THE FIRST BENEFIT

is Customer Service

AGENCY PROCEDURES





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coverage with a local, hands-on feel. Our underwriters and claims adjusters are accessible, easy to work with and go above and beyond.

We deliver a personal touch to every client and insurance agent we serve, and that's why more and more businesses choose First Benefits first.

OUR MISSION:

To provide experienced leadership, responsive customer service and efficient claims management to our insurance agents, business owners and their employees.

First Benefits Insurance Mutual is a different kind of insurance carrier. We partner with industry associations as well as chambers of commerce to provide workers' comp coverage to their members, delivering service, efficiency and responsiveness.

Please see the following page, or visit firstbenefits.org/participating-orga nizations/ to learn more.



Focused on customer service. Competitively priced. Responsive to the needs of the policyholder. Growing and financially sound.



Why does First Benefits Insurance Mutual require a membership in an organization to be insured?

First Benefits Insurance Mutual, Inc. is filed with the NC Department of Insurance as an association-based insurance company that requires membership as a part of eligibility. With over 25 years of experience specializing in workers' compensation insurance, First Benefits prides itself on personal service, sound underwriting, and experienced claims management.

**First Benefits Insurance Mutual requires insureds as well as agencies to hold an active membership in an industry-related association or participating chamber of commerce.

Participating North Carolina Organizations

For annual dues contact the organization directly.











(919) 596-2151













For participating Chambers of Commerce see https://www.firstbenefits.org/participating-organizations/

Participating South Carolina Organizations

For annual dues contact the organization directly.









