

SERFF Tracking Number: SAFA-125274165 State: Arkansas
First Filing Company: First National Insurance Company of America, ...State Tracking Number: AR-PC-07-025926
Company Tracking Number: PL-07-20169-AR
TOI: 19.0 Personal Auto Sub-TOI: 19.0001 Private Passenger Auto (PPA)
Product Name: Private Passenger Automobile
Project Name/Number: Safeco Youthful Program Subscription/PL-07-20169-AR

Filing at a Glance

Companies: First National Insurance Company of America, Safeco Insurance Company of America, Safeco Insurance Company of Illinois

Product Name: Private Passenger Automobile SERFF Tr Num: SAFA-125274165 State: Arkansas
TOI: 19.0 Personal Auto SERFF Status: Closed State Tr Num: AR-PC-07-025926
Sub-TOI: 19.0001 Private Passenger Auto Co Tr Num: PL-07-20169-AR State Status:
(PPA)
Filing Type: Rate Co Status: Reviewer(s): Alexa Grissom, Betty
Montesi, Brittany Yielding
Author: Sandy Jackson Disposition Date: 08/30/2007
Date Submitted: 08/28/2007 Disposition Status: Filed
Effective Date Requested (New): 10/04/2007 Effective Date (New): 10/04/2007
Effective Date Requested (Renewal): 11/08/2007 Effective Date (Renewal):
11/08/2007

General Information

Project Name: Safeco Youthful Program Subscription Status of Filing in Domicile:
Project Number: PL-07-20169-AR Domicile Status Comments:
Reference Organization: Reference Number:
Reference Title: Advisory Org. Circular:
Filing Status Changed: 08/30/2007
State Status Changed: 08/29/2007 Deemer Date:
Corresponding Filing Tracking Number:
Filing Description:
Please see cover letter

Company and Contact

Filing Contact Information

John Sims, Product Manager johsim@safeco.com
Safeco Plaza (206) 925-1344 [Phone]

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Product Name: Private Passenger Automobile
Project Name/Number: Safeco Youthful Program Subscription/PL-07-20169-AR

Seattle, WA 98185 (206) 925-1414[FAX]

Filing Company Information

First National Insurance Company of America CoCode: 24724 State of Domicile: Washington
SAFECO PLAZA Group Code: 163 Company Type: P&C
4333 BROOKLYN AVENUE NE
SEATTLE, WA 98185 Group Name: State ID Number:
(800) 544-2614 ext. [Phone] FEIN Number: 91-0742144

Safeco Insurance Company of America CoCode: 24740 State of Domicile: Washington
SAFECO PLAZA Group Code: 163 Company Type: P&C
4333 BROOKLYN AVENUE NE
SEATTLE, WA 98185 Group Name: State ID Number:
(800) 544-2614 ext. [Phone] FEIN Number: 91-0742148

Safeco Insurance Company of Illinois CoCode: 39012 State of Domicile: Illinois
2800 West Higgins Road Group Code: 163 Company Type: P&C
Suite 1100
Hoffman Estates, IL 60195-5205 Group Name: State ID Number:
(800) 544-2614 ext. [Phone] FEIN Number: 91-1115311

SERFF Tracking Number: SAFA-125274165 State: Arkansas
First Filing Company: First National Insurance Company of America, ...State Tracking Number: AR-PC-07-025926
Company Tracking Number: PL-07-20169-AR
TOI: 19.0 Personal Auto Sub-TOI: 19.0001 Private Passenger Auto (PPA)
Product Name: Private Passenger Automobile
Project Name/Number: Safeco Youthful Program Subscription/PL-07-20169-AR

Correspondence Summary

Dispositions

Status	Created By	Created On	Date Submitted
Filed	Alexa Grissom	08/30/2007	08/30/2007

SERFF Tracking Number: SAFA-125274165 State: Arkansas
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 Product Name: Private Passenger Automobile
 Project Name/Number: Safeco Youthful Program Subscription/PL-07-20169-AR

Disposition

Disposition Date: 08/30/2007
 Effective Date (New): 10/04/2007
 Effective Date (Renewal): 11/08/2007
 Status: Filed
 Comment:

Company Name:	Overall % Rate Impact:	Written Premium Change for this Program:	# of Policy Holders Affected for this Program:	Premium:	Maximum % Change (where required):	Minimum % Change (where required):	Overall % Indicated Change:
First National Insurance Company of America	0.000%	\$0	4,793	\$7,343,603	0.000%	0.000%	0.000%
Safeco Insurance Company of America	0.000%	\$0	1,027	\$1,655,087	0.000%	0.000%	0.000%
Safeco Insurance Company of Illinois	0.000%	\$0	13,846	\$19,014,675	0.000%	0.000%	0.000%

Overall Rate Information for Multiple Company Filings

Overall Percentage Rate Indicated For This Filing 0.000%
 Overall Percentage Rate Impact For This Filing 0.000%
 Effect of Rate Filing-Written Premium Change For This Program \$0

SERFF Tracking Number: SAFA-125274165 *State:* Arkansas
First Filing Company: First National Insurance Company of America, ... *State Tracking Number:* AR-PC-07-025926
Company Tracking Number: PL-07-20169-AR
TOI: 19.0 Personal Auto *Sub-TOI:* 19.0001 Private Passenger Auto (PPA)
Product Name: Private Passenger Automobile
Project Name/Number: Safeco Youthful Program Subscription/PL-07-20169-AR

Effect of Rate Filing - Number of Policyholders Affected

19,666

SERFF Tracking Number: SAFA-125274165 State: Arkansas
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 Company Tracking Number: PL-07-20169-AR
 TOI: 19.0 Personal Auto Sub-TOI: 19.0001 Private Passenger Auto (PPA)
 Product Name: Private Passenger Automobile
 Project Name/Number: Safeco Youthful Program Subscription/PL-07-20169-AR

Item Type	Item Name	Item Status	Public Access
Supporting Document	Uniform Transmittal Document-Property & Casualty	Filed	Yes
Supporting Document	NAIC Loss Cost Filing Document for OTHER than Workers' Comp	Filed	Yes
Supporting Document	NAIC loss cost data entry document	Filed	Yes
Supporting Document	Supporting documentation	Filed	Yes

SERFF Tracking Number: SAFA-125274165 State: Arkansas
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 TOI: 19.0 Personal Auto Sub-TOI: 19.0001 Private Passenger Auto (PPA)
 Product Name: Private Passenger Automobile
 Project Name/Number: Safeco Youthful Program Subscription/PL-07-20169-AR

Rate Information

Rate data applies to filing.

Filing Method: File & Use
Rate Change Type: Neutral
Overall Percentage of Last Rate Revision: -1.600%
Effective Date of Last Rate Revision: 12/14/2006
Filing Method of Last Filing: File & Use

Company Rate Information

Company Name:	Overall % Indicated Change:	Overall % Rate Impact:	Written Premium Change for this Program:	# of Policy Holders Affected for this Program:	Premium:	Maximum % Change (where required):	Minimum % Change (where required):
First National Insurance Company of America	0.000%	0.000%	\$0	4,793	\$7,343,603	0.000%	0.000%
Safeco Insurance Company of America	0.000%	0.000%	\$0	1,027	\$1,655,087	0.000%	0.000%
Safeco Insurance Company of Illinois	0.000%	0.000%	\$0	13,846	\$19,014,675	0.000%	0.000%

Overall Rate Information for Multiple Company Filings

Overall % Rate Indicated: 0.000%

SERFF Tracking Number: SAFA-125274165 State: Arkansas
First Filing Company: First National Insurance Company of America, ... State Tracking Number: AR-PC-07-025926
Company Tracking Number: PL-07-20169-AR
TOI: 19.0 Personal Auto Sub-TOI: 19.0001 Private Passenger Auto (PPA)
Product Name: Private Passenger Automobile
Project Name/Number: Safeco Youthful Program Subscription/PL-07-20169-AR

Overall Percentage Rate Impact For This Filing: 0.000%
Effect of Rate Filing - Written Premium Change For This Program: \$0
Effect of Rate Filing - Number of Policyholders Affected: 19666

SERFF Tracking Number: SAFA-125274165 State: Arkansas
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 Company Tracking Number: PL-07-20169-AR
 TOI: 19.0 Personal Auto Sub-TOI: 19.0001 Private Passenger Auto (PPA)
 Product Name: Private Passenger Automobile
 Project Name/Number: Safeco Youthful Program Subscription/PL-07-20169-AR

Supporting Document Schedules

Satisfied -Name: Uniform Transmittal Document-Property & Casualty **Review Status:** Filed 08/30/2007

Comments:

Attachment:

SNAP PCTD-1.pdf

Bypassed -Name: NAIC Loss Cost Filing Document for OTHER than Workers' Comp **Review Status:** Filed 08/30/2007

Bypass Reason:

N/A

Comments:

Satisfied -Name: NAIC loss cost data entry document **Review Status:** Filed 08/30/2007

Comments:

Attachment:

SNAP RFARF -Abstract.pdf

Satisfied -Name: Supporting documentation **Review Status:** Filed 08/30/2007

Comments:

Attachments:

AR Cvr Ltr.pdf
 ARFORMA1-NS.pdf
 ARFORMA1-Pref.pdf
 ARFORMA1-Std.pdf
 AR APCS - Non-Standard.pdf
 AR APCS - Preferred.pdf
 AR APCS - Standard.pdf
 SNAP Index.pdf
 Ex1-SNAP ROC.pdf
 Ex2-SNAP Discounts.pdf

SERFF Tracking Number: SAFA-125274165 *State:* Arkansas
First Filing Company: First National Insurance Company of America, ...*State Tracking Number:* AR-PC-07-025926
Company Tracking Number: PL-07-20169-AR
TOI: 19.0 Personal Auto *Sub-TOI:* 19.0001 Private Passenger Auto (PPA)
Product Name: Private Passenger Automobile
Project Name/Number: Safeco Youthful Program Subscription/PL-07-20169-AR
Ex3-20071004_co_ara_pg.pdf

Property & Casualty Transmittal Document

1. Reserved for Insurance Dept. Use Only	2. Insurance Department Use only a. Date the filing is received: b. Analyst: c. Disposition: d. Date of disposition of the filing: e. Effective date of filing: <table style="width: 100%; border: none;"> <tr> <td style="border: none;">New Business</td> <td style="border: none; width: 150px;"></td> </tr> <tr> <td style="border: none;">Renewal Business</td> <td style="border: none;"></td> </tr> </table> f. State Filing #: g. SERFF Filing #: h. Subject Codes	New Business		Renewal Business	
New Business					
Renewal Business					

3. Group Name	Group NAIC #
Safeco Insurance Companies	39012

4. Company Name(s)	Domicile	NAIC #	FEIN #	State #
Safeco Insurance Company of Illinois	IL	39012	91-1115311	
Safeco Insurance Company of America	IL	39012	91-1115311	
First National Insurance Company of America	WA	24724	91-0742144	

5. Company Tracking Number	PL-07-20169-AR
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Contact Info of Filer(s) or Corporate Officer(s) [include toll-free number]

6.	Name and address	Title	Telephone #s	FAX #	e-mail
	John Sims Safeco Plaza Seattle, WA 98185	Product Manager	(206) 925-1344	(206) 925-1414	johsim@safeco.com

7.	Signature of authorized filer	
8.	Please print name of authorized filer	John Sims

Filing information (see General Instructions for descriptions of these fields)

9.	Type of Insurance (TOI)	19.0 Personal Auto
10.	Sub-Type of Insurance (Sub-TOI)	19.0001 Private Passenger Auto (PPA)
11.	State Specific Product code(s)(if applicable)[See State Specific Requirements]	
12.	Company Program Title (Marketing title)	Private Passenger Auto
13.	Filing Type	<input type="checkbox"/> Rate/Loss Cost <input type="checkbox"/> Rules <input checked="" type="checkbox"/> Rates/Rules <input type="checkbox"/> Forms <input type="checkbox"/> Combination Rates/Rules/Forms <input type="checkbox"/> Withdrawal <input type="checkbox"/> Other (give description)
14.	Effective Date(s) Requested	New: 10/04/2007 Renewal: 11/08/2007

Property & Casualty Transmittal Document---

15.	Reference Filing?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
16.	Reference Organization (if applicable)	
17.	Reference Organization # & Title	
18.	Company's Date of Filing	8/28/2007
19.	Status of filing in domicile	Not Filed <input type="checkbox"/> Pending <input checked="" type="checkbox"/> Authorized <input type="checkbox"/> Disapproved

20.	This filing transmittal is part of Company Tracking #	PL-07-20169-AR
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21.	Filing Description [This area can be used in lieu of a cover letter or filing memorandum and is free-form text]
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With this filing Safeco's auto program introduces a new discount – Safeco Youthful Program Subscription.

