

Agency Portal

Producer Training Materials



Introduction

This document contains all of the Performance Support Materials for Agency Portal. The purpose of the Performance Support Materials document is to provide end users with a "one-stop-shop" for supplemental materials related to PSIC's upgraded platform. Representatives should reference this document for reminders on process flows and common questions. These are organized into the following sections:

- **Job Aids:** Process steps/instructions of important procedures for you to remember when handling policies in Duck Creek.
- FAQs: User's Frequently Asked Questions (FAQs) regarding the Duck Creek system.
- Glossary of Terms: Key definitions of terms used in Duck Creek.

To navigate this document, click on the hyperlinks in the Table of Contents, located on page 3. This will take you directly to the topic you wish to read about.

DISCLAIMER

The insurance policy and corresponding underwriting guidelines, not this communication, forms the contract between the insured and the insurance company. The policy may contain limits, exclusions, and limitations that are not detailed in this communication. Coverages may differ by state. Changes made to the policy through this new portal may require further review and/or approval from underwriting prior to the changes taking effect. The insurance policy is bound by the insurance company.



Table of Contents

| Introduction | 2 |
|--|----|
| Job Aids | 5 |
| How do you login to Agency Port (AP)? | 6 |
| How to Quote in the new platform | 7 |
| Casualty: Quick Quote: | 8 |
| Casualty: Full Quote: | 8 |
| Casualty: What if my VIN number does not validate? | 8 |
| Property: Full Quote: | 9 |
| Property: How to update Coverage A, Replacement Cost, and other Dwelling Characteristics | 9 |
| Property: How to add scheduled Personal Property | 12 |
| Property: How to submit for bind via Mortgage/Escrow Bill | 13 |
| What is the Pre-Bind referral process? | 13 |
| How to Look up a Quote/Policy on the new platform | 15 |
| AssureSign – The new E-signature | 18 |
| What if my insured does not have an email address? | 19 |
| What are the Self-Service options for producers? | 20 |
| How do I inquire a policy and view documents? | 20 |
| How do I process an Endorsement? | 21 |
| Casualty: Endorsement: How to Change the Mailing Address and other contact information | 22 |
| Casualty: Endorsement – How to change coverage | 23 |
| Casualty: Endorsement: How to add a Vehicle/Vessel or a Driver midterm | 23 |
| Property: Endorsement – How to update the mortgage/escrow information | 24 |
| Property: Endorsement - How to change the mailing address and other contact information | 25 |
| Property Endorsement – How to change the effective date | 26 |
| Property: Endorsement - How to change coverage | 26 |
| Property Endorsements Training Video | 27 |
| How to Cancel a Policy per the Insured's Request | 28 |
| How to access Producer reports | 29 |
| Frequently Asked Questions (FAQs) | 30 |



| What programs are being released onto the new platform? | 30 |
|---|----|
| What are the major differences I can expect to see? | 30 |
| How do I access the new platform? | 30 |
| Will I be able to bridge in from any comparative raters? | 30 |
| I received an error message in red text. What does the red text signify? | 30 |
| I received an error message in blue text. What does the blue text signify? | 30 |
| I received an error message in yellow text. What does the yellow text signify? | 31 |
| Will we be notified of current moratoriums and regulation changes? | 31 |
| Will users be able to upload documents to quotes/policies on the new platform? | 31 |
| What is the new Application signature process? | 32 |
| How long do we have to sign the application? | 32 |
| Will producers be able to process endorsements and cancellations on the new platform? | 32 |
| Work Item Assistant Review | 33 |
| Glossary of Terms | 34 |

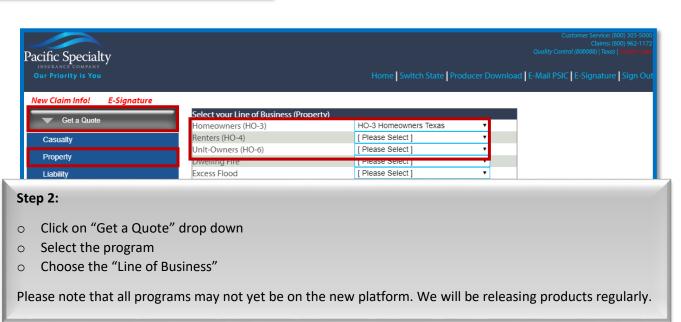


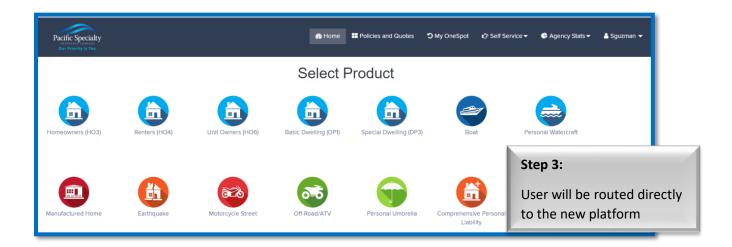
Job Aids



How do you login to Agency Port (AP)?