<u>AGRICULTURE</u> <u>MANUFACTURING</u>

RETAIL & SERVICES

Code	Description	NC	VA	SC	GA	Code	Description	<u>NC</u>	$\mathbf{V}\mathbf{A}$	<u>SC</u>	GA	Code	Description	<u>NC</u>	$\overline{\mathbf{V}\mathbf{A}}$	<u>SC</u> \$5.76	<u>GA</u>
0005	Nursery/Drivers	\$2.44	\$2.47	\$3.51	\$4.46	2095	Meat Products Mfg.	\$2.63	\$3.06	\$4.60	\$5.86	0042	Landscape/Drivers	\$3.54	\$4.49		\$8.89
0008	Gardening—Market	\$1.59	\$2.09	\$2.90	\$3.17	2130	Liquor Distillery	\$1.33	\$1.97	\$1.89	\$3.47	2121	Brewery & Drivers	\$0.91	\$0.87	\$1.28	\$1.53
0016	Orchard or Grove	\$4.31	\$4.78	\$5.04	\$6.75	2143	Fruit Juice Mfg.	\$1.56	\$2.08	\$2.45	\$3.02	2589	Dry Cleaning—Retail	\$1.55	\$1.55	\$2.40	\$3.51
0034	Poultry or Egg Producer	\$2.38	\$2.82	\$3.65	\$5.49	2172	Tobacco Products Mfg.	\$1.01	\$1.22	\$1.81	\$1.87	3365	Welding or Cutting NOC	\$3.74	\$3.69	\$4.67	\$5.20
0035	Florist and Drivers	\$1.60	\$2.17	\$2.56	\$3.40	2302	Silk Thread/Yarn Mfg.	\$1.10	\$1.53	\$1.58	\$1.81	7605	Burglar Alarm Install	\$1.90	\$1.64	\$2.49	\$2.62
0037	Farm-Field Crops	\$2.79	\$3.96	\$5.30	\$6.39	2361	Hosiery Mfg.	\$1.29	\$1.46	\$1.66	\$2.21	8006	Convenience Store	\$1.82	\$1.84	\$2.28	\$3.30
0042	Landscape/Drivers	\$3.54	\$4.49	\$5.76	\$8.89	2501	Clothing Mfg.	\$1.41	\$1.60	\$2.24	\$3.77	8008	Clothing Store	\$0.93	\$1.12	\$1.44	\$2.04
0079	Berry or Vineyard	\$1.79	\$2.56	\$3.56	\$4.38	2570	Mattress Mfg.	\$2.53	\$2.31	\$3.33	\$4.39	8010	Hardware Store	\$1.18	\$1.46	\$1.83	\$2.65
0083	Hog Farm	\$2.76	\$4.45	\$5.61	\$7.90	2759	Box or Box Shook Mfg.	\$3.85	\$6.20	\$6.26	\$8.99	8015	Store—Copying Service	\$0.66	\$0.76	\$0.86	\$1.40
0401	Cotton Gin Operation	\$6.89	\$8.90	\$11.01	\$16.06	2802	Carpentry Shop	\$3.51	\$2.81	\$4.45	\$6.03	8017	Store—Retail NOC	\$1.04	\$1.14	\$1.57	\$2.01
2105	Fruit Packaging	\$2.41	\$2.49	\$3.94	\$4.50	2841	Woodenware Mfg. NOC	\$2.63	\$2.84	\$4.50	\$4.46	8033	Grocery Store	\$1.19	\$1.66	\$2.19	\$2.48
8209	Vegetable Packaging	\$2.49	\$3.21	\$5.49	\$5.02	2883	Furniture Mfg.	\$2.59	\$2.85	\$3.69	\$4.97	8045	Drug Store/Pharmacy	\$0.53	\$0.61	\$0.94	\$1.06
0209	, egetaere i aenaging	Ψ2	ψ3.21	φειιν	ψε.σ2	3040	Iron or Steel Fabrication Shop	\$3.55	\$4.21	\$5.92	\$6.14	8380	Auto Service & Repair	\$1.64	\$2.37	\$2.84	\$3.09
						3064	Sign MfgMetal	\$2.54	\$2.81	\$3.52	\$4.73	8393	Auto Body Repair	\$1.08	\$0.99	\$1.94	\$1.87
	CONSTRU	CTION	V			3076	Sheet Metal Prod. Mfg.	\$1.99	\$2.10	\$2.70	\$4.45	8601	Architect or Engineering Firm	\$0.21	\$0.30	\$0.35	\$0.38
			_			3113	Tool Mfg Not Dropped	\$1.23	\$1.10	\$1.87	\$2.21	8742	Salespersons	\$0.21	\$0.18	\$0.37	\$0.30
5022	Masonry NOC	\$5.43	\$5.50	\$8.87	\$19.65	3119	Needle/ Pen Point Mfg.	\$0.45	\$0.60	\$0.81	\$1.13	8748	Auto Salespersons	\$0.40	\$0.45	\$0.64	\$0.59
5102	Door & Window Install	\$4.41	\$5.11	\$7.02	\$8.35	3179	Elect Apparatus NOC	\$1.10	\$1.39	\$2.15	\$2.74	8810	Clerical Office Employees	\$0.09	\$0.08	\$0.18	\$0.16
5146	Furniture or Fixtures Install	\$3.69	\$4.16	\$5.49	\$6.97	3612	Pump Mfg.	\$1.09	\$1.27	\$1.89	\$3.24	8826	Retirement Living Centers	\$1.39	\$1.58	\$2.24	\$3.05
5183	Plumbing NOC	\$2.33	\$2.88	\$3.20	\$4.85	3629	Prec Machine Parts	\$1.03	\$1.15	\$1.84	\$2.02	8831	Hospital-Veterinary	\$0.95	\$1.37	\$1.30	\$1.88
5190	Electrical Wiring Within Bldg		\$2.04	\$4.08	\$3.87	3632	Machine Shop	\$1.78	\$2.16	\$3.15	\$4.28	8832	Medical Office	\$0.23	\$0.23	\$0.30	\$0.38
5191	Office Machine Install	\$0.63	\$0.60	\$0.99	\$1.13	4243	Box Manufacturing	\$1.26	\$2.08	\$2.23	\$2.69	8868	College Employees	\$0.35	\$0.27	\$0.38	\$0.47
5215	Concrete Work—Residential	\$4.35	\$5.28	\$6.64	\$9.23	4299	Printing	\$1.15	\$1.45	\$2.07	\$2.41	8869	Child Day Care Center	\$0.75	\$0.99	\$1.11	\$1.53
5221	Concrete or Cement Work	\$3.19	\$3.81	\$4.83	\$7.32	4484	Plastic Mold	\$1.76	\$1.81	\$3.11	\$4.14	9014	Janitorial Services	\$2.16	\$1.94	\$3.34	\$5.39
5348	Tile, Stone, Marble Work	\$3.83	\$3.21	\$4.63	\$6.38	6834	Boat Building & Repair	\$2.48	\$2.84	\$3.39	\$5.48	9015	Property Management	\$2.09	\$1.97	\$3.86	\$4.56
5403	Carpentry NOC	\$4.47	\$5.50	\$6.52	\$8.16	8304	Grain Elevator Operation	\$3.43	\$4.22	\$5.29	\$10.46	9052	Hotels	\$1.28	\$1.59	\$1.96	\$3.03
5437	Installation of Cabinets or Trim		\$5.92	\$8.22	\$11.21		1					9060	Country Club—All Employees	\$0.93	\$1.45	\$1.92	\$1.90
5445	Drywall Installation	\$7.57	\$5.28	\$8.00	\$20.48							9061	Club NOC	\$0.75	\$1.05	\$1.34	\$1.64
5462	Glazier—Away From Shop	\$4.78	\$4.78	\$6.64	\$7.22		TRANSPORT	[ATIO]	N			9082	Restaurant NOC	\$0.83	\$1.18	\$1.44	\$1.99
5474	Painting NOC	\$5.39	\$4.54	\$7.91	\$13.83							9083	Restaurant-Fast Food	\$0.89	\$1.14	\$1.43	\$2.15
5478	Floor Covering Installation	\$2.78	\$3.74	\$4.68	\$7.84	7231	Mail Delivery	\$6.49	\$8.13	\$9.58	\$13.27	9101	College– All Other	\$2.17	\$2.76	\$3.73	\$4.95
5537	HVAC & Drivers	\$3.49	\$3.37	\$5.31	\$5.96	7380	Drivers	\$4.25	\$3.98	\$6.22	\$6.74	9102	Park NOC, Lawn Maint.	\$2.25	\$2.39	\$2.90	\$4.39
6229	Irrigation/Drainage Construct.	\$4.03	\$4.64	\$5.17	\$6.59	7705	NonEmerg. Medical Transport		\$4.29	\$5.85	\$5.49	9403	Garbage, Refuse Collection	\$6.28	\$6.88	\$8.60	\$11.38
6400	Fence Install & Repair	\$4.09	\$4.76	\$6.25	\$8.49	8350	Gasoline Dealers & Drivers	\$4.90	\$5.21	\$6.98	\$7.73	9586	Barbershop, Hair Salon	\$0.30	\$0.30	\$0.56	\$0.63
	r	4	¥ 0									9620	Funeral Directors	\$0.90	\$1.11	\$1.21	\$1.38