The discount will apply to vehicles with an active Safeco Youthful Program Subscription (Teensurance™)* that are driven by youthful operators under 25 years of age. The Subscription provides a select group of services aimed at the safety of young operators, including features such as GPS positioning, roadside assistance and parental notifications on specific preset conditions such as perimeter violations and arrival at destinations.

A 15% per coverage vehicle-level discount was selected based on actuarial and underwriting judgment. Because this is a new discount, we have not yet been able to generate any loss experience data. However, we expect that the improved driving behavior resulting from this youthful program service will reduce loss costs by an amount similar to Good Student discount. So, we have selected approximately that discount level. We will closely monitor the loss experience data generated under this program, and in the future make any appropriate adjustments to our selected discount level.

An updated Product Guide is attached, along with rate exhibits reflecting revisions made.

22.	Filing Fees (Filer must provide check # and fee amount if applicable) [If a state requires you to show how you calculated your filing fees, place that calculation below]
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Check #: 1380163
Amount: \$100.00

Refer to each state's checklist for additional state specific requirements or instructions on calculating fees.

*****Refer to each state's checklist for additional state specific requirements (i.e. # of additional copies required, other state specific forms, etc.)**

NAIC LOSS COST DATA ENTRY DOCUMENT

1.	This filing transmittal is part of Company Tracking #	PL-07-20169-AR
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2.	If filing is an adoption of an advisory organization loss cost filing, give name of Advisory Organization and Reference/ Item Filing Number	
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Company Name		Company NAIC Number	
3.	A. Safeco Insurance Companies	B.	163-39012, 163-24740 & 163-24724

Product Coding Matrix Line of Business (i.e., Type of Insurance)		Product Coding Matrix Line of Insurance (i.e., Sub-type of Insurance)	
4.	A. 19.0 Personal Auto	B.	19.0001 Private Passenger Auto

5.

(A) COVERAGE (See Instructions)	(B) Indicated % Rate Level Change	(C) Requested % Rate Level Change	FOR LOSS COSTS ONLY				
			(D) Expected Loss Ratio	(E) Loss Cost Modification Factor	(F) Selected Loss Cost Multiplier	(G) Expense Constant (If Applicable)	(H) Co. Current Loss Cost Multiplier
BI	NA	0.0	N/A	N/A	N/A	N/A	N/A
PD	NA	0.0	N/A	N/A	N/A	N/A	N/A
PIP	NA	0.0	N/A	N/A	N/A	N/A	N/A
UM/UIM	NA	0.0	N/A	N/A	N/A	N/A	N/A
UMPD	NA	0.0	N/A	N/A	N/A	N/A	N/A
Comp	NA	0.0	N/A	N/A	N/A	N/A	N/A
Coil	NA	0.0	N/A	N/A	N/A	N/A	N/A
TOTAL OVERALL EFFECT	NA	0.0					

6. 5 Year History Rate Change History

Year	Policy Count	% of Change	Effective Date	State Earned Premium (000)	Incurred Losses (000)	State Loss Ratio	Countrywide Loss Ratio
2007	20,247	4.4	9/20/07	30,866	17,901	58.00	55.89
2006	20,247	-1.6	12/14/06	30,866	17,901	58.00	55.89
2006	20,247	-1.4	07/06/06	30,866	17,901	58.00	55.89
2005	22,543	7.7	09/01/05	31,828	18,020	56.62	60.40
2005	22,543	-4.7	01/20/05	31,828	18,020	56.62	60.40
2004	19,896	-1.5	06/10/04	25,992	15,355	59.07	58.81
2003	15,141	-1.0	12/11/03	18,897	10,861	57.47	60.71

7.

Expense Constants	Selected Provisions
A. Total Production Expense	12.9
B. General Expense	8.6
C. Taxes, License & Fees	3.3
D. Underwriting Profit & Contingencies	4.9
E. Other (explain)	
F. TOTAL	29.7

8. N Apply Lost Cost Factors to Future filings? (Y or N)
9. 0.0% Estimated Maximum Rate Increase for any Insured (%). Territory (if applicable): _____
10. 0.0% Estimated Maximum Rate Decrease for any Insured (%) Territory (if applicable): _____



SAFECO PROPERTY & CASUALTY INSURANCE COMPANIES

Safeco Plaza
Seattle, WA 98185-0001

Phone: (206) 545-5000
www.safeco.com

August 28, 2007

Ms Alexa Grissom
Arkansas Insurance Department
1200 West Third Street
Little Rock, Arkansas 72201-1904

Attention: Ms. Grissom

Regarding: Safeco Personal Auto Program – New Discount
Safeco Insurance Company of Illinois 163-39012
Safeco Insurance Company of America 163-24740
First National Insurance Company of America 163-24724
Effective Date: New Business 10/04/07
Renewal Business 11/08/07
Filing Number: PL-07-20169-AR
SERFF Number: SAFA -125274165

Ms. Grissom:

With this filing Safeco's auto program introduces a new discount – Safeco Youthful Program Subscription.

The discount will apply to vehicles with an active Safeco Youthful Program Subscription (Teensurance™)* that are driven by youthful operators under 25 years of age. The Subscription provides a select group of services aimed at the safety of young operators, including features such as GPS positioning, roadside assistance and parental notifications on specific preset conditions such as perimeter violations and arrival at destinations.

A 15% per coverage vehicle-level discount was selected based on actuarial and underwriting judgment. Because this is a new discount, we have not yet been able to generate any loss experience data. However, we expect that the improved driving behavior resulting from this youthful program service will reduce loss costs by an amount similar to Good Student discount. So, we have selected approximately that discount level. We will closely monitor the loss experience data generated under this program, and in the future make any appropriate adjustments to our selected discount level.

An updated Product Guide is attached, along with rate exhibits reflecting revisions made

We look forward to your approval of this filing. Should you have any questions or require additional information, please feel free to contact me at 866-825-2796 Ext.51344 or johsim@safeco.com

Sincerely,

John Sims
Product Manager
(206) 925-1344
FAX: (206) 925-1414
johsim@safeco.com

*For additional information on Teensurance™, please see the Teensurance™ website at www.teensurance.com/ts/.

ARKANSAS INSURANCE DEPARTMENT

FORM A-1 PRIVATE PASSENGER AUTOMOBILE ABSTRACT

Instructions: All questions must be answered. If the answer is "none" or "Not applicable", so state. If all questions are not answered, the filing will not be accepted for review by the Department. Use a separate abstract for each company if filing for a group. Subsequent private passenger auto rate/rule submissions that do not alter the information contained herein need not include this form.

Company Name Safeco Insurance Company of America
 NAIC # (including group #) 163-24740

1. Are there any areas in the State of Arkansas in which your company will not write automobile insurance? Yes No
 If yes, list the areas: _____

2. Do you furnish a market for young drivers? Yes No

3. Do you require collateral business to support a youthful driver? Yes No Sometimes

4. Do you insure drivers with an international or foreign driver's license? Yes No

5. Specify the percentage you allow in credit or discounts for the following:

a. Driver over 55	<u>3</u> %
b. Good Student Discount	<u>0</u> %
c. Multi-car Discount	<u>Varies</u> %
d. Accident Free Discount	<u>N/A</u> %

Please Specify Qualification for Discount:
 In lieu of Accident Free Discount, if a policy has been clean after
9 years, the first accident is waived.

e. Anti-Theft Discount	<u>3-4%</u>
f. Other (specify) <u>Sponsored Market</u>	<u>3%</u>
<u>Full Payment</u>	<u>10%</u>

6. Do you have an installment payment plan for automobile insurance? Yes No
 If so, what is the fee for installment payments? \$4.00 / \$0.00 for customer EFT

7. Does your company utilize a tiered rating plan? Yes No
 If so, list the programs and percentage difference and current volume for each plan:

SNAP Program	Percentage Difference	Volume
<u>6 Tiers – Nonstandard market</u>	<u>8.0%</u>	<u>1,176policies</u>

THE INFORMATION PROVIDED IS CORRECT TO THE BEST OF MY KNOWLEDGE AND BELIEF.

Signature



Printed Name

John Sims

Title

Product Manager

Telephone Number

206-925-1344

Email Address

johsim@safeco.com

ARKANSAS INSURANCE DEPARTMENT

FORM A-1 PRIVATE PASSENGER AUTOMOBILE ABSTRACT

Instructions: All questions must be answered. If the answer is "none" or "Not applicable", so state. If all questions are not answered, the filing will not be accepted for review by the Department. Use a separate abstract for each company if filing for a group. Subsequent private passenger auto rate/rule submissions that do not alter the information contained herein need not include this form.

Company Name Safeco Insurance Company of Illinois
 NAIC # (including group #) 163-39012

1. Are there any areas in the State of Arkansas in which your company will not write automobile insurance? Yes No
 If yes, list the areas: _____

2. Do you furnish a market for young drivers? Yes No

3. Do you require collateral business to support a youthful driver? Yes No Sometimes

4. Do you insure drivers with an international or foreign driver's license? Yes No

5. Specify the percentage you allow in credit or discounts for the following:

a. Driver over 55	<u>3</u> %
b. Good Student Discount	<u>12</u> %
c. Multi-car Discount	<u>Varies</u> %
d. Accident Free Discount	<u>N/A</u> %

Please Specify Qualification for Discount:
 In lieu of Accident Free Discount, if a policy has been clean after
9 years, the first accident is waived.

e. Anti-Theft Discount	<u>3-4%</u>
f. Other (specify) <u>Account Credit</u>	<u>10%</u>
<u>Distant Student Discount</u>	<u>12%</u>
<u>Sponsored Market</u>	<u>3</u> %

6. Do you have an installment payment plan for automobile insurance? Yes No
 If so, what is the fee for installment payments? \$4.00 / \$0.00 for customer EFT

7. Does your company utilize a tiered rating plan? Yes No
 If so, list the programs and percentage difference and current volume for each plan:

SNAP Program	Percentage Difference	Volume
<u>4 Tiers – Preferred market</u>	<u>15.5%</u>	<u>13,929 policies</u>

THE INFORMATION PROVIDED IS CORRECT TO THE BEST OF MY KNOWLEDGE AND BELIEF.

Signature



Printed Name

John Sims

Title

Product Manager

Telephone Number

206-925-1344

Email Address

johsim@safeco.com

ARKANSAS INSURANCE DEPARTMENT

FORM A-1 PRIVATE PASSENGER AUTOMOBILE ABSTRACT

Instructions: All questions must be answered. If the answer is "none" or "Not applicable", so state. If all questions are not answered, the filing will not be accepted for review by the Department. Use a separate abstract for each company if filing for a group. Subsequent private passenger auto rate/rule submissions that do not alter the information contained herein need not include this form.

