



INDIANA

PERSONAL UMBRELLA

MANUAL

MADISON MUTUAL INSURANCE COMPANY

PERSONAL UMBRELLA UNDERWRITING MANUAL INDEX

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PERSONAL UMBRELLA AUTHORITY GUIDELINES

The agent is authorized to issue a Personal Umbrella application up to limits of one million that meets all of the guidelines of the program. Higher limits must be referred to the Home Office for approval. See page I A-1 regarding ineligible exposures and page I A-2 for eligibility requirements and underlying policies.

PERSONAL UMBRELLA AGENTS' UNDERWRITING GUIDELINES

An application for insurance is submitted at the discretion of the agent, who should use all available information in the field underwriting process. The Home Office uses all information including the application, the history we maintain and other sources of public information.

We view the integrity of the information on the application with major importance. The truthfulness of the details of claims is important to the underwriting decision. It is important to note that the underwriting process is based on all available information.

All policies are written for one year.

Applicants should be of integrity, good morals and reputation. An application is written only in the name of an individual and spouse, and is specifically designed for executives, various professionals and other individuals with the need for substantial liability protection. In the case of the professional person, there must be a record of ethical and competent practices.

Persons not eligible include, but are not limited to, the following occupations which place them in the public limelight or criticism:

- Politicians - State level and higher
- Labor leaders
- Entertainers including professional actors, actresses, athletes, radio broadcasters and telecasters
- Any person presently involved in a lawsuit
- Any person who has been sued for libel or slander
- Persons who present a moral or morale hazard
- Day Care Operators
- Private Investigators

Exposures generally considered undesirable and may be disqualified:

- Any exposure that would not meet our Primary Underwriting Requirements.
- More than 4 Residential Properties (RP).
- Off Premises office or more than an incidental on-premises office.
- Motorcycles - if driven by an insured under the age of 25; and/or if the vehicle is equipped with a engine generating more than 750cc's of displacement; and/or if the operator has less than five (5) years of experience with this type of motorcycle.
- Watercraft:
 1. Inboard or inboard-outboard motor power in excess of 450 horsepower owned by, rented to or chartered by an insured;
 2. Forty (40) feet or more in length if the vessel is owned by, rented to or chartered by an insured;
 3. The following eligibility chart applies for all boats:

HORSE POWER

Vessel Length	0-25	26-50	51-100	101-150	151-275	276-350	351-450
0'-15.99'	Yes	Yes	Yes	No	No	No	No
16'-25.99'	Yes	Yes	Yes	Yes	Yes	No	No
26'-40'	Yes	Yes	Yes	Yes	Yes	Yes	Yes

4. Boats whose maximum speed exceeds 40 miles per hour;
5. Non-standard types (e.g. Homemade, kit, hydrofoil, air propeller, or any unique design or construction);
6. Vessels with full time or part time paid crews;
7. Youthful operators under 19 years of age. Any operator under the age of 25 must hold a Coast Guard approved certificate;
8. Boats operated by persons with little or no boating experience. Operators should have five years of boating experience with the type of vessel being insured;
9. Operators whose driving record would not qualify them for our auto program;
10. Vessels operating more than 50 miles off the coast of the U.S.

Coverage Not Available on the Personal Umbrella:

- Professional and Aircraft liability coverage is not available.
- Uninsured or Underinsured Motorist Coverage are not available on the Personal Umbrella Policy.

To be eligible, the Company must:

- Write all underlying policies that are available.
- Write employers liability coverage on underlying policies when farms are insured.
- A copy of a policy declaration must be provided for any personal insurance not provided by Madison Mutual Insurance Company and it must be written by a company or carrier with an A.M. Best's rating of B+ or better.
- If the applicant has no owned autos, an application may be submitted using the Non-Ownership charge. However, some underlying coverage must exist in the form of a Non-Ownership Automobile Liability Policy or Drive Other Car coverage.
- In the case of co-ownership of property, a copy of the declaration for the co-owner's policy must be submitted.

Special Rates:

- The company may change rates other than those indicated when required by its reinsurers and submitted as an individual risk filing.