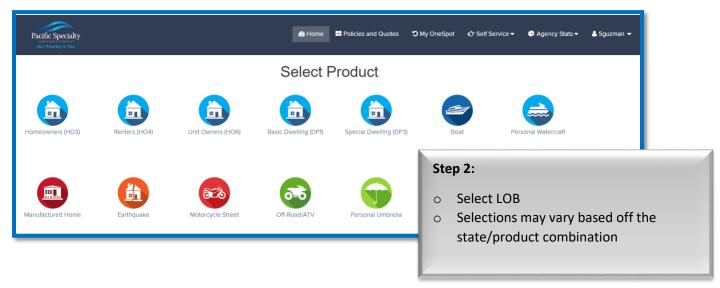






How to Quote in the new platform





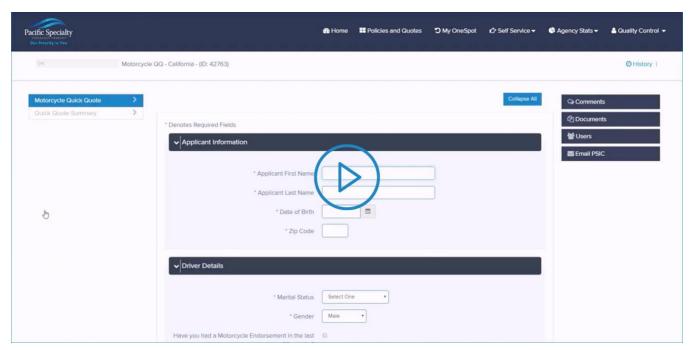


Casualty: Quick Quote:

What is a Quick Quote? A quick quote is a tool for producers to obtain a basic quote for our street and off-road products with minimal fields. This is perfect for those riders who are looking to purchase a specific type of vehicle, but do not necessarily have a VIN number yet. Please keep in mind that this rate is not final. Premium is subject to change upon information received during the full quote process.

Casualty: Full Quote:

For information on a full quote for casualty lines, please refer to the attached video. The <u>video linked below</u> will provide a high-level overview of the quote process.



Casualty: What if my VIN number does not validate?

If a VIN is invalid it could be for a few reasons. We are either not accepting that specific type of vehicle, or the annual new model sequences have not been disbursed by the manufactures yet.

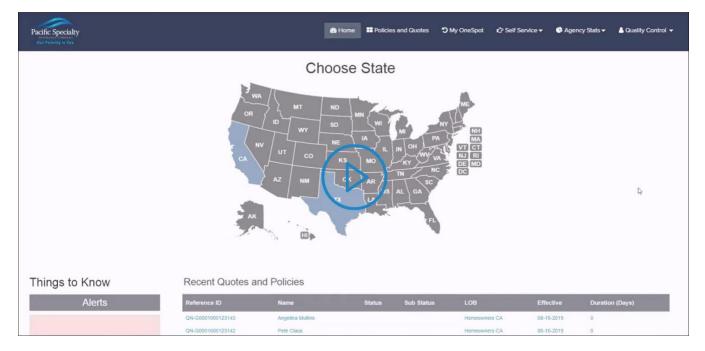


To resolve this, please contact customer service. We will either add the vehicle model sequence to our system allowing you to proceed, or we will inform you of the vehicle's ineligibility.

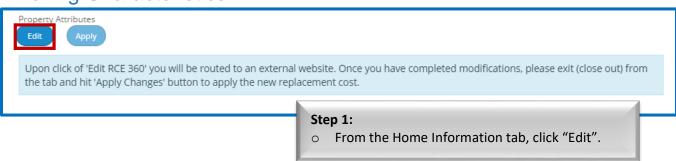


Property: Full Quote:

For information on a full quote for casualty lines, please refer to the attached video. The <u>video linked below</u> will provide a high-level overview of the quote process.



Property: How to update Coverage A, Replacement Cost, and other Dwelling Characteristics



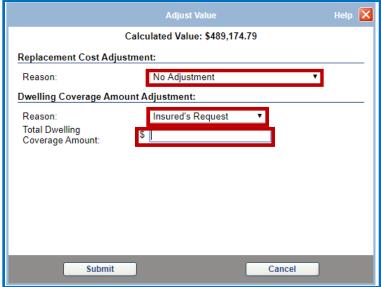


OWNER INFORMATION Name: test test Date Entered: 11/14/2019 24029 BEARSKIN CIR Date Calculated: 11/14/2019 Street: City, State ZIP: MURRIETA, CA 92562 Pacific Specialty Web Services Created By: User: Pacific Specialty Web Services Country: **ESTIMATED REPLACEMENT COST** \$489,174.79 Need help with this value? View Market Value The estimated replacement costs above represent the approximated costs required to rebuild a similar structure generally described herein in the referenced geographic market. It includes pricing for labor contractor's overhead and profit; it does not include costs for major excava Step 2: one of several sources of information in estimating a replacement cost and the event of damage or loss. The estimated replacement cost is based on Upon redirection to the 360V website, either "edit" responsibility to obtain adequa to adjust the dwelling characteristics, or "adjust (Replacement cost includes all applicable permits, fe value" to update the dwelling coverage.

Adjust Value Edit Finish 1 to 4 Family (101 N MARY ST CRANE TX 79731) *Year Built: + 1975 (Example: 1980) Additions *Total Finished Square Feet: ₩ 3022 Includes: finished area in attio/additions.