Company Name First National Insurance Company of America
 NAIC # (including group #) 163-24724

1. Are there any areas in the State of Arkansas in which your company will not write automobile insurance? Yes No
 If yes, list the areas: _____

2. Do you furnish a market for young drivers? Yes No

3. Do you require collateral business to support a youthful driver? Yes No Sometimes

4. Do you insure drivers with an international or foreign driver's license? Yes No

5. Specify the percentage you allow in credit or discounts for the following:

a. Driver over 55	<u>3</u> %
b. Good Student Discount	<u>6</u> %
c. Multi-car Discount	<u>Varies</u> %
d. Accident Free Discount	<u>N/A</u> %

Please Specify Qualification for Discount:
 In lieu of Accident Free Discount, if a policy has been clean after
9 years, the first accident is waived.

e. Anti-Theft Discount	<u>3-4%</u>
f. Other (specify) <u>Account Credit</u>	<u>5%</u>
<u>Distant Student Discount</u>	<u>6%</u>
<u>Sponsored Market</u>	<u>3%</u>

6. Do you have an installment payment plan for automobile insurance? Yes No
 If so, what is the fee for installment payments? \$4.00 / \$0.00 for customer EFT

7. Does your company utilize a tiered rating plan? Yes No
 If so, list the programs and percentage difference and current volume for each plan:

SNAP Program	Percentage Difference	Volume
<u>3 Tiers – Standard market</u>	<u>12.0%</u>	<u>5,144 policies</u>

THE INFORMATION PROVIDED IS CORRECT TO THE BEST OF MY KNOWLEDGE AND BELIEF.

Signature



Printed Name

John Sims

Title

Product Manager

Telephone Number

206-925-1344

Email Address

johsim@safeco.com

Private Passenger Auto Premium Comparison Survey Form
FORM APCS - last modified August 2005

NAIC Number: 24724
 Company Name: First National Company of America
 Contact Person: John Sims
 Telephone No.: 206-925-1344
 Email Address: jhsim@safeco.com
 Effective Date: 10/04/2007

Assumptions to Use:
 1 Liability -Minimum \$25,000 per person
 2 Bodily Injury \$50,000 per accident
 \$25,000 per accident
 3 Property Damage \$100 deductible per accident
 4 Comprehensive & Collision \$250 deductible per accident
 5 The insured has elected to accept:
 Uninsured motorist property and bodily injury equal to liability coverage
 Underinsured bodily injury equal to liability coverage
 6 Personal Injury Protection of \$5,000 for medical, loss
 wages according to statute and \$5,000 accidental
 7 If male and female rates are different, use the highest of the two

Submit to: Arkansas Insurance Department
 1200 West Third Street
 Little Rock, AR 72201-1904
Telephone: 501-371-2800
 Email as an attachment insurance_pnc@arkansas.gov
 You may also attach to a SERFF filing or submit on a compact disk

DISCOUNTS OFFERED:

PASSIVE RESTRAINT/AIRBAG	N/A	%
AUTO/HOMEOWNERS	N/A	%
GOOD STUDENT	N/A	%
ANTI-THEFT DEVICE	3	%
Over 55 Defensive Driver Discount	3	%
\$250/\$500 Deductible Comp./Coll.	N/A	%
YOUTHFUL PROG SUBSCRIPTION	15	%

Vehicle	Coverages	Age	Fayetteville				Trumann				Little Rock				Lake Village				Pine Bluff			
			Gender		Female	Male	Female	Male	Female	Male	Female	Male	Female	Male	Female	Male	Female	Male	Female	Male		
			18	40	18	40	18	40	18	40	18	40	18	40	18	40	18	40	18	40		
1999 Chevrolet Silverado 1500 2WD "LS" regular cab 119" WB	Minimum Liability		\$1,503	\$1,775	\$463	\$435	\$1,473	\$1,747	\$455	\$426	\$1,919	\$2,276	\$591	\$554	\$1,493	\$1,776	\$462	\$432	\$1,642	\$1,942	\$505	\$474
	Minimum Liability with Comprehensive and Collision		\$2,381	\$2,810	\$860	\$768	\$2,396	\$2,865	\$902	\$796	\$2,934	\$3,516	\$1,093	\$968	\$2,530	\$3,064	\$995	\$869	\$2,578	\$3,064	\$947	\$841
	100/300/50 Liability with Comprehensive and Collision		\$2,649	\$3,118	\$937	\$838	\$2,674	\$3,185	\$982	\$869	\$3,297	\$3,932	\$1,198	\$1,063	\$2,816	\$3,392	\$1,077	\$944	\$2,884	\$3,416	\$1,035	\$921
2003 Ford Explorer "XLT" 2WD, 4 door	Minimum Liability		\$1,526	\$1,800	\$470	\$443	\$1,491	\$1,766	\$460	\$432	\$1,941	\$2,299	\$598	\$561	\$1,506	\$1,791	\$467	\$437	\$1,662	\$1,964	\$512	\$481
	Minimum Liability with Comprehensive and Collision		\$2,458	\$2,882	\$875	\$785	\$2,449	\$2,903	\$901	\$800	\$2,989	\$3,551	\$1,088	\$970	\$2,564	\$3,070	\$977	\$860	\$2,642	\$3,117	\$953	\$851
	100/300/50 Liability with Comprehensive and Collision		\$2,722	\$3,185	\$952	\$854	\$2,724	\$3,218	\$980	\$872	\$3,347	\$3,962	\$1,191	\$1,064	\$2,846	\$3,394	\$1,058	\$934	\$2,944	\$3,464	\$1,040	\$930
2003 Honda Odyssey "EX"	Minimum Liability		\$1,406	\$1,665	\$435	\$407	\$1,384	\$1,646	\$429	\$401	\$1,803	\$2,143	\$557	\$521	\$1,406	\$1,678	\$437	\$407	\$1,540	\$1,827	\$476	\$445
	Minimum Liability with Comprehensive and Collision		\$2,194	\$2,587	\$784	\$701	\$2,203	\$2,627	\$815	\$722	\$2,700	\$3,227	\$988	\$878	\$2,317	\$2,794	\$890	\$781	\$2,374	\$2,817	\$860	\$766
	100/300/50 Liability with Comprehensive and Collision		\$2,452	\$2,883	\$858	\$769	\$2,471	\$2,935	\$892	\$792	\$3,050	\$3,629	\$1,089	\$970	\$2,593	\$3,111	\$970	\$854	\$2,669	\$3,156	\$945	\$843
2005 Toyota Camry LE 3.0L 4 door Sedan	Minimum Liability		\$1,413	\$1,674	\$437	\$410	\$1,390	\$1,652	\$430	\$403	\$1,810	\$2,151	\$560	\$523	\$1,410	\$1,683	\$438	\$409	\$1,547	\$1,835	\$478	\$447
	Minimum Liability with Comprehensive and Collision		\$2,503	\$2,933	\$906	\$806	\$2,504	\$2,966	\$936	\$826	\$3,027	\$3,595	\$1,119	\$991	\$2,634	\$3,152	\$1,019	\$891	\$2,690	\$3,172	\$985	\$874
	100/300/50 Liability with Comprehensive and Collision		\$2,760	\$3,228	\$980	\$874	\$2,772	\$3,274	\$1,012	\$896	\$3,375	\$3,995	\$1,219	\$1,083	\$2,909	\$3,468	\$1,098	\$963	\$2,984	\$3,509	\$1,070	\$951
2003 Cadillac Seville "STS" 4 door Sedan	Minimum Liability		\$1,327	\$1,576	\$412	\$385	\$1,311	\$1,562	\$407	\$380	\$1,707	\$2,034	\$529	\$494	\$1,334	\$1,596	\$416	\$387	\$1,457	\$1,733	\$451	\$422
	Minimum Liability with Comprehensive and Collision		\$2,474	\$2,935	\$937	\$825	\$2,524	\$3,045	\$1,007	\$875	\$3,044	\$3,683	\$1,204	\$1,049	\$2,706	\$3,316	\$1,137	\$976	\$2,684	\$3,214	\$1,041	\$910
	100/300/50 Liability with Comprehensive and Collision		\$2,722	\$3,220	\$1,009	\$890	\$2,783	\$3,342	\$1,081	\$943	\$3,382	\$4,071	\$1,301	\$1,138	\$2,972	\$3,622	\$1,213	\$1,046	\$2,969	\$3,541	\$1,122	\$985
1998 Chevrolet Cavalier LS 4D Sedan	Minimum Liability		\$1,495	\$1,767	\$461	\$432	\$1,468	\$1,741	\$453	\$424	\$1,913	\$2,269	\$589	\$551	\$1,490	\$1,773	\$461	\$431	\$1,636	\$1,936	\$503	\$471
	Minimum Liability with Comprehensive and Collision		\$2,296	\$2,696	\$809	\$726	\$2,292	\$2,718	\$832	\$740	\$2,814	\$3,344	\$1,010	\$902	\$2,399	\$2,873	\$900	\$794	\$2,479	\$2,927	\$882	\$789
	100/300/50 Liability with Comprehensive and Collision		\$2,567	\$3,007	\$887	\$797	\$2,573	\$3,041	\$912	\$814	\$3,180	\$3,765	\$1,115	\$998	\$2,688	\$3,204	\$983	\$870	\$2,788	\$3,282	\$971	\$870

Private Passenger Auto Premium Comparison Survey Form
FORM APCS - last modified August 2005

NAIC Number: 39012
 Company Name: Safeco Insurance Company of Illinois
 Contact Person: John Sims
 Telephone No.: 206-925-1344
 Email Address: jhsim@safeco.com
 Effective Date: 10/04/2007

Assumptions to Use:
 1 Liability -Minimum \$25,000 per person
 2 Bodily Injury \$50,000 per accident
 \$25,000 per accident
 3 Property Damage \$100 deductible per accident
 4 Comprehensive & Collision \$250 deductible per accident
 5 The insured has elected to accept:
 Uninsured motorist property and bodily injury equal to liability coverage
 Underinsured bodily injury equal to liability coverage
 6 Personal Injury Protection of \$5,000 for medical, loss
 wages according to statute and \$5,000 accidental
 7 If male and female rates are different, use the highest of the two

Submit to: Arkansas Insurance Department
 1200 West Third Street
 Little Rock, AR 72201-1904
Telephone: 501-371-2800
 Email as an attachment insurance_pnc@arkansas.gov
 You may also attach to a SERFF filing or submit
 on a compact disk

DISCOUNTS OFFERED:

PASSIVE RESTRAINT/AIRBAG	N/A	%
AUTO/HOMEOWNERS	10	%
GOOD STUDENT	12	%
ANTI-THEFT DEVICE	3	%
Over 55 Defensive Driver Discount	3	%
\$250/\$500 Deductible Comp./Coll.	N/A	%
YOUTHFUL PROG SUBSCRIPTION	15	%