POLICY TYPE

The Personal Umbrella policy provides for a \$1,000,000 basic limit of liability for each occurrence. Optional limits are available up to \$5,000,000. The two principal features include:

- Excess coverage over the insured's primary underlying policies.
- Additional coverage for exposures not provided for under the insured's primary policies (This coverage is subject to a retained limit of \$250, \$500 or \$1000).

The basic coverage under this program may include:

- Personal Liability including residences and farms
- Eligible owned and non-owned automobiles
- Watercraft
- Employers Liability
- Recreational Vehicles

RETENTION LIMIT DISCOUNTS

The minimum retention by the insured for occurrences not covered by underlying insurance is \$250. For retained limits greater than \$250, reduce the total premium as follows:

<u>Retained Limit</u>	<u>Premium Credit</u>
\$500	\$3.00
\$1,000	\$5.00

BILLING PAYMENT OPTIONS

Our Umbrella program offers three payment options to policyholders. These options are the following:

- Direct Bill – Pay in Full
- Direct Bill – 6 Pay requires two months down – 5 remaining installments every 45 days
- Automated Debit 12 Pay - A monthly (ACH) requires 2 months down

Down payments on any bill plan option can be made by the following payment types:

- ACH from the customer's account
- ACH Trust from the agent's trust account
- Credit Card

There is a \$5 Installment Fee applied to all Direct Bill pay plans to all installment payments, not the down payment.

Automated Debit 12 Pay requires an authorization form to be completed and attached to the policy or kept in the agency office. There is a \$1 service charge per installment when selecting this method of payment. This type of payment does require an immediate down payment. If no money is collected, an immediate transaction will pull from the customer's account.

There is a \$20 Insufficient Fund charge when a payment is not honored by the financial institution.

A \$20 fee will be applied for any rejected Credit Card payment.

In order to finalize any outstanding balances, there is a minimum seven-day delay until any refunds are processed.

In the event we receive an overpayment on a policy, the entire amount will be applied to the following installment and will not be divided among the remaining installments.

Endorsements that are made to a policy and results in an amount due will be divided among the remaining installments. If there are no remaining installments and an endorsement has been processed which results in a charge of \$25 or less, the amount will be added to the next renewal.

If a policy is cancelled for non-payment and a payment is later received there are two options:

- Reinstate with a lapse in coverage. This is allowed only within 16 days after cancellation and there is no coverage during this time. Payments received after the 16 days will be returned
- If 30 days past the due date, a new application must be submitted as new business, and all previous discounts will not apply

COVERAGE LIABILITY MINIMUMS

If Madison Mutual is not the primary carrier, the minimum underlying requirement is \$500,000

<u>Coverage</u>	<u>Required Underlying Limits</u>
• Automobile	\$300,000/500,000 Bodily Injury \$100,000 Property Damage or \$300,000 Combined Single Limit
• Homeowners or Farmowners Personal	\$300,000 Single Limit
• Watercraft - less than 26 feet in length - 26 feet or more in length - personal watercraft including but not limited to wave runners and jet skis	\$300,000 \$500,000 \$500,000
• Recreational Vehicles (must include Guest Passenger Liability)	\$300,000/500,000 Bodily Injury \$100,000 Property Damage or \$300,000 Combined Single Limit
• Motorcycles licensed for roadway use (must include Guest Passenger Liability)	\$300,000/500,000 Bodily Injury \$100,000 Property Damage or \$300,000 Combined Single Limit
• Business Pursuits or Owned Property - Rental Property (Up to 4 family)	\$300,000 Bodily Injury \$50,000 Property Damage or \$300,000 Single Limit
• Employers' Liability	\$500,000 Per Employee \$500,000 Per Accident \$500,000 Per Disease

UMBRELLA RATES

*Minimum Annual Premium is \$160.00

*The Company may modify the premium based on the exposure.

