

AIG Program Annual Planning Document and Action Plan

Program Administrator Name	All Risks
Program Name	Self Storage
PA Key Contact	Merle Harris
AIG Relationship Manger	Tom Voss

Financial Objectives

Program Target Loss Ratio	
Program Target Combined Ratio	
RAP Target	

Annual Plan Calculation	2015 GWP Goal	2015 Actual GWP	Renewal Retention	Planned Rate Change	Renewal Premium	New Business Objective	2016 GWP Goal
	12,099,000	11,011,000.00	84%	15% \$	10,142,000.00 \$	1,800,000.00	11942000

Relationship & Program Factors

Underwriting	Continue to make adjustments to the program to improve loss ratio
Underwriting	Obtain rate increase

Action Items to Support 2016 GWP Program Goal

Item #	Supporting Activity	Objective	PA Owner	AIG Owner	Target Completion Date	Status
Item #1	Achieve Rate Objective of 15% on a program level / changes in coverage (x-wind, increase GL minimums, deductibles)	Achieve RAP Profit Goal	Merle Harris	Tom Voss	On-Going	
Item #2	Continue to manage/underwrite risks located in CAT and Wind prone areas / Diversify geographically	Improve geographic spread of risk/program	Merle Harris	Tom Voss	On-Going	
Item #3	Implement product enhancements to program	Write new business & retain renewals	Merle Harris	Tom Voss	Qtr. 2	
Item #4	Update forms list and improve forms printing order so all coverages by LOB print together in sequential order	Improve readability	Merle Harris	Tom Voss	Qtr. 1	
Item #5	Fine Tune AQI process for program	Improve risk selection	Merle Harris	Tom Voss	Qtr. 1	
Item #6	Develop monthly hit ratio/retention report	Improve management of program/planning	Merle Harris	Tom Voss	Qtr. 1	
Item #7	Monthly visit to Phoenix office to discuss production / Quarterly management conference calls	Improve management of program/planning	Merle Harris	Tom Voss	On-Going	

Program Administrator Name:

Signature:

Print Name:

Date:

AIG Program: Signature

Signature:

Print Name:

Date:

Merle Harris

Merle Harris

01/18/16

Thomas Voss

Thomas Voss

01/19/16