Vehicle	Coverages	Age	Fayetteville				Trumann				Little Rock				Lake Village				Pine Bluff					
			Gender		Female	Male	Male or Female	Male or Female	Female	Male	Male or Female	Male or Female	Female	Male	Male or Female	Male or Female	Female	Male	Male or Female	Male or Female	Female	Male	Male or Female	Male or Female
			18	18	40	66	18	18	40	66	18	18	40	66	18	18	40	66	18	18	40	66		
1999 Chevrolet Silverado 1500 2WD "LS" regular cab 119" WB	Minimum Liability		\$639	\$744	\$193	\$182	\$624	\$729	\$189	\$177	\$813	\$950	\$246	\$230	\$631	\$739	\$191	\$179	\$697	\$813	\$211	\$198		
	Minimum Liability with Comprehensive and Collision		\$957	\$1,123	\$341	\$305	\$963	\$1,146	\$359	\$317	\$1,188	\$1,415	\$438	\$388	\$1,017	\$1,227	\$398	\$347	\$1,039	\$1,228	\$377	\$335		
	100/300/50 Liability with Comprehensive and Collision		\$1,074	\$1,257	\$375	\$336	\$1,085	\$1,286	\$395	\$349	\$1,346	\$1,598	\$484	\$430	\$1,142	\$1,370	\$434	\$380	\$1,173	\$1,382	\$416	\$371		
2003 Ford Explorer "XLT" 2WD, 4 door	Minimum Liability		\$649	\$755	\$196	\$185	\$632	\$738	\$191	\$180	\$823	\$961	\$249	\$234	\$637	\$745	\$193	\$181	\$706	\$823	\$213	\$201		
	Minimum Liability with Comprehensive and Collision		\$983	\$1,147	\$345	\$310	\$980	\$1,156	\$356	\$317	\$1,205	\$1,423	\$433	\$387	\$1,025	\$1,222	\$388	\$341	\$1,060	\$1,244	\$377	\$337		
	100/300/50 Liability with Comprehensive and Collision		\$1,099	\$1,280	\$378	\$341	\$1,100	\$1,294	\$391	\$349	\$1,361	\$1,603	\$478	\$428	\$1,148	\$1,364	\$423	\$373	\$1,192	\$1,396	\$415	\$372		
2003 Honda Odyssey "EX"	Minimum Liability		\$596	\$696	\$181	\$170	\$585	\$684	\$177	\$166	\$762	\$892	\$231	\$216	\$592	\$695	\$180	\$168	\$652	\$762	\$197	\$185		
	Minimum Liability with Comprehensive and Collision		\$880	\$1,031	\$310	\$277	\$883	\$1,048	\$323	\$287	\$1,091	\$1,295	\$395	\$351	\$929	\$1,115	\$354	\$311	\$955	\$1,126	\$341	\$304		
	100/300/50 Liability with Comprehensive and Collision		\$993	\$1,160	\$342	\$307	\$1,001	\$1,183	\$357	\$317	\$1,244	\$1,471	\$439	\$391	\$1,049	\$1,253	\$389	\$342	\$1,084	\$1,274	\$378	\$338		
2005 Toyota Camry LE 3.0L 4 door Sedan	Minimum Liability		\$599	\$700	\$182	\$171	\$587	\$687	\$178	\$167	\$765	\$895	\$232	\$217	\$594	\$697	\$181	\$169	\$655	\$766	\$198	\$186		
	Minimum Liability with Comprehensive and Collision		\$990	\$1,154	\$353	\$315	\$991	\$1,169	\$366	\$324	\$1,207	\$1,426	\$441	\$391	\$1,041	\$1,242	\$400	\$350	\$1,067	\$1,252	\$386	\$343		
	100/300/50 Liability with Comprehensive and Collision		\$1,102	\$1,283	\$386	\$345	\$1,108	\$1,303	\$400	\$354	\$1,359	\$1,601	\$485	\$431	\$1,161	\$1,380	\$435	\$382	\$1,195	\$1,400	\$423	\$377		
2003 Cadillac Seville "STS" 4 door Sedan	Minimum Liability		\$561	\$656	\$171	\$160	\$552	\$648	\$168	\$157	\$719	\$844	\$218	\$204	\$560	\$659	\$171	\$159	\$615	\$721	\$187	\$174		
	Minimum Liability with Comprehensive and Collision		\$977	\$1,155	\$367	\$323	\$1,000	\$1,204	\$398	\$345	\$1,215	\$1,465	\$479	\$417	\$1,074	\$1,315	\$452	\$388	\$1,065	\$1,272	\$411	\$359		
	100/300/50 Liability with Comprehensive and Collision		\$1,086	\$1,280	\$399	\$352	\$1,113	\$1,334	\$431	\$375	\$1,363	\$1,635	\$521	\$455	\$1,190	\$1,449	\$486	\$418	\$1,189	\$1,415	\$446	\$392		
1998 Chevrolet Cavalier LS 4D Sedan	Minimum Liability		\$635	\$741	\$192	\$180	\$622	\$727	\$188	\$176	\$810	\$947	\$245	\$229	\$629	\$737	\$191	\$178	\$694	\$810	\$210	\$196		
	Minimum Liability with Comprehensive and Collision		\$923	\$1,077	\$320	\$288	\$921	\$1,086	\$330	\$294	\$1,139	\$1,344	\$403	\$360	\$963	\$1,147	\$358	\$316	\$999	\$1,172	\$350	\$314		
	100/300/50 Liability with Comprehensive and Collision		\$1,041	\$1,213	\$354	\$319	\$1,044	\$1,227	\$365	\$326	\$1,299	\$1,528	\$449	\$403	\$1,089	\$1,292	\$394	\$349	\$1,134	\$1,327	\$389	\$350		

Private Passenger Auto Premium Comparison Survey Form
FORM APCS - last modified August 2005

NAIC Number: 24740
 Company Name: Safeco Insurance Company of America
 Contact Person: John Sims
 Telephone No.: 206-925-1344
 Email Address: jhsim@safeco.com
 Effective Date: 10/04/2007

Assumptions to Use:
 1 Liability -Minimum \$25,000 per person
 2 Bodily Injury \$50,000 per accident
 \$25,000 per accident
 3 Property Damage \$100 deductible per accident
 4 Comprehensive & Collision \$250 deductible per accident
 5 The insured has elected to accept:
 Uninsured motorist property and bodily injury equal to liability coverage
 Underinsured bodily injury equal to liability coverage
 6 Personal Injury Protection of \$5,000 for medical, loss
 wages according to statute and \$5,000 accidental
 7 If male and female rates are different, use the highest of the two

Submit to: Arkansas Insurance Department
 1200 West Third Street
 Little Rock, AR 72201-1904
Telephone: 501-371-2800
 Email as an attachment insurance.pnc@arkansas.gov
 You may also attach to a SERFF filing or submit
 on a compact disk

DISCOUNTS OFFERED:

PASSIVE RESTRAINT/AIRBAG	N/A	%
AUTO/HOMEOWNERS	5	%
GOOD STUDENT	6	%
ANTI-THEFT DEVICE	3	%
Over 55 Defensive Driver Discount	3	%
\$250/\$500 Deductible Comp./Coll.	N/A	%
YOUTHFUL PROG SUBSCRIPTION	15	%

Vehicle	Coverages	Age	Fayetteville				Trumann				Little Rock				Lake Village				Pine Bluff			
			Gender		Female	Male	Female	Male	Female	Male	Female	Male	Female	Male	Female	Male	Female	Male	Female	Male	Female	
			18	40	18	40	18	40	18	40	18	40	18	40	18	40	18	40	18	40		
1999 Chevrolet Silverado 1500 2WD "LS" regular cab 119" WB	Minimum Liability		\$1,120	\$1,317	\$343	\$323	\$1,096	\$1,293	\$336	\$315	\$1,427	\$1,684	\$437	\$410	\$1,108	\$1,311	\$341	\$319	\$1,221	\$1,439	\$374	\$351
	Minimum Liability with Comprehensive and Collision		\$1,703	\$2,008	\$611	\$547	\$1,713	\$2,048	\$642	\$567	\$2,108	\$2,524	\$781	\$693	\$1,807	\$2,188	\$709	\$619	\$1,846	\$2,193	\$674	\$600
	100/300/50 Liability with Comprehensive and Collision		\$1,903	\$2,238	\$668	\$599	\$1,921	\$2,286	\$702	\$622	\$2,378	\$2,834	\$859	\$764	\$2,020	\$2,433	\$770	\$675	\$2,074	\$2,455	\$740	\$660
2003 Ford Explorer "XLT" 2WD, 4 door	Minimum Liability		\$1,138	\$1,338	\$349	\$329	\$1,110	\$1,309	\$341	\$320	\$1,445	\$1,704	\$443	\$416	\$1,119	\$1,324	\$345	\$323	\$1,238	\$1,457	\$379	\$357
	Minimum Liability with Comprehensive and Collision		\$1,755	\$2,056	\$620	\$557	\$1,748	\$2,070	\$639	\$569	\$2,143	\$2,544	\$775	\$692	\$1,827	\$2,187	\$693	\$611	\$1,889	\$2,227	\$676	\$605
	100/300/50 Liability with Comprehensive and Collision		\$1,952	\$2,282	\$677	\$609	\$1,952	\$2,305	\$698	\$622	\$2,410	\$2,850	\$852	\$762	\$2,037	\$2,428	\$754	\$666	\$2,114	\$2,485	\$741	\$664
2003 Honda Odyssey "EX"	Minimum Liability		\$1,046	\$1,233	\$322	\$302	\$1,027	\$1,216	\$316	\$296	\$1,338	\$1,583	\$411	\$385	\$1,041	\$1,236	\$322	\$300	\$1,144	\$1,351	\$351	\$329
	Minimum Liability with Comprehensive and Collision		\$1,568	\$1,847	\$556	\$498	\$1,574	\$1,876	\$579	\$514	\$1,938	\$2,314	\$705	\$628	\$1,653	\$1,993	\$633	\$556	\$1,699	\$2,014	\$611	\$545
	100/300/50 Liability with Comprehensive and Collision		\$1,760	\$2,068	\$611	\$549	\$1,774	\$2,106	\$637	\$566	\$2,199	\$2,614	\$780	\$696	\$1,859	\$2,229	\$692	\$610	\$1,919	\$2,267	\$674	\$603
2005 Toyota Camry LE 3.0L 4 door Sedan	Minimum Liability		\$1,052	\$1,240	\$324	\$304	\$1,032	\$1,221	\$318	\$298	\$1,344	\$1,590	\$413	\$387	\$1,045	\$1,241	\$323	\$302	\$1,150	\$1,358	\$353	\$331
	Minimum Liability with Comprehensive and Collision		\$1,772	\$2,075	\$637	\$568	\$1,773	\$2,100	\$659	\$582	\$2,154	\$2,557	\$792	\$702	\$1,862	\$2,230	\$718	\$629	\$1,907	\$2,248	\$694	\$617
	100/300/50 Liability with Comprehensive and Collision		\$1,963	\$2,295	\$692	\$618	\$1,972	\$2,329	\$716	\$635	\$2,413	\$2,855	\$866	\$770	\$2,067	\$2,464	\$777	\$682	\$2,126	\$2,499	\$757	\$674
2003 Cadillac Seville "STS" 4 door Sedan	Minimum Liability		\$986	\$1,166	\$304	\$285	\$972	\$1,153	\$300	\$280	\$1,265	\$1,501	\$390	\$364	\$987	\$1,174	\$306	\$285	\$1,081	\$1,280	\$333	\$311
	Minimum Liability with Comprehensive and Collision		\$1,749	\$2,075	\$659	\$581	\$1,786	\$2,156	\$711	\$618	\$2,165	\$2,621	\$854	\$745	\$1,915	\$2,350	\$805	\$691	\$1,902	\$2,278	\$735	\$643
	100/300/50 Liability with Comprehensive and Collision		\$1,934	\$2,288	\$713	\$630	\$1,979	\$2,378	\$767	\$669	\$2,417	\$2,910	\$927	\$811	\$2,113	\$2,578	\$862	\$743	\$2,114	\$2,522	\$796	\$699
1998 Chevrolet Cavalier LS 4D Sedan	Minimum Liability		\$1,113	\$1,310	\$341	\$321	\$1,091	\$1,288	\$335	\$314	\$1,421	\$1,678	\$435	\$408	\$1,105	\$1,309	\$340	\$318	\$1,216	\$1,433	\$372	\$349
	Minimum Liability with Comprehensive and Collision		\$1,643	\$1,927	\$574	\$517	\$1,639	\$1,942	\$591	\$527	\$2,022	\$2,400	\$721	\$645	\$1,713	\$2,050	\$639	\$565	\$1,776	\$2,095	\$628	\$563
	100/300/50 Liability with Comprehensive and Collision		\$1,845	\$2,159	\$632	\$570	\$1,849	\$2,183	\$651	\$582	\$2,295	\$2,713	\$799	\$717	\$1,928	\$2,297	\$701	\$621	\$2,006	\$2,359	\$694	\$623