Excludes: finished or unfinished basement area and built-in or attached garages. Step 3: Above sq. ft. includes finished → □ If "edit" was selected in the prior step, edit applicable fields, then click **Home Configuration Wizard** "Calculate" once finished. Quality Grade: Economy Quality Wizard Use: H Single Family Detached • Number of Stories: 1 Story • Add Row Foundation Type: Concrete Slab • % 100 Exterior Wall Finish: # Siding - Vinyl • 15 Add Row Brick Veneer 85 Roof Cover: % ▼ | 100 Add Row Kitchen(s): More Detail **~** Large - (15'x11') 1 Bathroom(s): More Detail Half 1 **^ \$** Full • 2 Add Row 1.5 ▼ 1 Garage/Carport: 3 Car (673 - 780 sq. ft.) • Attached / Built-In • Style: Add New Year Roof Installed or Replaced: **⊞** EXTERIOR **Ⅲ INTERIOR** ■ ROOM INFORMATION ■ ADDITIONAL FEATURES

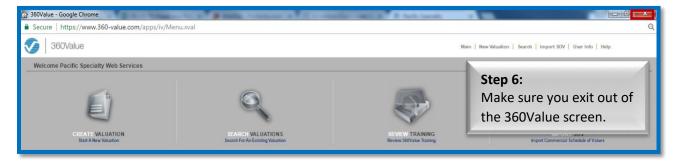




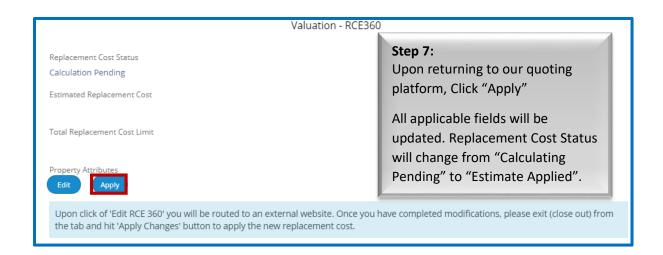
Step 4:

- If "adjust value" was selected in step 2, select the reasons for the adjustment, then input the Total Dwelling Coverage Amount. Please note this amount cannot be less than the calculated value
- Click "Submit" once done.



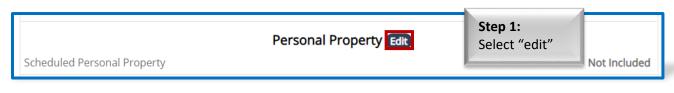


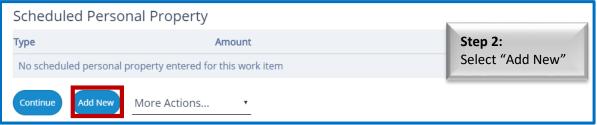


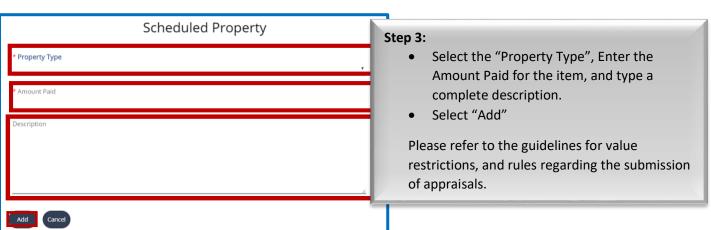


Property: How to add scheduled Personal Property

Scheduled Personal Property can be added to applicable programs from the Policy Summary page.



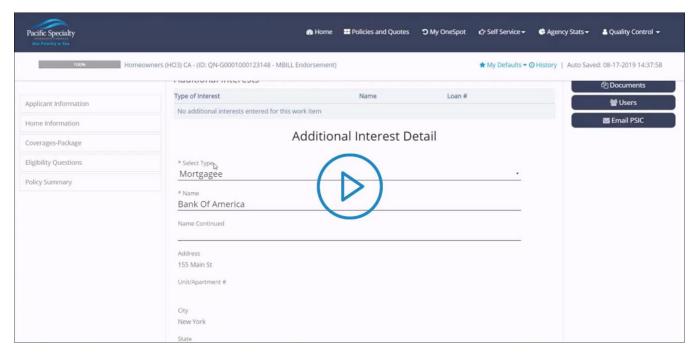






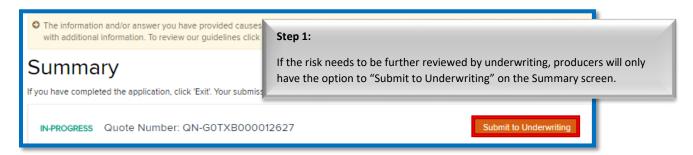
Property: How to submit for bind via Mortgage/Escrow Bill

For information on submission for bind via mortgage/escrow bill for homeowners, please refer to the <u>video linked below</u>. The video will provide a high-level overview of the process.

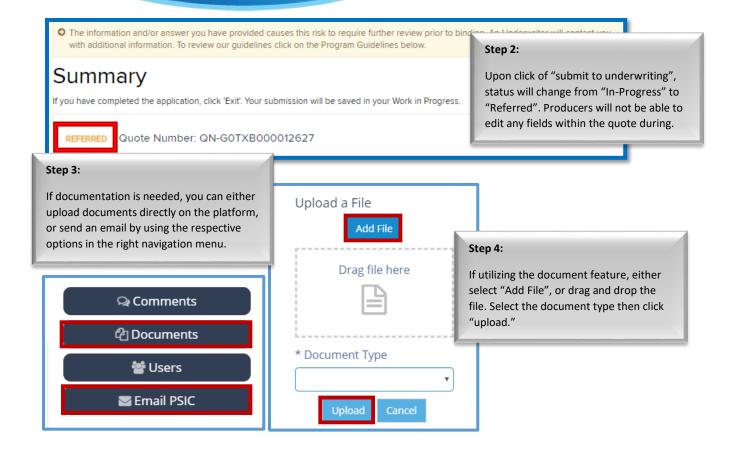


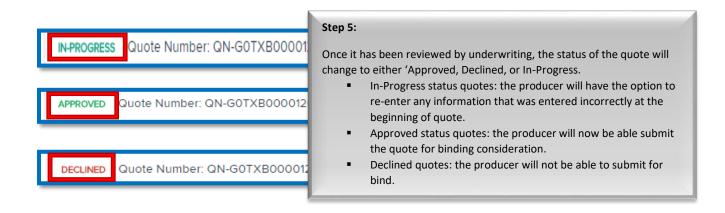
What is the Pre-Bind referral process?

