AIG Program Annual Planning Document and Action Plan

Program Administrator Name	Preferred Concepts, LLC
Program Name	Commercial Real Estate
PA Key Contact	Robert Lynch
AIG Relationship Manager	Gary Scarborough

Financial Objectives

Annual Plan	2016 Actual GWP	2017 Renewal Retention	2017 Rate Change Required	2017 Renewal Premium	2017 New Business Goal	2017 GWP Goal
	$5,817,935	85%	2.0%	$5,061,603	$1,250,000	$6,311,603

	2016 GWP	2017 Expense Ratio	2017 Ultimate Loss Ratio	2017 Combined Ratio	2017 Premium	2017 Rate	2017 Expense Ratio	2017 Ultimate Loss Ratio	2017 Combined Ratio
Line Of Business	Actual	Actual	Actual	Actual	Plan	Plan	Plan	Plan	Plan
Property	$ 5,817,935	33.7%	50.8%	84.5%	$ 6,311,603	2.0%	33.7%	59.3%	93.0%
Total Program	$ 5,817,935	33.7%	50.8%	84.5%	$ 6,311,603	2.0%	33.7%	59.3%	93.0%

Action Items in Support of 2017 Goals

	Supporting Activity To Drive Results	Objective	PA Owner	AIG Owner	Metric / Measurement Tool	Target Completion Date	Status

Program Administrator Name:

Signature: Robert Lynch

Print Name: Robert Lynch

Date: 2-17-17

AIG Program: Signature

Signature:

Print Name: Gary Scarborough

Date: 1/26/2017