**SAFECO INSURANCE COMPANY OF ILLINOIS
FIRST NATIONAL INSURANCE COMPANY OF AMERICA
SAFECO INSURANCE COMPANY OF AMERICA
MANUAL OF AUTOMOBILE INSURANCE - PERSONAL**

ARKANSAS

EXHIBITS LISTING

SAFECO SNAP PROGRAM

- 1 RATE ORDER CALCULATION
- 2 VEHICLE LEVEL DISCOUNTS
- 3 PRODUCT GUIDE

EXHIBIT 1
SAFECO INSURANCE COMPANY OF ILLINOIS
FIRST NATIONAL INSURANCE COMPANY OF AMERICA
SAFECO INSURANCE COMPANY OF AMERICA
PERSONAL AUTOMOBILE - ARKANSAS

SAFECO SNAP PROGRAM

RATE ORDER CALCULATION

The first step of the rate calculation formula is to determine the Average Driver Factor. The Average Driver Factor is the average factor of drivers in the household. In the nonpreferred markets, if there are more drivers than vehicles, the Average Driver Factor is the average of the highest ranked drivers, up to the number of vehicles. The rank is determined by the BI, collision, and comprehensive factors.

	CSL*	BI	PD	EMEC	PIP	ADB	UM/ UIM	UM/UIM CSL ***	UMPD	Comp	Coll	Loan/ Lease **	Audio, Visual & Customized Equipment	EAP	DOC	Rental	Towing
Driver Class																	
Driving Record (Points)	X	X	X	X	X	X	X	X	X	X	X						
Driver Discount	X	X	X	X	X	X	X	X	X	X	X						
Driver Factor	=	=	=	=	=	=	=	=	=	=	=						
Average Driver Factor																	
Base Rate	X	X	X	X	X	X	X	X	X	X	X						
Commission	X	X	X	X	X	X	X	X	X	X	X						
Tier factor	X	X	X	X	X	X	X	X	X	X	X						
Limit factor	X	X	X	X	X	X	X	X	X	X	X						
Symbol factor	X	X	X								X	X					
Value Class factor ****	X	X	X								X	X					
Model Year factor	X	X	X								X	X					
Territory factor	X	X	X	X	X	X	X	X	X	X	X						
Usage factor	X	X	X	X	X	X	X	X	X	X	X						
Deductible/Add cov limits										X	X						
Vehicle discounts	X	X	X	X	X	X	X	X	X	X	X						
Policy Level Discount	X	X	X	X	X	X	X	X	X	X	X					X	
Named Non Owner	X	X	X	X	X	X	X	X	X	X	X						
Coverage Premium	=	=	=	=	=	=	=	=	=	=	=	=	=	=	=	=	=
Policy Level Coverage																=	
Total Coverage Premium	=	(Sum of Coverage Premium line and Policy Level Coverage line.)															
Optimum Package*****	+																
New Vehicle Replacement*****	+																
Installment & SR-22 Fee	+																
Employee Discount	X																
Final Premium	=																
Capping Factor	X																
Capped Final Premium	=																

*The CSL is the sum of the BI and PD premiums.

**Loan Lease is calculated as (Comp Cov Prem + Coll Cov Prem) * 0.03

***The UM CSL is the sum of the UMBI and UMPD Full Coverage premiums

****The UIM CSL is the sum of the UIMBI and UMPD Full Coverage premiums

***** Only used if no Safeco or ISO symbol can be determined

*****Optimum Package is calculated as (Coll Cov Prem) * 0.20

*****New Vehicle Replacement is calculated as (Coll Cov Prem) * 0.05

EXHIBIT 2

SAFECO INSURANCE COMPANY OF ILLINOIS
 FIRST NATIONAL INSURANCE COMPANY OF AMERICA
 SAFECO INSURANCE COMPANY OF AMERICA
 PERSONAL AUTOMOBILE - ARKANSAS

SAFECO SNAP PROGRAM

VEHICLE LEVEL DISCOUNT FACTORS

Market	Safeco Youthful Program	Alarm Only	Active Device	Passive Device	BI	PD	PIP/APIP	Med/WLOSS/A DB	UMBI/UIMBI	UMPD	Comp	Coll
All	N	N	N	N	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
All	N	N	N	Y	1.00	1.00	1.00	1.00	1.00	1.00	0.96	1.00
All	N	N	Y	N	1.00	1.00	1.00	1.00	1.00	1.00	0.97	1.00
All	N	Y	N	N	1.00	1.00	1.00	1.00	1.00	1.00	0.97	1.00
All	Y	N	N	N	0.85	0.85	0.85	0.85	0.85	0.85	0.85	0.85
All	Y	N	N	Y	0.85	0.85	0.85	0.85	0.85	0.85	0.82	0.85
All	Y	N	Y	N	0.85	0.85	0.85	0.85	0.85	0.85	0.82	0.85
All	Y	Y	N	N	0.85	0.85	0.85	0.85	0.85	0.85	0.82	0.85

Arkansas

Auto Product Guide



Safeco Insurance Company of Illinois



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Safeco Corporation

What's New

Effective Date of New and Revised Material Updates

Companies and Copyrights

Binding Authority

Earthquake
Severe Weather
Other Catastrophes

Product and Market Tier Placement

New Business
Renewal Business
Credit Scoring
In-force Conversion Factor

Verification

Prior Insurance Coverage and Limits
Prior Auto Insurance Proof
Home Ownership
File Maintenance and Audit Requirements

Vehicle Eligibility

Garaging Address
Inspections
Model Year
Recreational Vehicles
Off-Road Vehicles
Ineligible Vehicles
Symbol Rated Vehicles
Value Class Vehicle Rating

Pickups with a Canopy
Pickups with Camper Body

Vehicle Use

Personal Use
Business Use
Farm Use

Driver Eligibility

Driver Classification
Driver-Vehicle Assignment
Household Members
Driver Exclusions
Financial Responsibility Filings (SR-22)
Ineligible Drivers
Youthful Operators

Driving Record

Unverifiable Driving Record
Accidents, Convictions and Claims
Accident Forgiveness
At-fault Accidents
Not At-fault Accidents
Foreign and International Driver's Licenses
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Cancellation
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What's New

Effective Date of New and Revised Material

10/04/07 New business • 11/08/07 Renewal business

Updates

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Companies and Copyrights

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Binding Authority

All applications are to be submitted within five days of the effective date on the application. There are certain situations that pose such significant risk that binding authority is immediately suspended. These situations include, but are not limited to, the following.

Earthquake

In the event of an earthquake in excess of 5.0 on the Richter scale, no coverage may be bound on new business or by endorsement to in-force policies for 10 days following the initial shock. A formal written notice will be issued if the moratorium is lifted sooner than or extended beyond 10 days due to continued aftershocks.

Severe Weather

No coverage may be bound if the National Weather Service has issued a severe weather warning for the area for the duration of the warning. This includes, but is not necessarily limited to, warnings for rain, wind, flood, snow, ice, tornado or hurricane.

Other Catastrophes

In the event of a natural or man-made catastrophe, no coverage may be bound on new business or by endorsement to in-force policies for five days. This includes, but is not necessarily limited to, such events as fire, windstorm, hail storm, flooding or hurricane.

In addition, we reserve the right to suspend binding authority as we deem appropriate. You will be notified in writing when this has occurred.

Product and Market Tier Placement

New Business

Coverage Tiers

Our rating system determines the best possible coverage tier placement for your customer using available information, including the application, financial responsibility, driving record and loss history.

Market Placement

Our rating system determines the appropriate market for your customer.

Market determination no longer impacts the rate level for your customer. However, market will be used to determine coverage limit eligibility and commission rate.

Renewal Business

Upon renewal, our rating system will automatically recalculate your customer's coverage tiers and market.

Credit Scoring

Credit scoring is confirmed for all new and renewal business policies where the named insured is 21 years of age or older. Credit scoring is not confirmed for named insureds under 21 years of age.

In compliance with NCOIL regulations, where state law mandates it, we will automatically re-order the IBS score every three years. The “Financial Responsibility Score” will be obtained from ChoicePoint.

In-force Conversion Factor

For capped policies, a conversion factor table provided for each company will be applied at each renewal. The factors will be applied as described in the in-force conversion factor table and for the number of renewals indicated.

Verification

Verification of prior insurance and home ownership are required.

When a policy has been selected for verification, you will receive a screen message instructing you to print the fax verification sheet as part of the print package. Complete the form and **fax** it to us (Safeco) along with any requested documents.

Please **fax** these items immediately whenever possible. If verification is not received within 20 calendar days of the request or 42 days after policy inception, whichever is sooner, we will re-rate the policy accordingly.

Prior Insurance Coverage and Limits

Our rating system will prompt you for the carrier name and liability limits of the named insured's prior auto insurance policy. This information is required and will be verified at random.

Prior Auto Insurance Proof

Acceptable verification documents include a declarations page, a cancel/nonrenewal notice, a printout from an agency management system, or an Identification (ID) Card.

Any of these items must include the named insured and most recent term with expiration date and previous liability limits. The named insured on the new Safeco policy must be the named insured or a listed driver on the prior policy. ID cards will be considered at minimum limits if the liability limits are not displayed. Any proof not showing the named insured, a 6-month policy term and liability limits may cause the policy to be re-rated. Documentation of an acceptable reason for not having prior insurance may also be considered on an exception basis.

Home Ownership

Our rating system will prompt you for the residence type of the named insured. This information is required and will be verified at random.

Acceptable verification documents include:

- Active Safeco homeowners policy number
- Company-issued homeowners declaration page
- Printouts of homeowners coverage from an agency management system
- Deed
- Mortgage coupon
- Property tax record

Any of these items must include the named insured.

File Maintenance and Audit Requirements

You are required to maintain relevant documentation for a period of seven years after policy expiration.

These documents include, but are not limited to:

- Original signed application
- SR-22 filings
- Signed electronic funds transfer (EFT) forms
- Signed credit card authorization
- Proof of special equipment
- Signed exclusion form listing all persons excluded from coverage
- Signed uninsured motorists selection/rejection form
- Verification of accident prevention course and/or underinsured motorist selection/rejection form
- Proof of not-at-fault accidents
- Proof of home ownership
- Signed personal injury protection selection/rejection form

Vehicle Eligibility

Garaging Address

Entering the address where the vehicle is principally garaged will allow the system to automatically assign the proper territory and rating factor.

For students with a vehicle away from home, you should rate the vehicle at the policyholder's principal garaging address.

Inspections

Vehicle inspections should take place for all vehicles when physical damage coverage is added to the policy. Any pre-existing damage should be noted and kept with the application information.

Additional inspections may be requested at our discretion.

Model Year

The model year is determined by the vehicle's original manufacturer. If the vehicle is rebuilt or structurally altered, the model year of the chassis determines the model year of the vehicle.

Recreational Vehicles

Antique autos, classic cars, trailers and motor homes are eligible for participation in Safeco's Recreational Vehicle (rec vehicle) Program and are written on our auto policy. Please refer to our rec vehicle product guide for details.

