

BIX MARYLAND UNDERWRITING GUIDELINES FOR AUTO

APPLICATION

- Risk acceptability at new business and renewal will not be unfairly discriminatory and will be compliant with the applicable laws and address the acceptability and or verification of: drivers, vehicle types, vehicle garaging locations, vehicle use, dwelling type, property conditions, policies, and other rating characteristics.
- Branch will not cancel or refuse to write or renew any policy solely on the basis of national origin, creed, or race of the insured or applicant.
- Branch will not underwrite based on standards resulting in unfair discrimination against handicapped persons.
- Prior Branch customers terminated, or policy voided in connection with misrepresentation or fraud related to an application or claim will be ineligible for new business.
- Prior Branch customers previously cancelled for non-payment of premium will be ineligible. If the insured cures the debt and pays 100% down on the new Branch policy, then the customer may be eligible for a new policy.
- Prior Branch customers previously canceled, non-renewed, or rejected for other than non-pay of premium will be ineligible.
- If an applicant for insurance has an outstanding balance overdue from any other Branch policy, the applicant will be ineligible unless the debt is cured, and the applicant pays 100% down on the new Branch policy.
 - An applicant will be ineligible if any household member has been convicted of insurance fraud.
- A prior Branch customer or claimant who threatened bodily harm or engaged in menacing behavior towards a Branch employee or contractor will be ineligible for a new business policy.
- The spouse / domestic partner must be listed on the policies.
- Primary Named-Insured(s) and/or policy co-applicant must have an insurable interest in all vehicles listed on the policy.
- No two policies for the same line of business will be allowed to insure the same asset.

PRIOR CANCELLATIONS / REWRITES

- If a policy has been canceled for nonpayment of premium, eligible policies may be offered the option to reinstate. If the named insured on an eligible policy chooses to reinstate the cancelled policy in lieu of purchasing a new policy, the named insured must provide a written or recorded statement representing that for the time period between the effective date and time of cancellation and the date and time on which reinstatement is requested that no liability losses or accidents involving a household member, or damage to the property insured has occurred to the respective automobiles or home. No coverage shall be provided for such incidents or damage if the policy is reinstated.
- Rewrites within the same company/program are only acceptable if rewritten for: a) change in marital status/spin-off of parent's or another named insured's policy, b) moved to another state, c) for property if moved to another location or d) Branch technical limitation. We will require the first installment payment at the time of bind. We will allow for monthly billing. Endorsements impacting the policy premium will be spread across the remaining installment payments.
- Hardship Accommodation- if the company has determined that a hardship has occurred and that the hardship will prevent a named insured from obtaining a benefit or result in the insured suffering a hardship, Branch may accommodate the hardship but does not impact claims or obtaining a benefit they would not have otherwise received. The hardship may be death in the immediate family, bank error, military obligations, or substantial loss to residence (i.e., by fire).
- The auto and homeowner's policy can be canceled upon the written request of the insured.
- Cancellation or nonrenewal will not be based on sex or marital status.
- Credit history will not be the sole basis of an underwriting decision.
- Claims that are closed without payment will not be used for evaluating the eligibility of a risk.
- Customer-driven cancellations require written authorization by the insured or co-applicant or their representatives.
- All applications and coverage documents must be signed in the first 45 days of the new business policy period. If signatures are not received the policies will be canceled.

NEW BUSINESS MORATORIUMS

- Subject to any applicable laws and/or regulations, outstanding new business quotes or endorsement requests to increase limits or add coverage to in-force accounts will be suspended for the duration of the National Weather Service Named Hurricane or Tropical Storm watch/warning for Branch's service area. No new business or requests to increase limits or add coverage to in-force accounts may be bound until after the Storm passes Branch's service area. For at least thirty (30) days following the Named Hurricane or Tropical Storm warning/watch in Branch's service area, the insured must verify that no storm-related damage has occurred.

UNDERWRITING GUIDELINES FOR AUTO

- ● Policies may be written with a future effective date of the next day from the current date, up to 59 days from the current date.
- New business effective date changes will be accommodated as long as the new date is greater than or equal to today's date to accommodate new car purchases.
- Branch will not fail to renew an automobile policy solely because of the age attained by the insured.
- Continuous prior insurance for a minimum of 12 months (1 year) with a zero-day lapse is required. The policy will be Ineligible unless documentation stating the named insured was actively serving within the armed services or if there were no need for prior auto insurance they would be eligible.
- Policies where an SR22/FR44 or other proof of financial responsibility is required will be ineligible.
- BI/PD, UM/EUIM, PIP, and Guest PUP limits must be the same on all vehicles on a policy.
- **If a vehicle has any of the following characteristics, the risk is ineligible:**
 - Has a market value of \$125,000 or greater.
 - Used for commercial purposes or for other than personal purposes (other than those with the rideshare endorsement).
 - Has an altered suspension aside from street legal, or with greater than 4-inch lift kits. However, lift kits of 4 inches or less, lowriders with hydraulics, kit cars, and dune buggies are acceptable if registered for street use.
 - Is not registered for street use.
 - is equipped with cooking equipment or bathrooms except the Volkswagen Eurovan and Volkswagen Vanagon unless toilet facilities have been installed.
 - Pickups, vans, or utility vehicles with a gross vehicle weight rating greater than 14,000 lbs.