This is the same as a "Submit for Approval" in our guidelines. Certain information or documentation must be provided prior to submission for bind.











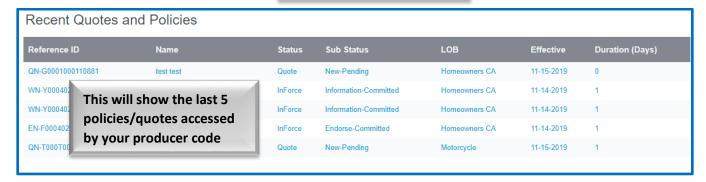
How to Look up a Quote/Policy on the new platform

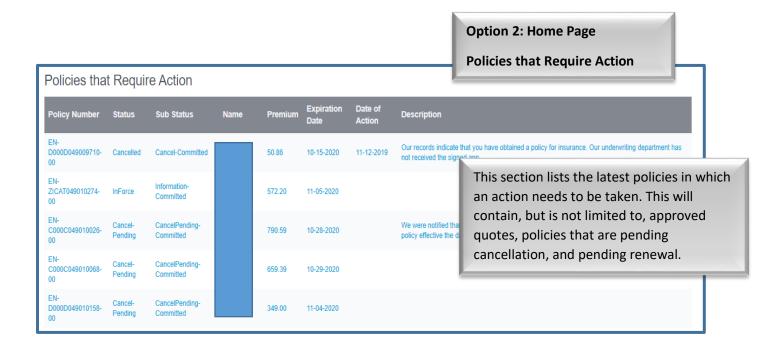
Here are four options to search for your policy/quote on the new platform. From the home page

- a. Recent policies and Quotes
- b. Policies that require action
- c. Status Boxes
- 2. Policies and Quotes in the top navigation bar
 - a. Advanced search capabilities



Option 1: Home Page
Recent policies and quotes







Option 3: Home Page Status Boxes (bottom of the page)



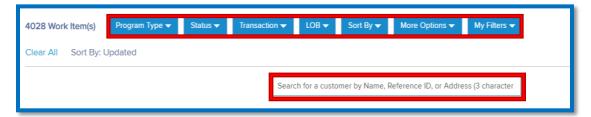








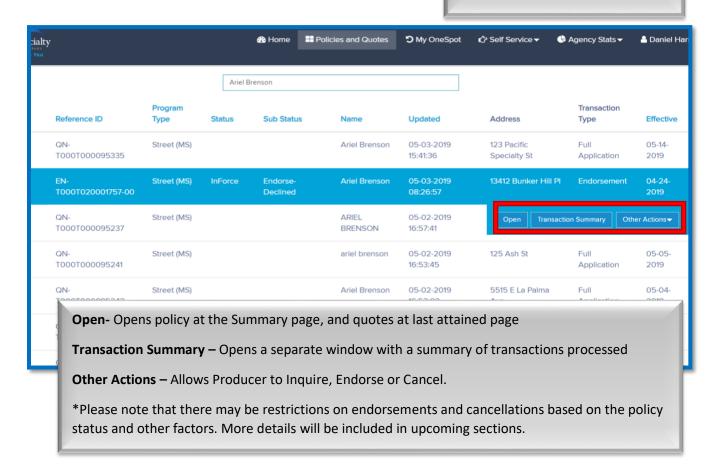
Option 4: Policies and Quotes Advanced search options



- 1. Use the dropdown boxes to filter for types of work items, work item statuses, or transaction types
- **2.** Use the search box to find specific policies using any of the following:
 - Insured's Name
 - Policy/Quote Number
 - Insured's Address



Select the policy you are looking for and use the available commands to access the policy.





AssureSign – The new E-signature

The electronic signature process has been updated on our new platform. We have built an integration with vendor AssureSign for the signing of new business applications. Prior to bind, the default will be set for automatic opt-in to our electronic signature process. An email address from both the insured and producer will be required if you utilize the e-signature process. After submission for bind, an email will be sent to the insured's email. They will follow the link in the email to proceed with signing. Once signed by the insured, our system will be automatically updated and both the insured and producer will receive a confirmation email with the signed application. The producer will fill out any and all pertinent acknowledgements prior to submitting for binding.

Agreement to Complete Application for Insurance Electronically

I have reviewed all information represented in this application and wa correct and in complete compliance with all underwriting requirements is subject to acceptance of the risk by PSIC provided all underwriting rules

The applicant's failure to provide Pacific Specialty Insurance Company will result in cancellation of the policy. A signed application assures Pacific applicant has attested to the accuracy of the answers and informations to entering into an insurance contract.

If "yes" is selected here, you are agreeing to sign via electronic signature. An email address for both the insured and the producer will be required. The application must be signed within 3 business days or the policy may be subject to cancellation

I agree to complete, and sign the application electronically using PSIC's preferred vendor.



- * Insured E-mail Address
- * Producer E-mail Address
- * I have reviewed all information with my client including unacceptable risks and binding procedures and agree that checking this box will serve as my electronic signature on the application.