Off-Road Vehicles

The following off-road vehicles may be written in Safeco's Off-Road Program:

- Dune buggies
- Golf carts

- Vehicles with fewer or more than four wheels (excluding dual-axle pickup trucks)
- Any other vehicles not licensed for road use

Please refer to our off-road product guide for details.

Ineligible Vehicles

All personal vehicle types owned by a named insured, including pickups with canopies are eligible for participation in our personal auto program except for the following:

- Buses
- Vehicles used as a primary residence
- Previously totaled, salvaged, restored or reconstructed vehicles
- Vehicles used in racing or speed contests or in responding to emergencies
- Vehicles used for hire, lease, rental, limousine, taxi services, pilot car or transportation of passengers

- Vehicles used for wholesale or retail pickup or delivery of goods (for example: pizza, flowers, newspapers, mail, etc.)
- Commercial type vehicles such as step, panel and cut-away vans; flatbed, stake beds and dump trucks or those equipped for snow plowing, including pickups and vans greater than one-ton-rated load capacity
- Vehicles which require a state or federal motor carrier permit to operate
- Vehicles titled or owned/leased on a long-term contract by a partnership or corporation, unless:
 - They are ordinarily operated by a corporation director or officer named in the declarations, or resident relatives for pleasure, commuting or acceptable business use
 - All operators are household members and listed on the policy
 - No more than four such vehicles are owned or leased by the partnership or corporation

- Estates, receiverships, partnerships or corporations cannot be listed as a named insured, but may be listed as an “additional interest”
- Vehicles garaged outside of this state for more than six months of the year (unless the student is away at school and parents are written in-state on the same policy)
- Vehicles which are custom-manufactured, kit, self-assembled, limited edition, replica and exotic
- Vehicles with plastic, aluminum or stainless steel bodies
- Modified vehicles other than conversion vans (such as hot rods, cars with special suspensions, etc.) This includes modifications which substantially increase the performance of the vehicle.
- Grey market vehicles which are vehicles manufactured outside the United States (usually in Europe) that do not meet U.S. emission and safety standards. Grey market vehicles that have been upgraded to meet U.S. emission and safety standards may be eligible if they are approved, prior to binding,

by an underwriter and we obtain a copy of the vehicle registration verifying the local jurisdiction’s Department of Transportation safety requirements and Environmental Protection Agency emission standards are satisfied

Symbol Rated Vehicles

Most vehicles are assigned Safeco symbols for rating both liability and physical damage coverages. The system will assign symbols for you based on vehicle identification number (VIN), year, make and model.

For new models or model year vehicles which are not assigned a Safeco symbol, you will be prompted to enter an Insurance Services Office, Inc. (ISO) symbol from the symbol pages.

Vehicles designed for sale or intended for use outside the United States, grey market vehicles, are rated using the same symbols as would be used for comparable U.S. vehicles. A grey market vehicle without a comparable U.S. vehicle is not eligible for our markets.

Value Class Vehicle Rating

Stated amount vehicles are vehicles that:

- Do not appear on our symbols list
- Are limited in production
- Have more than \$5,000 in additional equipment or add-on's

Physical damage coverage on stated amount vehicles provides coverage up to the lesser of actual cash value or the stated amount value specified by your customer. Stated amount vehicles valued over \$100,000 are not eligible.

Pickups with a Canopy

Canopies or camper shells are typically fiberglass shells attached to the back of a pickup and are not equipped with sleeping or living quarters. Canopies are considered equipment as long as they are attached to the pickup and are covered for direct or accidental loss if the pickup carries comprehensive or collision coverages.

Physical damage premiums are determined by combining the original cost new of the pickup and the original cost new of the canopy. Input the pickup's VIN (with year, make and model), then indicate "truck-camper/canopy" as the body style and input the combined cost new in the "cost new/actual cash value" field.

Pickups with Camper Body

A camper body is a body equipped with sleeping or living quarters which is designed to be mounted on a pickup. Slide-in campers with sleeping or living quarters must be listed and rated separately on the policy as a camper. The pickup used to transport the camper is rated separately as a private passenger vehicle. Please refer to our rec vehicle product guide for details on rating a camper body.

Physical damage coverage for campers is excluded on the contract unless indicated on the declarations.

Vehicle Use

Personal Use

The regular non-business use of a personal vehicle, including commuting to or from work or school.

- Pleasure use means that there is no business use of the vehicle nor is it customarily used in the course of driving to or from work a distance of more than three road miles one way
- Short commute means that there is no business use of the vehicle but it is customarily used in the course of driving to or from work a distance of less than 15 road miles one way
- Long commute means that there is no business use of the vehicle but it is customarily used in the course of driving to or from work a distance of 15 or more road miles one way

Note: A vehicle used for driving to or from school shall be considered as used for driving to or from work.

The term “customarily” includes:

- Use of vehicles in a car-pool or other ride-share arrangements
- A vehicle driven part way to or from work, such as to a railroad or bus depot, whether or not the vehicle is parked at the depot during the day

A vehicle used in the business of the United States government by an employee thereof may be classified and rated as pleasure use, short commute or long commute provided coverage is limited in accordance with the applicable endorsement.

Business Use

The use of a vehicle which is required by or primarily involved in the duties of the primary operator in his or her occupation, profession or business, other than going to or from work.

Eligible Business Use

The following are examples of some but not all types of eligible business use:

- Vehicles owned or leased by the applicant and used in their business or occupation, such as consultants and contractors
- Vehicles used by sales representatives, such as realtors, insurance agents, manufacturer and company representatives, and home-based sales, such as Avon, Mary Kay and Tupperware
- Vehicles used by professionals whose duties include travel to hospitals, clinics, courthouses, job sites or client homes, such as doctors, attorneys, architects, accountants, financial advisors, engineers and clergy
- Vehicles used in a business for occasional errands

Ineligible Business Use

The following are examples of some but not all types of ineligible business use:

- Vehicles used for transportation of passengers, such as taxis or limousines

- Vehicles used for retail or wholesale delivery, such as food (pizza), newspapers, contract mail delivery and other consumer products
- Vehicles operated by employees or coworkers
- Vehicles used in security or surveillance operations
- Vehicles used to carry tools or equipment weighing more than 500 lbs
- Vehicles used to transport flammables or explosives
- Vehicles used to accompany wide loads
- Named non-owner policies

Farm Use

The vehicle is principally garaged on a farm or ranch and is not primarily used in going to or from work other than farming or ranching and is not used in any occupation other than farming or ranching.

Driver Eligibility

Driver Classification

Drivers are classified by age, sex and marital status.

Age means the age of the driver as of the term effective date.

Driver Marital Status

Single means an operator who is not legally married, including single, widowed, separated, divorced or in a domestic partner relationship.

Married means an operator who meets the local statutory definition of married.

Driver-Vehicle Assignment

We determine an average rating factor for all rated drivers and then apply that factor to all vehicles. This is done automatically. We do not require you to assign drivers to specific vehicles.

The rated drivers are equal to all the drivers on the policy.

Household Members

All drivers of the household should be insured on a single policy.

Drivers that must be rated or excluded are individuals that are currently licensed or were previously licensed (for example, revoked or suspended licensed).

- This also includes youthful operators who are resident students at a school, college or educational institution located more than 100 road miles from the principal garaging address on the policy and who are without a car at a school. However, the operator shall be eligible for the distant student discount.

Drivers that do not need to be rated or excluded, but must be listed in the “Remarks” section of the application are:

- Any spouse or eligible age adult resident who has never had a license

- Any resident youthful operator with a valid learners permit.
- An individual in active military service with the armed forces of the United States of America unless such individual customarily operates a covered vehicle.

List any licensed non-rated driver in the “Remarks” section of the application.

Driver Exclusions

For standard and non-standard policies, drivers other than the named insured, spouse or those drivers requiring an SR-22 filing may be excluded. Drivers may not be excluded from one of our (Safeco) policies and insured on another of our (Safeco) policies. A maximum of two driver exclusions may be allowed on a policy. Exclusions must be signed by a named insured, 18 years of age or older. All other exclusions must be pre-approved by underwriting. Driver exclusion forms are available in the [Policy Forms Viewer](#) on our Web site.

Financial Responsibility Filings (SR-22)

Individuals requiring a filing cannot be excluded and must have verifiable driving records. All SR-22s will be issued by us (Safeco). For policies requiring an immediate SR-22, please contact [customer care](#).

- Liability limits must meet the minimum financial responsibility requirements for the state requesting the filing
- Bodily injury coverage is required on any policy with an SR-22
- All vehicles owned by the driver requiring the filing must be on our policy
- The name on the filing must appear exactly as it reads on the driver’s license
- Filings are not available for a driver with an unverifiable driving record. If we are unable to verify the driving record of a driver requiring a filing, the policy is subject to cancellation

Ineligible Drivers

The following drivers are ineligible for insurance:

- Drivers without a current, valid driver's license
- Drivers without a specific, in-state garaging address
- Drivers who are not permanent residents (10-month intended stay) of the rating state
- Drivers with permanently suspended or revoked licenses, unless that driver is excluded from coverage
- Operators under the minimum age for state licensing
- Drivers who have been convicted of insurance fraud
- Persons employed in illegal enterprises and occupations
- Persons employed in occupations involving the use of an insured vehicle by nonresident non dependent operators
- Drivers who have had a policy canceled by us for loss experience or misrepresentation

Youthful Operators

Any driver under the age of 25 is considered a youthful operator.

Driving Record

Unverifiable Driving Record

Any driver with a U.S. driver's license whose driving record cannot be verified by the licensing state's licensing authority will be assessed a major violation surcharge.

The charge will be removed if a valid motor vehicle record (MVR), covering the complete chargeable period, is received within 30 days of policy inception.

Accidents, Convictions and Claims

When determining the appropriate market and coverage tiers for your customer's policy, we will consider driving and claims activity up to five years as stipulated below. After determining the appropriate market and coverage tiers, the experience period for charging convictions or at-fault-accident points is 34 months prior to the effective date of the policy.

Please stress the importance of full disclosure to avoid additional premium or policy cancellation. Any unrevealed driving activity will be added to the driving record and the policy will be re-rated accordingly.

The following driving record and claims activity must be shown on the application:

- Minor convictions which have occurred in the past five years
- Major convictions which have occurred in the past five years which include, but are not limited to:
 - Driving under the influence
 - Open container violation
 - Vehicle theft or felony of a vehicle
 - Careless or improper operation of a vehicle
 - Drag racing

- Driving under suspension excludes suspensions which are not related to owning or operating a motor vehicle such as failure to appear, failure to pay:
 - Fine
 - Alimony
 - Child support
 - Taxes
 - Real estate license
 - Hunting license
- Fleeing from police
- Leaving the scene of an incident
- Reckless or negligent driving
- Vehicular homicide
- Driving without owner's consent
- Claims which have occurred in the past five years:
 - Include at-fault accidents, not-at-fault accidents and comprehensive losses

- Exclude towing losses
- Exclude not-at-fault losses where the only payment was for personal injury protection or medical payment losses for the vehicle owner or other operator residing in the same household

All driving record and claims activity listed above must be shown on the application. Comprehensive Loss Underwriting Exchange (CLUE) reports and motor vehicle records (MVRs) will be utilized to verify the information provided. Point charges are based on the violation date and, when multiple points are applicable to one occurrence, all incidents should be input on the application; however, only the accident or conviction with the highest points will receive a merit surcharge.

Accident Forgiveness

For a driver who has been insured with us for nine years or longer without an accident, the first accident will not result in a surcharge. Subsequent accidents will result in a surcharge for all accidents.

At-fault Accidents

At-fault accidents which result in property damage totaling \$750 or more or any bodily injury result in a merit surcharge. At-fault accidents beneath these thresholds are not subject to this surcharge.

