

AIG Program Annual Planning Document and Action Plan

Program Administrator Name	Universal Programs
Program Name	Tanning
PA Key Contact	Randy Tipton
AIG Relationship Manger	Tom Voss

Financial Objectives

Program Target Loss Ratio	66.4
Program Target Combined Ratio	97.3
RAP Target	267

Annual Plan Calculation	2015 GWP Goal	2015 Actual GWP	Renewal Retention	Planned Rate Change	Renewal Premium	New Business Objective	2016 GWP Goal
	7,992,000	6,045,000.00	90%	2%	\$ 5,710,000.00	\$ 960,000.00	6,670,000.00

Relationship & Program Factors

Underwriting	Premium growth with focus on Day Spas
Underwriting	

Action Items in Support of 20YY GWP Production Goal

	Supporting Activity	Objective	PA Owner	AIG Owner	Target Completion Date	Status
Item #1	Continue to grow the program with focus on Day Spas - Universal launching a marketing campaign starting 2/1/16 to attract business	Achieve RAP Profit Goal	Randy Tipton	Tom Voss	On-Going	
Item #2	Expand Day Spa to include independent Contractors - UIP has ties with Professional Beauty Association to promote program to IC's	Achieve RAP Profit Goal	Randy Tipton	Tom Voss	On-Going	
Item #3	Add the EPL to the BodyPac program	Achieve RAP Profit Goal	Randy Tipton	Tom Voss	On-Going	
Item #4	Improve Internal (Universal) renewal review timeline to ensure have ability to meet notice requirements in all states	Improve Compliance	Randy Tipton	Tom Voss	Qtr. 3	
Item #5						
Item #6						


Program Administrator Name:

Signature: Randy Tipton

Print Name: Randy Tipton

Date: 1/25/2016

AIG Program: Signature

Signature: 

Print Name: THOMAS VOSS

Date: 1/25/16