You, as the producer, are acknowledging you have reviewed all information with the client in this section. By selecting "yes", you will be able to proceed from the page and this selection will serve as the acknowledgement of electronic signature on the application.



NR

Tue 4/30/2019 9:03 PM

No Reply <notifications@assuresign.com> Your document from Pacific Specialty Insurance will expire

To Daniel Harms

Dear Ariel Brenson,

Your Pacific Specialty Insurance document has not yet been signed by all required parties. If the signing process is not completed, a notice of cancellation will be issued.

Please review, complete, and sign the application within three (3) calendar days of policy issuance. The applicant's failure to provide Pacific Specialty Insurance Company with a complete and signed application will result in cancellation of the policy. A signed application assures Pacific Specialty Insurance Company that the applicant has attested to the accuracy of the answers and information provided and that the applicant consents to entering into an insurance contract

If you have not yet had a chance to finish signing the document, you may sign it now by clicking here

Document signing powered by Assure Sign. ©2019 Assure Sign, LLC All Rights Reserved.

What if my insured does not have an email address?

Producers do have the option to opt-out of the electronic signature process, if the insured does not have an email.

Agreement to Complete Application for Insurance Electronically

I have reviewed all information represented in this application and warrant that the application is true and correct and in complete compliance with all underwriting requirements including binding procedures. Binding is subject to acceptance of the risk by PSIC provided all underwriting rules are followed.

The applicant's failure to provide Pacific Specialty Insurance Company with a complete and signed application will result in cancellation of the policy. A signed application assures Pacific Specialty Insurance Company that the applicant has attested to the accuracy of the answers and information provided and that the applicant consents to entering into an insurance contract.

I agree to complete, and sign the application electronically using PSIC's preferred vendor.



This is a sample of the initial email the insured will receive once the policy has been submitted for binding. This is received almost immediately. If the

application is not signed that day, the insured will

receive reminder emails for the next 3 days. If the

reminder, the policy may be subject to cancellation.

application has not been signed after the third

By answering "no" to the above question, you agree to manually remit the signed application to PSIC via mail or email within 3 calendar days of issuance. If not submitted your policy may be subject to cancellation.

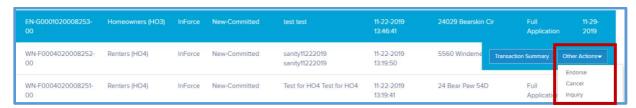
Continue

More Actions...



What are the Self-Service options for producers?

Producers will have more authority to process transactions on behalf on the named insured on the new system. This will include inquiry mode, enhanced endorsement options, and the ability to cancel policies on the insured's behalf. These can be accessed under the "Other Actions" dropdown from the Policies and Quotes page. The following sections will go over some of the features of these self-service options.



The <u>video linked below</u> discusses self-service capabilities including self-payment options, searching for policies, and endorsing, cancelling or inquiring about policies.

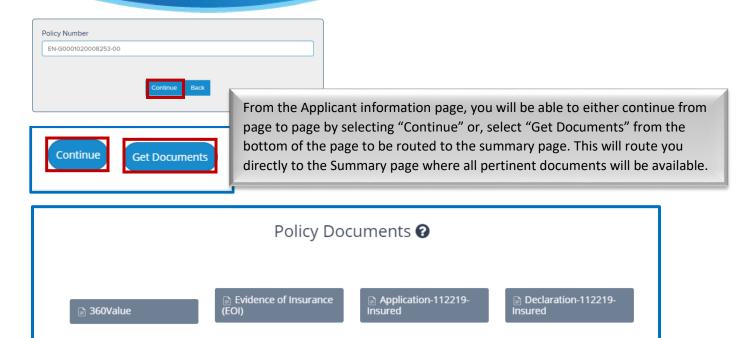


How do I inquire a policy and view documents?

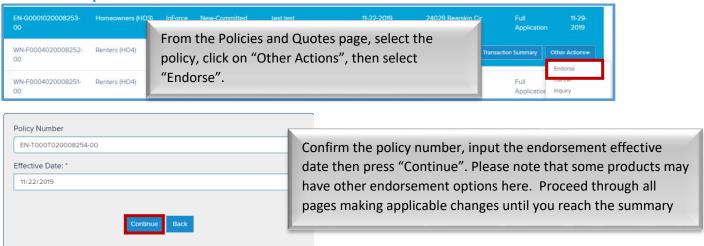


From the Policies and Quotes page, select the policy, click on "Other Actions", then select "Inquiry". Confirm the policy number, then continue. Please note all fields will be read only.

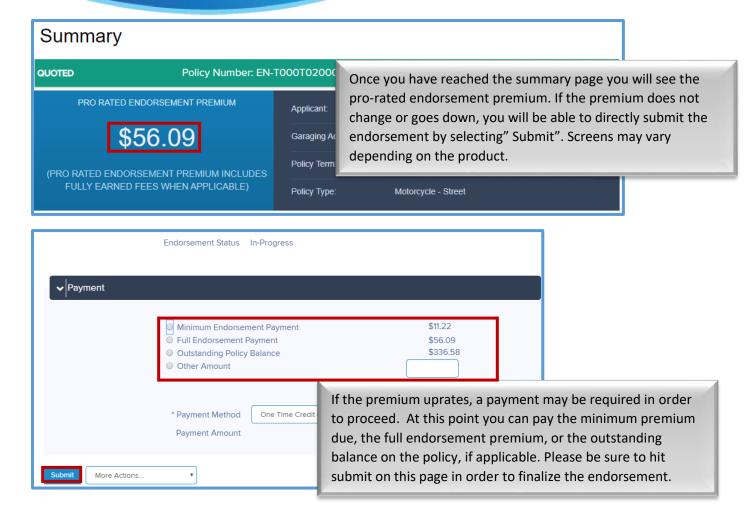




How do I process an Endorsement?