Not At-fault Accidents

Not at-fault accidents do not receive a merit surcharge. Some examples of not at-fault accidents are situations where:

- The vehicle was lawfully parked at the time of the accident
- The accident was caused by collision with a bird or animal
- The vehicle was struck by a “hit-and-run” driver and the accident was reported to the proper authorities within 24 hours
- A non-rated driver was convicted of a moving violation in connection with the accident
- The accident is one in which judgment or reimbursement is obtained from the other party,

providing we make no liability payment on behalf of your customer

- The vehicle was stopped at a stop sign or traffic light when it was rear-ended by another vehicle, or the rated driver was clearly not at fault
- The accident involved physical damage limited to and caused by flying gravel, missiles or falling objects
- The owner or operator of your customer’s vehicle was reimbursed (or received judgment against another) for more than 50 percent of the property damage

Foreign and International Driver’s Licenses

Drivers with a valid foreign or international driver’s license and without a valid U.S. driver’s license will be assessed a surcharge equivalent to a major violation until they are able to provide proof of a valid U.S. driver’s license in effect for at least 12 months. The surcharge will be removed at the next applicable renewal.

Driving Record Charges

Point assignments vary by violation type, driver age, and age of incident. As an incident ages, it will be assigned fewer points. The description and number of points assigned to a policy can be viewed on the merit tab of PLFile.

Coverage Options

Coverage descriptions are for informational purposes only. Please refer to the policy for actual coverage descriptions.

Liability Coverages

Only available to customers who currently have these limits with us

	Preferred	Standard	Non-standard
Bodily Injury Liability Limits (in thousands)	25/50 50/100 100/300 250/500 300/300 500/500 500/1,000	25/50 50/100 100/300 250/500 300/300 500/500 Not available	25/50 50/100 100/300 Not available Not available Not available Not available
Property Damage Liability Limits (in thousands)	25 50 100 500	25 50 100 500	25 50 100 Not available
Combined Single Limit of Liability (in thousands)	100 300 500	100 300 500	100 Not available Not available
Work Loss Benefits	Basic	Basic	Basic
Accidental Death Benefits (in thousands)	\$ 5,000 10,000 15,000 20,000 Reject	\$ 5,000 10,000 15,000 20,000 Reject	\$ 5,000 10,000 15,000 20,000 Reject

Only available to customers who currently have these limits with us

	Preferred	Standard	Non-standard
Personal Injury Protection Medical Expense (in thousands)	\$ 500 1,000 2,000 5,000 10,000 25,000 Reject	\$ 500 1,000 2,000 5,000 10,000 25,000 Reject	\$ 500 1,000 2,000 5,000 10,000 25,000 Reject
Uninsured Motorists Bodily Injury Limits (in thousands)	25/50 50/100 100/100 100/300 250/500 300/300 500/500	25/50 50/100 100/100 100/300 250/500 Not available 500/500	25/50 50/100 100/100 100/300 Not available Not available Not available
Underinsured Motorists Bodily Injury Limits (in thousands)	25/50 50/100 100/100 100/300 250/500 300/300 500/500	25/50 50/100 100/100 100/300 250/500 300/300 500/500	25/50 50/100 100/100 100/300 Not available Not available Not available
Uninsured Motorists Property Damage Coverage (in thousands)	25 50 100 300 500	25 50 100 300 500	25 50 100 Not available Not available
Uninsured/Underinsured Motorists Combined Single Limit (in thousands)	100 300 500	100 300 500	100 Not available Not available

Physical Damage Coverages

Only available to customers who currently have these limits with us

	Preferred	Standard	Non-standard
Comprehensive Physical Damage Coverage Deductibles	\$ 100 250 500 750 1,000 1,500 2,000	\$ 100 250 500 750 1,000 1,500 2,000	\$ 100 250 500 750 1,000 1,500 2,000
Collision Physical Damage Coverage Deductibles	\$ 100 250 500 750 1,000 1,500 2,000	\$ 100 250 500 750 1,000 1,500 2,000	\$ 100 250 500 750 1,000 1,500 2,000
Safeco Optimum Package™	Available	Available	Available
New Vehicle Replacement Coverage	Available	Available	Available
Auto Loan/Lease Coverage	Available	Available	Available
Audio, Visual and Customized Equipment Coverage	Up to \$5,000 per vehicle	Up to \$5,000 per vehicle	Up to \$5,000 per vehicle
Stereo Tapes, Discs and Media	Available	Available	Available
Towing and Labor/Emergency Assistance Package	Available	Available	Available

Only available to customers who currently have these limits with us

	Preferred	Standard	Non-standard
Loss of Use Coverage	\$ 25/750 35/1,050 50/1,500 75/2,250	\$ 25/750 35/1,050 50/1,500 75/2,250	\$ 25/750 35/1,050 50/1,500 75/2,250
Broad Form Drive Other Car	Available	Available	Available

Bodily Injury Liability

Bodily injury limits must be equal to or higher than the minimum financial responsibility limits required by law. All vehicles on the policy insured for liability coverages must carry the same liability limits. (See [Liability Coverages](#) table.)

Property Damage Liability

Property damage limits must be equal to or higher than the minimum financial responsibility limits required by law. All vehicles on the policy must carry the same liability limits. (See [Liability Coverages](#) table.)

Combined Single Limit

Combined single limit is a single limit of liability that applies to bodily injury and property damage with no per person or property damage sub-limit. Uninsured

motorists and underinsured motorists are not included in combined single limit but may be purchased separately. Uninsured motorists and underinsured motorists have combined single limit available to coordinate with your bodily injury and property damage combined single limit option. (See [Liability Coverages](#) table.)

Personal Injury Protection Coverages

Work Loss Coverage

If selected, all vehicles on the policy must carry the coverage. (See [Liability Coverages](#) table.)

Accidental Death Benefits

If selected all vehicles on the policy must carry the same accidental death benefit limits. (See [Liability Coverages](#) table.)

Personal Injury Protection Medical Expense

Personal injury protection medical expense limits apply to each person for each accident. If selected, all vehicles on the policy must carry the same medical expense limits. (See [Liability Coverages](#) table.)

Uninsured Motorists Bodily Injury

Uninsured motorists bodily injury has to be sold at the same limits as bodily injury, unless reduced or rejected by your customer.

Uninsured motorists bodily injury covers bodily injury to your customer, their relatives who live with them and your customer's passengers if they are injured in an accident caused by an uninsured motorist, or a hit-and-run driver.

This coverage is required under all vehicle liability policies insuring the owner of a motor vehicle unless rejected by your customer.

If this coverage is purchased on one vehicle on a policy, it must be purchased on all vehicles on the policy insured for liability coverages. (See [Liability Coverages](#) table.)

Underinsured Motorists Bodily Injury

Underinsured motorists bodily injury has to be sold at the same limits as bodily injury, unless reduced or rejected by your customer.

Underinsured motorists bodily injury covers bodily injury to your customer, their relatives who live with them and your customer's passengers if they are injured in an accident caused by a motorist whose bodily injury limits are less than your customer's underinsured motorists bodily injury limits and whose bodily injury limits are not sufficient to pay for the damages your customer is legally entitled to recover.

This coverage is required under all vehicle liability policies insuring the owner of a motor vehicle, unless rejected by your customer.

If this coverage is purchased on one vehicle on a policy, it must be purchased on all vehicles on the policy insured for liability coverages. (See [Liability Coverages](#) table.)

Uninsured Motorists Property Damage Coverage

Uninsured motorists property damage coverage pays for direct and accidental loss to your customer's covered vehicle resulting from physical contact with an uninsured motor vehicle. If uninsured motorists bodily injury coverage is rejected, uninsured motorists property damage must also be rejected. (See [Liability Coverages](#) table.)

Uninsured Motorists Combined Single Limit

Uninsured motorists combined single limit is a single limit of uninsured motorists that applies to uninsured motorists bodily injury and uninsured motorists property damage with no per person or property damage sub-limit. Uninsured motorists combined single limit is only available with a corresponding combined single limit. (See [Liability Coverages](#) table.)

Underinsured Motorists Combined Single Limit

Underinsured motorists combined single limit is a single limit of underinsured motorists that applies to

underinsured motorists bodily injury. Underinsured motorists combined single limit is only available with a corresponding combined single limit. (See [Liability Coverages](#) table.)

Comprehensive Physical Damage Coverage

Comprehensive physical damage coverage is actual cash value and provides coverage in case of a loss that is other than collision. Comprehensive coverage is required if a loss payee is indicated.

Comprehensive coverage is available to be purchased separately and with differing deductibles per vehicle.

We will pay for direct and accidental loss to your customer's covered vehicle or any non-owned vehicle, including its equipment, minus any applicable deductible shown in the declarations. (See [Physical Damage Coverages](#) table.)

Collision Physical Damage Coverage

Collision physical damage coverage is the lesser of the actual cash value, or the amount necessary to repair or replace the property. It provides coverage in case of an

accident. Collision coverage is required if a loss payee is indicated. Bodily injury, property damage and comprehensive coverages are required if collision coverage is purchased.

Collision coverage is available to be purchased separately and with differing deductibles per vehicle.

We will pay for direct and accidental loss to your customer's covered vehicle or any non-owned vehicle, including its equipment, minus any applicable deductible shown in the declarations.

(See [Physical Damage Coverages](#) table.)

Safeco Optimum Package™

The Safeco Optimum Package™ is a bundled coverage which includes the items below. Collision coverage is required to purchase this endorsement. Additionally, if one vehicle has the package selected, all vehicles with collision coverage must select the package.

- Diminishing deductible – a \$50 reduction is applied to the selected collision deductible at every renewal (up to a \$500 maximum) until an at-fault accident is

surcharged. If a surcharge is applied to the policy, the reduction is removed. The reduction will start again at the first clean renewal following the addition of the surcharge.

- Uninsured motorists property damage deductible waiver – if uninsured motorists property damage coverage is applicable in your state, and purchased, any applicable deductible will be waived at the time the Safeco Optimum Package™ is purchased until an at-fault accident is surcharged. The waiver will start again at the first clean renewal following the addition of the surcharge.
- Non-owned trailer coverage – the limit of liability is increased to \$3,000
- Emergency expenses – coverage for necessary expenses such as alternative transportation, meals, or lodging
- Personal property coverage – coverage for loss of certain types of personal property while located in the vehicle

- Waiver of adjustment for depreciation or betterment – the limit of liability is revised to remove any adjustment for physical condition and wear and tear when repairing or replacing property
- Electronic lock and key replacement deductible waiver – any applicable deductible for the replacement of electronic locks or electronic key replacement is waived
- World-wide coverage for physical damage and indirect loss of use of rental vehicles – subject to the policy provisions, including any applicable deductible, physical damage coverage for vehicles that are rented internationally is covered up to 90 days. Within stated limits, reasonable expenses for indirect loss of use for the rental company is included.

(See [Physical Damage Coverages](#) table.)

New Vehicle Replacement

In the event of a total loss, the new vehicle replacement coverage pays at the insured's option (subject to certain limitations):

- The verifiable purchase price to replace the vehicle
- The cost of a similar new vehicle
- The market value of the vehicle

A new vehicle is one where it has not been previously titled and the insured is the original owner. Coverage is available for the first 365 days from the date of purchase of the vehicle. After that, the coverage will automatically be removed from the policy at the next renewal.

(See [Physical Damage Coverages](#) table.)

Auto Loan/Lease Coverage

Eligibility

A policy providing comprehensive and collision coverage may be extended to provide coverage for the difference between the unpaid amount due on the loan or lease of a new vehicle and the actual cash value of the vehicle. A new vehicle, as used in this rule, is a vehicle that has not previously been titled by any state on the date that your customer purchased it.

