

**THE MEDICAL PROTECTIVE COMPANY
WELLFLEET INSURANCE COMPANY**

TEXAS

COMMERCIAL LINES BUSINESSOWNERS POLICY

**INITIAL FORM FILING
MEMORANDUM**

The Medical Protective Company ("TMPC") (#11843) and Wellfleet Insurance Company ("WIC") (#32280) (collectively, "Companies") respectfully submit for your review and approval the initial filing of its policy forms and endorsements for a Businessowners Policy ("BOP") product.

INTRODUCTION

The Companies are introducing an ISO-based BOP product in order to have the ability to insure the professional office exposures of healthcare and legal professionals. The BOP will utilize a combination of ISO rates, rules and forms, as well as independent rates (loss cost multipliers), rules and forms. The BOP will target small-size businesses with annual revenues of up to \$10M at a single location. Buildings can be written with values up to \$10M at a single location, and Business Personal Property can be written with values up to \$5M at a single location.

The Companies feel confident that the 100+ years of experience insuring medical professionals provides a competitive edge as it relates to risk selection and pricing, along with the combined experience and backgrounds of seasoned staff.

POLICY FORMS & ENDORSEMENTS

Applications to be utilized with the BOP product will be Acord applications. In regard to the forms submitted, please note the following:

- **Surcharges, Taxes or Fees:** When surcharges, taxes or fees are applicable to a policy, a corresponding descriptive reference may be included on various independent forms. If surcharges, taxes or fees are not applicable, the descriptive reference will not appear.
- **Logo placeholder:** The Declarations submitted for approval contains a placeholder for the Company logo so it can be customized and/or updated based upon the market segment, future branding changes, etc.

FORMS EXHIBIT 1 – ISO FORMS

The BOP product will utilize the ISO Division 10 Businessowners forms and endorsements as indicated on the attached Exhibit 1 which includes the corresponding Circular and Filing ID for reference. The Companies will not auto-adopt ISO form revisions going forward and will submit any required filings pursuant to state requirements and laws.

FORMS EXHIBIT 2 – INDEPENDENT FORMS

This exhibit identifies the Independent policy forms applicable to the BOP product and includes whether the form is mandatory or optional, has a rate impact and a description of the form. Final printed copies of the forms are included for your review and approval.

RULES OF USAGE

Because this is a new product with no historical company data in Texas, the Companies are relying on established Countrywide benchmarks to ensure pricing is reasonable, adequate, and not unfairly discriminatory under Texas Insurance Code 2251.052. Rates for optional customer choice endorsements are established based on Countrywide competitor benchmarks, currently approved under the provided SERFF Tracking numbers.