Casualty: Endorsement: How to Change the Mailing Address and other contact information

To begin the endorsement, review the section "How do I process an endorsement". Once you have landed on the applicant information page, you will see some of the fields are now editable. After all applicable fields have been edited, proceed to the summary page and submit the endorsement.

- Mailing address
 - From the Applicant information page, under Name and Address select "Edit Address"



- The fields will now be editable
- Validate address
- Continue
- Garaging Address
 - From the Applicant information page, under Name and Address select "No" for the question "Is Garaging Address the same as Mailing Address?"



| * Is Garaging Address the same as Mailing Address? | Yes No No |
|---|------------------|
| • Garaging Address | |
| Unit/Apt # | |
| * City | |
| State | California |
| *Zip Code | |
| | Validate Address |

- The fields will now be editable
- Validate address
- Continue
- Phone number and email address
 - Fields are editable
 - Simply type over the existing information with the updated information

Casualty: Endorsement – How to change coverage

To begin the endorsement, review the section "How do I process an endorsement". Once you have landed on the applicant information page, hit "Continue" on each page until you reach the coverage page. After all applicable fields have been edited, proceed to the summary page to submit the endorsement. Some endorsements may need to be reviewed by an underwriter prior to submission.

- Coverages
 - Most coverages can be updated on this page. Some coverages are not available unless you select other coverages first.
 - Most limits can be increased or decreased without a signed request. Some changes may have to be reviewed by an underwriter prior to submission
 - To add trailer coverage, you must first purchase comprehensive/collision coverages, and the trailer must first be added on the vehicle page under one of the vehicles listed. Proceed to coverage to see the coverage has been added.

Casualty: Endorsement: How to add a Vehicle/Vessel or a Driver midterm

To begin the endorsement, review the section "How do I process an endorsement". Once you have landed on the applicant information page, hit "Continue" on each page until you reach the coverage page. After all applicable fields have been edited, proceed to the summary page and submit the endorsement.

• Addition/Edit of Driver



• From the Drivers page, select "Add New" to add an additional driver or "Edit" to modify an existing one.



- Input all mandatory fields
- Select "Add" or "Save"
- Continue
- Please note the driving history will be ran prior to submission. This may need underwriting review prior to submission.
- Addition of Vehicle/Vessel
 - From the Vehicles or Vessels page, select "Add New" to add an additional vehicle/vessel or "Edit" to modify an existing one.

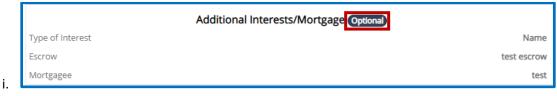


- Input all mandatory fields
- Select "Add" or "save"
- Continue to coverages pages
- Select vehicle level coverages

Property: Endorsement – How to update the mortgage/escrow information

To begin the endorsement, review the section "How do I process an endorsement". For this type of endorsement, select reason "Other" to proceed. After all applicable fields have been edited, proceed to the summary page and submit the endorsement.

- Mortgage/escrow information
 - Proceed to the Summary page (continue on each page)
 - Next to Additional interests/Mortgage select "Optional" to enter the section





 Certain fields will now be editable. From this page you may be able to edit, delete, or add new. Select continue once finished

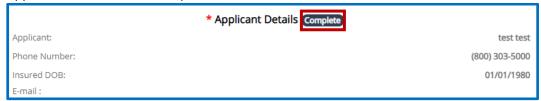


ii. Select continue once finished.

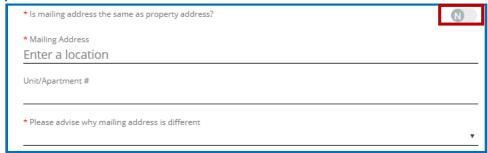
Property: Endorsement - How to change the mailing address and other contact information

To begin the endorsement, review the section "How do I process an endorsement". For this type of endorsement, select reason "Other" to proceed. After all applicable fields have been edited, proceed to the summary page and submit the endorsement.

- Mailing address/contact information
 - Proceed to the Summary page (continue on each page)
 - Next to Applicant details select "Complete" to enter the section



- Certain fields will now be editable (vesting, cell phone number, additional phone number, email address, and mailing address)
- To change the mailing address, select "N" for the question "Is mailing address same as property address?"



- ii. Validate address
- iii. Fill out other pertinent fields
- Continue

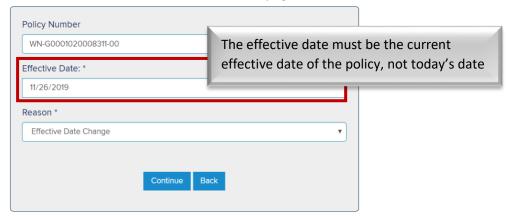
i.



Property Endorsement – How to change the effective date

To begin the endorsement, review the section "How do I process an endorsement". For this type of endorsement, select reason "Effective Date Change" to proceed. This type of endorsement is only available for escrow/mortgage bill policies where the current effective date is in the future.

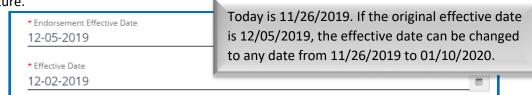
• Ensure the effective date on the first endorsement page is the current effective date.