PERSONAL LIABILITY - Residences & Farms

		\$1M	\$2M	\$3M	\$4M	\$5M
A. Initial Residence						
	160 acres or less	\$ 60	\$ 90	\$120	\$150	\$180
B. Initial Farm Residence						
	160 acres or less	\$ 60	\$ 96	\$132	\$168	\$204
C. Each Additional Residence (Includes Farms)		\$ 20	\$ 30	\$ 40	\$ 50	\$ 60
D. Additional Farm Acreage						
	0 - 160 acres	\$ 10	\$ 16	\$ 22	\$ 28	\$ 34
	161 - 500 acres	\$ 20	\$ 32	\$ 44	\$ 56	\$ 68
	501 - 1000 acres	\$ 30	\$ 48	\$ 66	\$ 84	\$102
	1001 - 1500 acres	\$ 40	\$ 64	\$ 88	\$112	\$136
	1501- 2000 acres	\$ 50	\$ 80	\$110	\$140	\$170
	Over 2000 acres	\$ 60	\$ 96	\$132	\$168	\$208
*Includes all owned, leased, rented, and operated acres.						
*Do not charge for acreage if wooded or used for a yard.						
E. Vacant Lot < 5 acres		\$ 10	\$ 16	\$ 22	\$ 28	\$ 34
F. Time Share		\$ 15	\$ 24	\$ 33	\$ 42	\$ 51
G. Additional Insured						
	Business Type	\$15	\$15	\$15	\$15	\$15
	All Other Types	N/C	N/C	N/C	N/C	N/C
H. Pond or Adjoining Lake		\$ 10	\$ 16	\$ 22	\$ 28	\$ 34
I. Vacant Lots with Structures		\$ 15	\$ 24	\$ 33	\$ 42	\$ 51

AUTOMOBILE LIABILITY

	\$1M	\$2M	\$3M	\$4M	\$5M
A. Initial Vehicle	\$ 85	\$136	\$187	\$238	\$289
B. Additional Vehicle	\$ 40	\$ 60	\$ 80	\$100	\$120
*Owned, Leased, or Furnished for Regular Use					
C. No Vehicle - Non-Ownership Charge	\$ 50	\$ 80	\$110	\$140	\$170
D. Youthful Driver Surcharge (less than 25)	\$ 55	\$ 83	\$110	\$140	\$170
*Number of youthful operators should not exceed the number of vehicles					
E. Motorcycle	\$ 30	\$ 48	\$ 66	\$ 84	\$102
F. Motor Home	\$ 30	\$ 48	\$ 66	\$ 84	\$102

WATERCRAFT LIABILITY

	\$1M	\$2M	\$3M	\$4M	\$5M
A. Watercraft Length/HP					
Sailing < 26'	\$ 20	\$ 32	\$ 44	\$ 56	\$ 68
Paddle Boats <26'	\$ 20	\$ 32	\$ 44	\$ 56	\$ 68
0-15.99/0-25	\$ 20	\$ 32	\$ 44	\$ 56	\$ 68
0-15.99/26-50	\$ 38	\$ 61	\$ 84	\$106	\$129
0-15.99/51-100	\$ 57	\$ 91	\$125	\$160	\$194
16-25.99/0-25	\$ 20	\$ 32	\$ 44	\$ 56	\$ 68
16-25.99/26-50	\$ 38	\$ 61	\$ 84	\$106	\$129
16-25.99/51-100	\$ 57	\$ 91	\$125	\$160	\$194
16-25.99/101-150	\$ 57	\$ 91	\$125	\$160	\$194
16-25.99/151-275	\$ 99	\$158	\$218	\$277	\$337
26-40/0-25	\$ 31	\$ 50	\$ 68	\$ 87	\$105
26-40/26-50	\$ 38	\$ 61	\$ 84	\$106	\$129
26-40/51-100	\$ 57	\$ 91	\$125	\$160	\$194
26-40/101-150	\$ 70	\$112	\$154	\$196	\$238
26-40/151-275	\$110	\$176	\$242	\$308	\$374
26-40/276-350	\$140	\$224	\$308	\$392	\$476
26-40/351-450	\$170	\$272	\$374	\$476	\$578
B. Watercraft < 26HP					
Wave Runners	\$ 30	\$ 48	\$ 66	\$ 84	\$102
Jet Skis	\$ 30	\$ 48	\$ 66	\$ 84	\$102
Youthful Operator Surcharge(age 16-25)	\$ 20	\$ 32	\$ 44	\$ 56	\$ 68

*Number of youthful operators should not exceed the number of watercrafts

*Where two or more motors are used together in connection with any single watercraft, the combined horsepower will be used for rating purposes.

