

# 4th Quarter Producer and Account Manager Incentive Overview



Producers and account managers who meet the criteria of the contests outlined below will be able to select a prize from our gift suite. Prizes include a tech bundle, backpack cooler, patio heater, Bluetooth headphones, golf travel bag, beverage set, roller luggage, Yeti cooler, insulated beverage cart, propane grill, Dyson fan and a wireless speaker. Prizes are subject to change.

**Contest Period:**  
**October 1 - December 31, 2021**

## Details:

### New Business Incentive Contest

- Highest new business bind ratio of quoted business in each of the following regions:  
Southeast (GA, TN, VA)  
Midwest (IA, IN, IL, MO, ND, SD)  
Gulf/Southeast (AR, AL, MS, OK, TX)  
Midwest/Mid-Atlantic (CO, DE, NE, NJ, OH, PA, WV)  
Pacific (AZ, CA, ID, MT, OR, UT, WA)

### Retention Incentive Contest

- Producer or account manager with highest renewal retention by policy count and based off of quotes for Q4.

## Complete Contest Rules:

- Eligible participants are the producers or account managers who place the business.
- No substitute arrangements or cash payments will be made in lieu of the contest.
- Fundamental Underwriters reserves the right to disqualify any agency that is not up to date on payments or that has breached other contractual requirements of their Agency Agreement.
- In addition, agencies that are currently on probation are ineligible.
- The value of this incentive prize is subject to IRS tax regulations.
  - Agents will receive a 1099 or a statement of value for their prize. All results are determined by Fundamental Underwriters (hereafter referred to as the "Company").
- The rules and conditions set forth in this brochure convey the Company's general intent.
- Should any circumstances arise bringing about inequities for winners and/or the Company, the Company reserves the right to modify rules for any individual or agency.
- Should any unforeseen circumstances arise, to indicate that modification or termination appears advisable, the Company reserves such right, but will substitute other prizes of equal value.
- The incentive program is funded by Fundamental Underwriters, not Third Coast Insurance Company (TCIC).

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