Coverages page

i.

- Proceed to the coverage page by selecting "Continue" on each page.
- Endorsement effective date will be the current policy effective date
- Change the Effective Date to a date no less than the current date, but no more than 45 in the future.



- ii. EX: Today is 11/26/2019. If the original effective date is 12/05/2019, the effective date can be changed to any date from 11/26/2019 to 01/10/2020
- iii. The endorsement effective date will be the original policy effective date, and the effective date will be the new effective date.
- Proceed to the summary page and submit the endorsement.

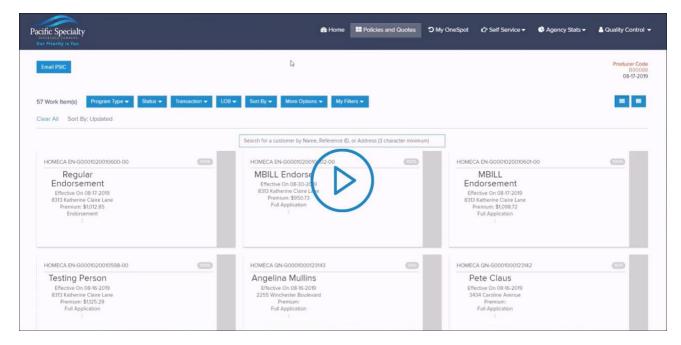
Property: Endorsement - How to change coverage

To begin the endorsement, review the section "How do I process an endorsement". For this type of endorsement, select reason "Other" to proceed. After all applicable fields have been edited, proceed to the summary page and submit the endorsement.

- Coverages page
 - Most coverages can be updated on this page. Some coverages are not available unless you select other coverages first.

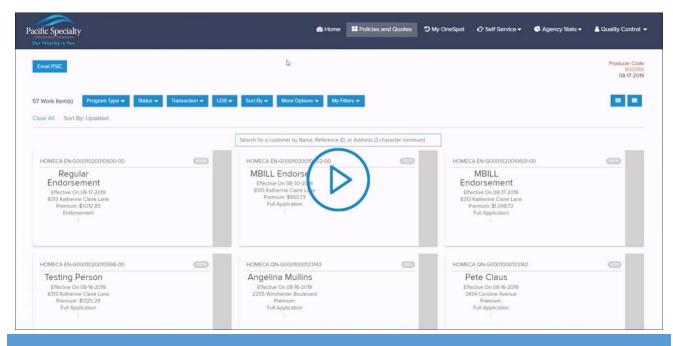


- Most limits can be increased or decreased without a signed request. Some changes may have to be reviewed by an underwriter prior to submission.
- Once all requested adjustments have been made, proceed to the summary page and submit the endorsement.



Property Endorsements

Check out the <u>video linked below</u> which covers adjusting effective dates, endorsement types, and coverage options.

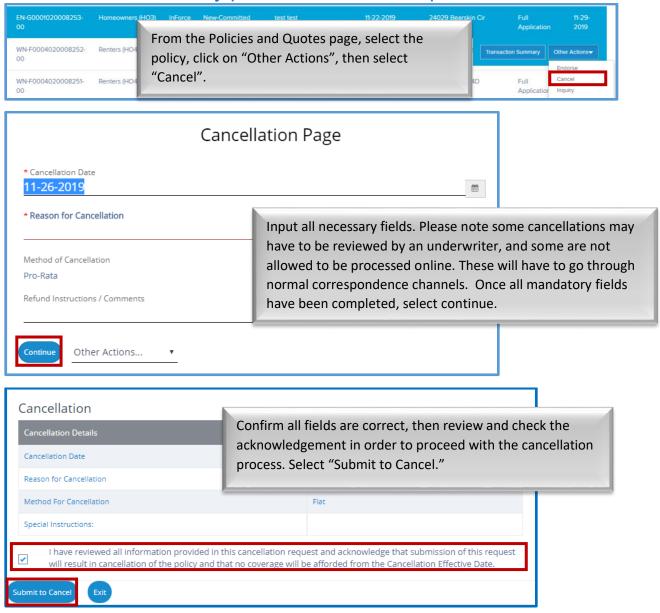


LAST UPDATED: 09/16/2019 27

The insurance policy, not this guide, forms the contract between the insured and the insurance company. The policy may contain limits, exclusions, and limitations that are not detailed in this presentation. Coverages may differ by state.

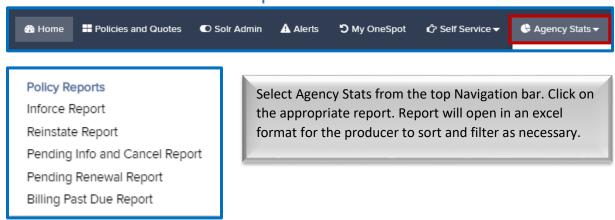


How to Cancel a Policy per the Insured's Request





How to access Producer reports





Frequently Asked Questions (FAQs)

What programs are being released onto the new platform?

California Street, Off-road, HO-3, HO-4, HO-6, DP-1, and DP-3. Renewal business will remain on the legacy system for the time being.

What are the major differences I can expect to see?

We are launching a completely new quoting platform. There will be new pre-bind integrations, updated forms, a new payment system, and more self-service capabilities for the producer. Other states and products to follow!

How do I access the new platform?

There are no major differences from your side. Upon selection of the applicable programs, you will be routed to the new platform.

