

Monthly Business Report by Producer

Criteria Settings			
Year:	2006	Agcy:	All Agencies
Month:	September	Brch:	1
Pr1:	All Producers	Dept:	All Departments
Include Other Month Policies: Yes			

Producer: Removed for Sample - BC

Client Name	Pol_idx	Type	Status	1st Written	Eff Date	Exp Date	Years	CSR	Previous Term		Current Term		Commission Variance		
									Premium	Comm	BCO	Premium	Comm	Dollars	% Class
Client Names Removed	VISTA-2-7001	PEAO	REN	11/09/2004	11/09/2005	11/09/2006	2	NF	104,582	12,664	AC2	0	0		
Client Names Removed	VISTA-2-8001	FIDU	REN	12/16/2004	02/01/2006	02/01/2007	2	NF	5,288	793	CHU	6,030	905		
	VISTA-2-8003	CR-S	REN	12/16/2004	02/01/2006	02/01/2007			0	0	CHU	0	0		
	VISTA-2-8004	KIDN	REN	12/16/2004	02/01/2006	02/01/2007			0	0	CHU	0	0		
Client Names Removed	VISTA-2-9001	SPEC	CN1	07/14/2006	07/14/2006	08/05/2006	0	NF	0	0	ABI	309	309		
	VISTA-2-9002	GL-S	CN1	07/14/2006	07/14/2006	08/05/2006			0	0	ABI	1	1		
Client Names Removed	WALLKE1-1001	PPKG	REN	07/10/1995	09/15/2006	09/15/2007	12	KD	7,098	923	CNP	7,440	923	0	0.00% REN
	WALLKE1-1002	HOME	REN	07/10/1995	09/15/2006	09/15/2007			0	0	CNP	4,878	594	594	100.00% REN
	WALLKE1-1003	AUTO	REN	07/10/1995	09/15/2006	09/15/2007			0	0	CNP	2,169	277	277	100.00% REN
	WALLKE1-1005	PUMB	REN	07/10/1995	09/15/2006	09/15/2007			0	0	CNP	393	51	51	100.00% REN
Client Names Removed	ZERO2-1-1001	PCKG	NEW	09/14/2006	09/14/2006	09/14/2007	1	SI	0	0	HAT	500	75	75	100.00% NEW
	ZERO2-1-1002	PROP	NEW	09/14/2006	09/14/2006	09/14/2007			0	0	HAT	0	0	0	0.00% NEW
	ZERO2-1-1003	GL-S	NEW	09/14/2006	09/14/2006	09/14/2007			0	0	HAT	0	0	0	0.00% NEW
	ZERO2-1-1004	CA-S	NEW	09/14/2006	09/14/2006	09/14/2007			0	0	HAT	0	0	0	0.00% NEW
	ZERO2-1-1005	PHT1	NEW	09/14/2006	09/14/2006	09/14/2007			0	0	HAT	0	0	0	0.00% NEW
Client Names Removed	ZERO2-1-2001	INET	NEW	08/31/2006	08/31/2006	08/31/2007	1	SI	0	0	ITR	5,000	500		

Summary for: Removed for Sample - BC

By Client Count	
Eligible Accounts:	41
Retained Accounts:	39
Lost Accounts:	2
Retention %:	95.12%
New Accounts:	5
Revised Active Account Total:	44
True Book Growth:	7.32%

By Policy Count	
Eligible Policies:	53.00
Renewed Policies:	39.00
Lost Policies:	14.00
Retention %:	73.58%
New Policies:	11.00
Revised Active Policy Count:	50.00
True Book Growth:	-5.66%

By Policy Premium	
Eligible Policies:	\$240,079.79
Renewed Policies:	\$207,449.79
Lost Policies:	\$32,630.00
Retention %:	86.41%
Market Force:	\$76,713.34
New Policies:	\$144,420.00
Revised Active Prem:	\$428,583.13
True Book Growth:	78.52%

By Policy Commission	
Eligible Policies:	\$31,522.16
Renewed Policies:	\$28,425.76
Lost Policies:	\$3,096.40
Retention %:	90.18%
Market Force:	\$10,497.91
New Policies:	\$15,372.26
Revised Active Comm:	\$54,295.93
True Book Growth:	72.25%
Average Revenue %:	12.67%
Average Policy Revenue:	1,085.92