


**AIG Program Annual Planning Document and Action Plan**

Program Administrator Name	RMS Insurance
Program Name	RMS Nightclub
PA Key Contact	Diane Krause Ryan Young Mike Ramirez
AIG Relationship Manager	Margaret Curcio

<b>Financial Objectives</b>									
Program Target Loss Ratio			69.70%						
Program Target Combined Ratio			98.10%						
RAP Target			3%						
Annual Plan Calculation	2015 Forecasted GWP Goal	2015 Actual GWP	Renewal Retention*	Planned Rate Change	Renewal Premium	New Business Objective		2016	
	from Budget 2015	4,525,000	4,495,000	80.0%	\$ 3,728,500	\$ 3,345,400		7,074,000	
	Includes 1% Exposure change								
<b>Relationship &amp; Program Factors</b>									
Underwriting	Grow Program								

<b>Action Items in Support of 2015 GWP Production Goal</b>									
	Supporting Activity	Objective	PA Owner	AIG Owner	Target Completion Date	Status			
Profitability	Achieve 2016 RAP rate goal of 3%	Achieve RAP Neutral	Ryan Young	M. Curcio	Year end 2016				
Competition	Continue to monitor market conditions to achieve retention & new business production	Provide the best Product Plan	Ryan Young	M. Curcio	Quarterly				
NB Growth	Continue to address any training needs of RMS staff on property coverages for program expansion / Nexgen implementation	Increase NB production	Ryan Young	M. Curcio	Q1				
Profitability	In an effort to achieve a good portfolio mix, limit new ventures to 25% and reduce referrals to 20%	Achieve production goals	Ryan Young	M. Curcio	Year end 2016				
NB Growth & Retention	Develop KPI production report (submission/retention/Hit ratios/Dec)	monitor KPIs	R. Young/P. Duvall	M. Curcio/R. Simmons	Q1				
Improve communication	set up monthly or quarterly calls	Improve communication	Ryan Young	M. Curcio	Q1				
Improve Efficiencies	Set up Account Current Feed	Improve efficiencies	R. Young/P. Duvall	M. Curcio	Q1				

Program Administrator Name: \_\_\_\_\_  
 Signature:   
 Print Name: Ryan Young  
 Date: 12/1/15

AIG Program Signature: \_\_\_\_\_  
 Signature: \_\_\_\_\_  
 Print Name: \_\_\_\_\_  
 Date: \_\_\_\_\_