Will I be able to bridge in from any comparative raters?

The bridging of the comparative raters to our new portal is going to be rolled out over the next few weeks. PLRTR and EZLynx will be released in mid-November with others to follow shortly after. If you are experiencing issues bridging, please first confirm your username and password credentials are the same as the ones on our system.

I received an error message in red text. What does the red text signify?

This is a hard stop message. If quote generates a notification in red that means risk is unacceptable and producer will not be able to continue with the quote.



I received a message in blue text. What does the blue text signify?

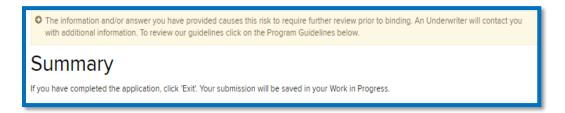


This is an informational message. If a quote generates a notification in blue that means additional information/ documentation might be needed for quote.



I received a message in yellow text. What does the yellow text signify?

This is a warning message. If a quote generates a notification in yellow that means the risk will need to be referred to underwriting to be reviewed, or additional information is needed.



Will we be notified of current moratoriums and regulation changes?

Yes, it will be available under Home dashboard.

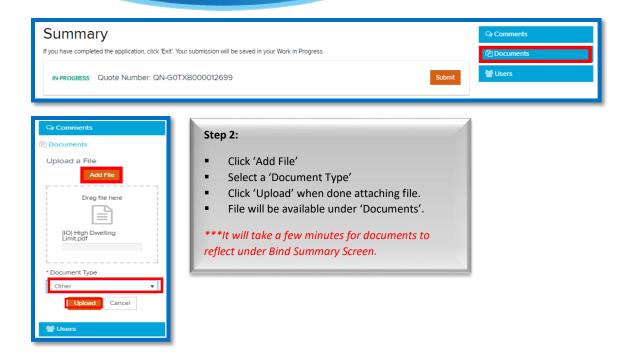


Will users be able to upload documents to quotes/policies on the new platform?

Yes. Users will only be able to attach documents to quotes.







What is the new Application signature process?

The electronic signature process has been updated on our new platform. We have built an integration with vendor AssureSign for the signing of new business applications. Prior to bind, you be automatically opted into our electronic signature process. An email address from the insured and producer will both be required if you utilize the e-signature process. The producer will fill out any and all pertinent acknowledgements prior to submission for binding. After submission, an email for the insured's portion of the signature process will be sent to their respective email. They simply need to click on the appropriate link in the email to be routed to the AssureSign platform. Once signed by the insured, our system will be automatically updated and both the insured and producer will receive a confirmation email with the signed application.

How long do we have to sign the application?

The application must be signed by the applicant and the producer within 3 business days of submission. If both parties have not signed the application within that time frame, the policy may be subject to cancellation.

Will producers be able to process endorsements and cancellations on the new platform?

Yes. Producers will be able to process endorsements and cancellations on the new platform. There may however be limitations depending on the scenario.



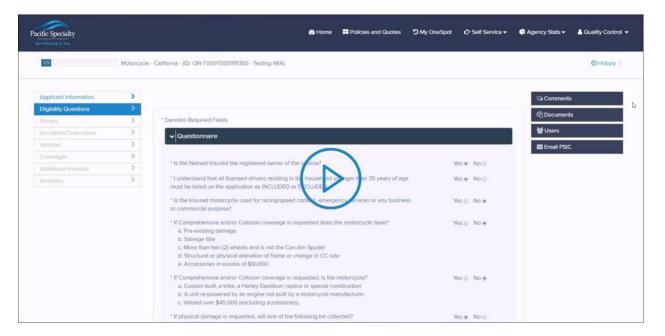




Step 2: Click on the policy you wish to process, select "Other Actions", then select the appropriate transaction.

Work Item Assistant Review

The video linked below is an overview on the work item assistant comprised of comments, documents, users, and email PSIC.





Glossary of Terms

Billing Method – If the policy is to be set up on preauthorized payments, choose Credit Card or EFT as the Billing Method. Otherwise, choose Paper Invoice.



Paper Invoice – This is the billing method to be selected, when the insured does not want to have funds drafted from their account. Payment will need to be made online, over the phone, or via mail.

Relation to Applicant – Field utilized to describe the relationship between the listed drivers and the applicant.

SP: SpouseC: Child

• **P/S:** Partner/Significant Other

P: ParentSIB: Sibling

• **S**: Self

Task – Unit of work that must be done on a policy/claim.

Transaction Types & Uses – On the TransACT page, there are 12 transaction types listed under the Transaction Type drop-down menu. Each type has its own specific use and function. Transaction types are as follows:

| Туре | Use Description |
|----------------|--|
| Endorse | Makes changes to a policy |
| Cancel | Cancels the policy. No coverage is in force |
| Renew | Renews the policy |
| Renewal Change | Makes changes to renewal term only (conditional renewal) |
| Information | Requests information from the insured/producer (Notice, Cancel, or Non-Renew), |
| Cancel Pending | Underwriting cancellation with future cancellation date, or future dated |
| | insured request cancellation. |
| Non-Renew | Non-renewal was issued per underwriter discretion |
| Reinstate | Reinstated a cancelled policy – no lapse in coverage. |
| Rewrite | Rewrite a policy that has expired or cancelled |

UI – Acronym for User Interface. This refers to the graphic you see on the screen.

Waive – All fees/surcharges should be waived, if determined that we will not be charging.

Write-off – Write-offs are to be used for premium, if the company has decided that we will not bill for funds.