RECREATIONAL VEHICLES

	\$1M	\$2M	\$3M	\$4M	\$5M
A. Golf Cart	\$ 25	\$ 38	\$ 50	\$ 63	\$ 75
B. Snowmobiles	\$ 25	\$ 38	\$ 50	\$ 63	\$ 75
C. ATV	\$ 25	\$ 38	\$ 50	\$ 63	\$ 75
D. Mini-Bikes	\$ 25	\$ 38	\$ 50	\$ 63	\$ 75
E. Trail Bikes	\$ 25	\$ 38	\$ 50	\$ 63	\$ 75
F. Other Vehicles Not Licensed for Highway	\$ 25	\$ 38	\$ 50	\$ 63	\$ 75
G. Other RV Vehicles	\$ 25	\$ 38	\$ 50	\$ 63	\$ 75
H. Youthful Driver Surcharge/RV (age 16-25)	\$ 20	\$ 32	\$ 44	\$ 56	\$ 68

*Number of youthful operators should not exceed the number of recreational vehicles.

BUSINESS PURSUITS, BUSINESS PROPERTY, AND OTHERS

	\$1M	\$2M	\$3M	\$4M	\$5M
A. Business Pursuits					
HO, FO, CPL, or FCPL additional	\$ 10	\$ 16	\$ 22	\$ 28	\$ 34
Office Premises	\$ 10	\$ 16	\$ 22	\$ 28	\$ 34
B. Custom Farming	\$ 25	\$ 40	\$ 55	\$ 70	\$ 83

UMBRELLA ENDORSEMENTS

DL9806 (02/15) – Personal Umbrella Liability Policy Excess Business Pursuits Coverage Endorsement

DL9808 (02/15) – Personal Umbrella Liability Policy Trust Endorsement

DL9812 (02/15) – Personal Umbrella Liability Policy Auto Liability Following Form Endorsement

DL9813 (02/15) – Personal Umbrella Liability Policy Exclusion – Designated Auto Endorsement

DL9814 (02/15) – Personal Umbrella Liability Policy exclusion – Designated Recreational Motor Vehicle Endorsement

DL9815 (02/15) – Personal Umbrella Liability Policy Exclusion – Designated Watercraft Exclusion Endorsement

DL9816 (02/15) – Personal Umbrella Liability Policy Exclusion – All Hazards in Connection with Designated Premises Endorsement

DL9817 (02/15) – Personal Umbrella Liability Policy Exclusion – Fungi, Wet, or Dry Rot, or Bacteria Endorsement

DL9824 (02/15) – Personal Umbrella Liability Policy Exclusion – Motorcycle and Moped Endorsement

DL9825 (02/15) – Personal Umbrella Liability Policy Exclusion – Watercraft Endorsement

DL9826 (02/15) – Personal Umbrella Liability Policy Exclusion – Recreational Motor Vehicle Endorsement

DL9830 (02/15) – Personal Umbrella Liability Policy Exclusion – Motor Home Endorsement Personal Umbrella Liability Policy

DL9902 (02/15) – Excess Permitted Incidental Occupancies Liability Coverage Endorsement

DL9949 (02/15) – Personal Umbrella Liability Policy Amendment of Policy Provisions – Indiana

MM715 (10/12) – Named Driver Exclusion

MM716 (10/12) – Named Driver Exclusion – Specified Auto

MM725 (10/12) – Additional Insured Endorsement

MM740 (10/12) – Additional Insured Endorsement – Partnership or Joint Venture

MM745 (10/12) – Additional Insured Endorsement – Corporation

MM750 (10/12) – Additional Insured Endorsement – Financial Institution

MM754 (10/12) – Pollution Exclusion

MM770 (10/12) – Named Motorcycle Operator Exclusion Endorsement

MM771 (10/12) – Named All-Terrain Vehicle Operator Exclusion Endorsement

MM772 (10/12) – Named Watercraft Operator Exclusion Endorsement