- Commercial auto types, including without limitation, step vans, panel vans, and box trucks.
- Vehicles leased or rented to others by the applicant or are regularly available to non-listed drivers.
- Owned or leased by a partnership or corporation/LLC.
- Pre-1981, limited production, exotic, classic, or collectible vehicles.
- Grey market vehicles.
- Used for racing.
- Used for carrying persons or property for compensation or a fee, including, but not limited to; limousine, taxi, or other livery services (does not apply to shared expense car pools), pickup or delivery of magazines, newspapers, food, or any other products; unless rideshare endorsement is present
- Used for emergency services, except for the occasional use by volunteer responders. ○ Used for snow plowing or landscaping in consideration of a fee.
- Low-speed vehicles that have a maximum speed of less than 55 mph.
- Used for transporting explosives, chemicals, flammable materials, or more than 500 pounds of supplies or equipment.
- **Business use that does not meet the acceptable use standards below:**
 - Used by sales or service representatives or for consumer-oriented direct home sales.
 - Used by real estate or insurance agents, lawyers, doctors, accountants, or other professionals visiting multiple locations.
 - Used by the insured to transport tools or other materials in a trade or business. ■ Owned by the insured and used by domestic employees.
 - Used in a business for occasional errands.

● **Ineligible Vehicles:**

- Alfa Romeo,
- Apollo Automobil,
- Aston Martin,
- Bentley,
- Bugatti,
- DeLorean,
- Ferrari,
- Fisker / Karma,
- Hennessey,
- Koenigsegg
- Lamborghini,
- Lotus,
- Maserati,

- Maybach,
- McLaren,
- Panoz,
- Pininfarina,
- Rolls Royce,
- Spyker,
- Sterling,
- Acura NSX,
- Audi R8, or
- Mercedes-AMG S65
- Tesla (Cyber Trucks and Plaid Editions)
- Rivian (all models)
- Polstar (all models)
- Lucid (all models)

INELIGIBLE RISKS

- **If anyone in the household has been convicted of the following charges in the prior 3 years, the risk is ineligible:**

- Driving while under the influence of alcohol or drugs.
- Refusal to take a sobriety test.
- Illegal possession of alcohol or drugs in a motor vehicle.
- Drinking while driving.
- Reckless driving.
- Failure to stop for a school bus.
- Careless driving.
- Inattentive operation
- Any operator who has had their driver's license or registration suspended or revoked, other than an administrative suspension or revocation, in the past 24 months.
- Criminal negligence, homicide, manslaughter, assault, or any felony arising from the use of an auto.
- Failure to stop and report an accident.
- Attempting to elude a police officer.
- Making false statements in an application regarding driver's license or registration.
- Theft or unlawful taking of an auto, or operating a vehicle without permission.
- Unlawful driving during suspension or revocation of driver's license or registration.
- Illegal use of or loaning a driver's license to an unlicensed person.
- Altering, forging, or counterfeiting licenses, titles, registration, or plates.
- Racing or participating in a race or timed/speed event.

LOSS HISTORY

- The risk will be ineligible if:
 - Any operator with 2+ at fault accidents in the past 3 years.
 - Any operator with 3+ violations in the past 3 years.
 - Any operator with 3+ combination of at fault accidents and violations in the past 3 years. ○ Any operator with 3+ not at fault accidents in the past 3 years.
 - If the auto policy has 3+ at fault accidents in total in the past 3 years.
 - If the auto policy has 5+ incidents (at fault, not at fault, violations) in total in the past 3 years.

TRAILER UNDERWRITING GUIDELINES

- Trailers cannot be written stand-alone, and there must be at least one auto on the policy. If the auto policy is no longer in effect for any reason, then the trailer is no longer in effect.
- Trailers must be non-motorized, portable units that do not require a special highway permit when towed.
- Trailers must not be on blocks nor have permanently attached utility connectors or any other structures, porches, or skirting to be eligible.
- Trailers used for business purposes are ineligible.
- Maximum contents coverage is \$5,000.
- Maximum trailer value is \$50,000 and in the event of a claim, coverage is based on the ACV of the trailer.
- **The following coverage options are available:**
 - Comprehensive only
 - Comprehensive and Collision
 - Comprehensive and Contents
 - Comprehensive, Collision, and Contents
- Deductibles for comprehensive and collision coverages for a trailer are provided at the same deductible as the primary auto. Contents coverage is provided with a \$100 deductible.