



Appointed Broker Partnership Expectations

**You and your direct team members are expected to maintain during our partnership.
You accept responsibility for all business you submit or which you submit on the behalf of others.**

	Basic - No Charge	Expanded- No charge	Development - Charges due to partnership inefficiencies
Coverage access	-Small Business Contractors (outside NY contractors) -Owners -New York Construction (without action over coverage) NO NY Construction with action over included	-Small Business Contractors (outside NY contractors) -Owners -New York Construction (without and with Action over coverage) -K2 Advantage – NY construction with employee height allowance (if noted on broker agreement for access)	-Small Business Contractors (outside NY contractors) -Owners -New York Construction (without and with Action over coverage) -K2 Advantage – NY construction with employee height allowance (if noted on broker agreement for access)
Clearance level	First received (Max 90 days)	First Received (max 90 days)	First Received (max 90 days)
Bound to Quote ratio Min to renew appointment	25%	30%	25%
Maximum % of book being NY construction.	N/A	75%	90%
Submission Cover Sheet	N/A	Mandatory on K2 Advantage applicable business only	Mandatory on K2 Advantage applicable business only
Binding Sheet Requirement	Required	Required	Required
First time appointment Processing Fee	None	None	N/A
Annual membership Renewal	Waived if the following apply: 1) bound to quote > 25% --or 2) annual GPW>\$500k If not, renewal is \$2,500 each year until above triggers are achieved	Waived if the following apply: 1) bound to quote > 30% <u>and</u> - % of NY less then 75% - or - 2) if annual GPW>\$10,000,000 Otherwise, only “Development” level available to renew (if NY Construction access is desired)	\$5,000 per year until both of the following triggers are achieved - B:Q ratio > 25% - AND - - GPW > \$1,500,000

Broker of Records:

We will accept one BOR and provide the chance for one countermanding – No more than these 2
However, we will not accept an initial BOR on any risk which was quoted already

Partnership Parameters/fee:

Business access and fees are applied as per the above. For your first year, select either Basic or Expanded. Subsequent years will be determined by the business analytics as compared to the partnership parameters outlined for the selection. **The membership parameters are for each broker team (main broker and their employees – NOT BY OFFICE).** The fees shown in “Development” are driven by our efficiency needs and book balance expectations. Appointment fees only apply if you are unable to assist in balancing the portfolio with us.