Coverage

Coverage under the endorsement applies only in the event of a premature termination of the loan or lease due to a total loss covered under comprehensive or collision. Coverage does not apply to overdue payments, penalty charges assessed for excessive mileage or excessive wear and tear, etc.

(See [Physical Damage Coverages](#) table.)

Audio, Visual and Customized Equipment

If a vehicle has audio, visual, and customized equipment valued in excess of \$1,000 that is non-factory/non-factory dealership installed, coverage is available for an additional premium. To obtain coverage, list the actual value of all equipment on the application. This coverage is only available on those vehicles for which comprehensive and collision coverages are provided. No additional deductible applies.

The following are examples of what is meant by non-factory or non-factory dealership installed audio, visual and customized equipment:

- Any permanently installed audio or visual production/reproduction equipment and accessories installed by anyone other than the auto manufacturer or manufacturer's dealership, such as:
 - Radios and stereos
 - Tape decks
 - Compact disc players
 - DVD players
- Any custom vehicle part that modifies the vehicle's appearance or performance, such as:
 - Custom wheels, tires, tachometers, pressure, and temperature gauges
 - Custom murals, paint, decals, or other graphics
 - Modified or custom engines and fuel systems, light bars, racing slicks and/or oversized rims/tires, roll bars and lift kits, winches, utility boxes and tool boxes
 - Paint

- Interior work (for example: special carpeting and seat covers)

(See [Physical Damage Coverages](#) table.)

Stereo Tapes, Discs and Media

Coverage may be purchased for \$200 worth of media such as:

- Cassettes
- Discs

(See [Physical Damage Coverages](#) table.)

Towing and Labor Costs

Towing and labor costs coverage may be provided on any vehicle insured for liability or physical damage coverages. (See [Physical Damage Coverages](#) table.)

Emergency Assistance Package

Emergency assistance package coverage provides:

- Towing and labor costs coverage
- Transportation expenses such as taxi fare

- Emergency expenses such as lodging
- Personal property coverage
- Lock coverage
- Increased supplementary payments coverage

If emergency assistance package is purchased, comprehensive coverage and any higher limit for loss of use must also be provided.

(See [Physical Damage Coverages](#) table.)

Loss of Use

Loss of use coverage is available on vehicles insured for collision and/or comprehensive coverages. It reimburses the insured for expenses incurred to rent a substitute for an insured vehicle disabled by a covered loss which exceeds the applicable deductible. (See [Physical Damage Coverages](#) table.)

Named Non-owner

A named non-owner policy provides liability protection to an individual who does not own a vehicle or have access to any personal use vehicle on a regular basis.

The only coverages available are bodily injury/property damage, combined single limit, personal injury protection, additional personal injury protection, medical payments, uninsured motorists bodily injury/underinsured motorists bodily injury, uninsured motorists property damage and uninsured motorists/underinsured motorists combined single limit.

SR-22 filings and higher liability limits are acceptable. Business use is not acceptable for named non-owner policies.

Extended Non-owned Auto Coverage (Broad Form Drive Other Car) – Liability

Coverage is provided for the use of any non-owned vehicle by the named insured as provided in the endorsement.

The following options are available to the named insured or a relative living in the same household with:

- No underlying insurance for named insured and relative
- Underlying insurance for named insured
- Underlying insurance for relative

Please submit complete information regarding:

- Estimated annual mileage of non-owned vehicle
- Whether there is underlying insurance covering the named insured or relative on a direct primary basis
- Type of vehicle usually driven
- Use of vehicle

(See [Physical Damage Coverages](#) table.)

Physical Damage Minimum

Each vehicle will be subject to a physical damage minimum excluding towing and labor costs and loss of use.

All Products
\$10 per vehicle

Discounts

Discounts at a Glance
Multi-car
Advance Quote
Homeowner
Coverage
Paid in Full
Account
Good Student
Distant Student
Driver Training
Accident Prevention Course
Anti-theft
Safeco Youthful Program Subscription

Multi-car Discount

The multi-car discount shall apply if more than one private passenger auto (or pickup or van rated a private passenger auto) is insured. The vehicles must:

- Be owned by an individual or owned jointly by two or more relatives in the same household
- Be owned by a corporation and primarily operated by the corporate officer named in the declarations or family members who are residents of the same household
- Be a combination of the first two bullet points above
- Carry bodily injury and property damage liability or equivalent coverage

The multi-car discount will also be permitted if a new business application insures one vehicle but the named insured owns an additional vehicle eligible for this discount on the policy inception date and an endorsement adding the additional vehicle during the initial policy period is submitted with the application. This is permitted on the policy inception date only.

Advance Quote Discount

The advance quote discount shall apply to a newly issued policy if the quote date is 8 days or more than the issue date of the policy. This discount will apply for the first 24 months of the policy.

This is a new business discount only, rewritten policies are not eligible for this discount. (See [Discounts](#) table.)

Homeowner Discount

The homeowner discount shall apply if the named insured owns a home or condominium. (See [Discounts](#) table.)

Coverage Discount

The coverage discount shall apply to any vehicle on the policy which carries liability coverage (bodily injury and property damage) and comprehensive and/or collision coverage. (See [Discounts](#) table.)

Paid in Full Discount

If the policy term premium is paid in full at inception or renewal, this discount will apply. Installment payments

will be offered at renewal, but the discount will be deleted if not paid in full. (See [Discounts](#) table.)

Account Discount

If your customer has an in-force Safeco homeowners, condominium, or renters policy they are eligible for this discount. (See [Discounts](#) table.)

Good Student Discount

This rule shall not apply to any driver with a driving record with eight or more points under the safe driver insurance plan rule.

The applicable good student rating factor shall apply if the insured vehicle is classified under any youthful owner or operator classification, provided:

- A youthful operator is not less than 16 years of age, not married, is a full-time student in high school or enrolled in at least four courses per term as a full-time student in a certificate or degree program in an accredited college or university or is a college graduate, not married and not older than 24.

- The scholastic records for full time students for the immediately preceding school semester or quarter (or comparable segment) or for college graduates the final semester or quarter, show that each such student:
 - Is ranked scholastically among the upper 20 percent of his or her class
 - In schools designating grades by letter (such as A, B, C, D and F), had a grade average of B or its equivalent, B- for a full-time student at a two- or four-year college or university (if the system of grading by letter is not susceptible to averaging, no grade shall be below a B, or a B- as outlined above, or its equivalent)
 - In schools where numbers are used to designate grade “points” (such as 4, 3, 2 and 1), had an average of at least 3 grade points for all subjects combined, or its equivalent
 - In schools that maintain a dean’s list, honor roll or comparable listing for scholastic achievement, was included in such a list

- For each such student, we are furnished with a statement, certified by a responsible official of the school, indicating the attainment of at least one of the above scholastic requirements

Certification at inception of the policy or on any renewal date applies for four terms. Mid-term certification applies for the remainder of the current term and three additional terms.

If the operator who is applying for re-certification has, during the past year, graduated from a four-year college or university, the applicable good student rating factor shall be continued after graduation, provided documentation confirming graduation is furnished to us.

When this discount is applied to a new business policy, please **fax** a copy of the student’s most recent grade report or statement by a school official verifying the acceptable grade level to us. The day after the policy is uploaded to us, you will receive an e-mail reminder to fax the grade report. If verification is not received within 20 calendar days of the request or 42 days after policy inception, whichever is sooner, we will assume the student does not qualify for this discount and re-rate the

policy accordingly. Once verified the discount will remain on the policy with new verification every 24 months. (See [Discounts](#) table.)

Distant Student Discount

A youthful operator who is in your customer's household but is a resident student at an educational institution over 100 road miles from the principal garaging address qualifies for this discount if they do not have a car at school. (See [Discounts](#) table.)

Driver Training

Young drivers, under the age of 21, who complete a driver education course are eligible for this discount. Proof of course completion should be kept in your file while the discount applies.

This discount does not apply if:

- Your customer is taking a course intended to be a penalty, imposed by a court or other governmental entity, or resulting from a moving traffic violation
- During the most recent 36 months, your customer has been:

- Involved in an at-fault vehicle accident
- Convicted of or has pleaded guilty or nolo contendere to a moving traffic violation for which points may be assessed against your customer's driver's license

(See [Discounts](#) table.)

Accident Prevention Course Discount

An operator age 55 years old or older who has successfully completed an approved accident prevention course qualifies for this discount for a period of three years from completion.

Proof of course completion should be kept in your files while the discount applies. (See [Discounts](#) table.)

Anti-theft Discount

The following discounts apply only to comprehensive coverage and only one discount level is allowed. To qualify the vehicle must be equipped with a device described below.

Alarm Only

A discount will be applied to a vehicle equipped with an alarm device which sounds an audible alarm that can be heard at a distance of at least 300 feet for at least three minutes.

Disabling Device

A disabling device makes the fuel, ignition or starting system inoperative.

Active Disabling Device

An active disabling device requires you to turn the system on. A discount will be applied to a vehicle equipped with an active disabling device.

Passive Disabling Device

A passive disabling device does not require a separate manual step to engage the device. A discount will be applied to a vehicle equipped with a passive disabling device. (See [Discounts](#) table.)

Note: If your customer has either a LoJack or Teletrac system in their vehicle the comprehensive deductible will be waived if the car is stolen. Only one discount level is allowed.

Safeco Youthful Program Subscription

(Effective NB: 10/04/07 RB: 11/08/07)

The applicable rating factor shall apply if the insured vehicle is classified under any youthful owner or operator classification, provided:

- A youthful operator is a driver under 25 years of age
- The vehicle has an active Safeco Youthful Program Subscription

If at any time the Subscription is discontinued, the rating factor will be removed upon renewal or sooner.

(See [Discounts](#) table.)

Safeco Employee Discount Plan

Eligible persons are employees of Safeco Corporation and its subsidiaries, their spouses, domestic partners and family members in the household.

Retired and former Safeco employees are eligible to continue receiving this discount as are surviving spouses or domestic partners.

All other underwriting standards and provisions apply.

Policy Changes

Endorsements/Changes on Policies

Additional coverage will be afforded by endorsement and will run concurrently with the policy term. The addition of coverage will not alter the premium due date of the term during which the additional coverage is attached or affect the premium due date of the policy term.

When additional coverage is added the rate for the added coverage will be prorated for the number of days the added coverage is to run from its effective date to the next ensuing premium due date.

If the policy has already been billed for the next term when the endorsement is processed the charge for the additional coverage will be computed from the effective date of the change to the end of the next term.

The policy coverage as written is automatically renewable on the premium due date for successive periods by payment of required premiums.

Fifth-vehicle Policies

Fifth-vehicle policies are input by a company operator. Please contact **customer care** for assistance.

Split Policies

A policy will need to be “split” when one of the insureds on a policy needs to be written on their own separate policy. The newly written policy should be input by you into the quote and issue system. Our system will automatically determine the appropriate customer since date for your customer on the newly written policy.

Cancellation and Continuing with a Lapse

Cancellation

All cancellations, regardless of whether they are initiated by us or your customer, are calculated on a pro rata basis.

Continuing with a Lapse

If a payment is postmarked or is received by us within 60 days of the cancellation, a policy may be eligible to continue with a lapse in coverage.

The new term begin date will be effective the time and day you receive the money and bind the coverage or the day after the postmark, whichever is earlier.

Waiver of Returned Premium

We will compute any additional or return premium pro rata. Additional or return premium of \$3 or less will be waived.

If additional premium is due, we will bill your customer with instructions to pay the additional premium directly to us. Return premium checks will be issued by us and sent to your customer.

Policy Term

Policies are issued with a six-month term.