE IS COMPLETED, PLEASE FAX IT TO:

**RICHARD D'AMATO, MARKETING DIRECTOR**  
**516-538-4613 ( FAX NUMBER )**

WE WILL THEN OPEN YOUR ACCOUNT, NOTIFY YOU, AND NOTIFY ALLSTATE.

PLEASE KEEP IN MIND,

**“ IT’S EASY...WITH ALLNET- SERVICES”**