Send us your Submittals for Great Rates and Fast Turnaround! www.firstbenefits.org





OFFICERS & PARTNERS ANNUAL MAXIMUM PAYROLLS

State	Officers Min	s Min Officers Max Partner/Sole Proprietor			
NC	\$49,400	\$98,800	\$48,600 Flat	4/1/2020	
GA	\$54,600	\$218,000	\$54,200 Flat	3/1/2020	
SC	\$20,800	\$176,800	\$44,000 Flat	4/1/2020	
VA	\$28,600	\$114,400	\$57,300 Flat	4/1/2020	

State	Included	Excluded
NC	Corporate Officers	Members of LLC, Partners & Sole Proprietors
	Corporate Officers &	
GA	Members of LLC	Partners & Sole Proprietors
SC	Corporate Officers	Members of LLC, Partners & Sole Proprietors
	Corporate Officers &	
VA	Members of LLC	Partners & Sole Proprietors

CLASS CODES NOT ELIGIBLE (NOT ALL INCLUSIVE)

Under the guidelines of FBIM's reinsurance carriers, employees from the following industries are **not** acceptable:

Airport

Airport Authorities

Air-Traffic Control Authorities

Amusement Parks

Arms and Munitions Manufacturing

Asbestos Work

Baggage Handling Companies Caisson or Coffer Dam Work

Carnival Workers

Commercial Airlines Personnel Dams, Dikes, Locks or Revetment

Demolition Work

Explosives Federal Acts

Fuse Manufacturing

Logging

Manufacturing of any Pharmaceutical or Chemicals

Manufacturing & Production of Petroleum

Products Mass Transit Authorities

Mining

Offshore Drilling

PEO's and Temporary Staffing Services

Police and Fire

Professional Athletic Teams

Railroad or Railroad Maintenance

Rock Excavation

Roofing

Street or Road Construction

Tunneling Operations

Underwater Work

Watchman and Security Guard Companies

Water Authorities



Procedures for Submitting, Binding, and Issuing New Policies

AGENTS HAVE NO BINDING AUTHORITY

Submitting New Business for Quoting

- Agent should complete online quote on agent web portal at <u>www.firstbenefits.org</u> and click on "Submit to Underwriting" button, or:
- Submit completed ACORD 125 and 130 applications to underwriting for quoting
- Provide a narrative of operations
- Provide narrative of experience if new venture
- Submission should include 3 years of currently valued loss runs (5 years if the account has a high experience modification factor)
- An explanation of any losses over \$5,000 is required along with corrective actions the prospective client has undertaken to prevent further losses
- Supplemental application completed and submitted to underwriting for review (supplemental applications may be found at http://www.firstbenefits.org/agents/forms-supplementals
- A premium history should be provided to determine historical loss ratio
- A target premium for pricing consideration should be provided

Binding of New Business Accounts

• Agent emails request to bind coverage to underwriting with effective date of coverage, copy of signed quote, and payment plan requested

Required Items for Issuing of New Business Accounts

- ACORD 130 signed by appointed agent and applicant
- If not included on ACORD applications, provide contact information for applicant (name, email address, and phone number)
- Applicable Inclusion or Exclusion forms signed by owner(s) or officer(s)
- Completed Association Membership Identification Form indicating current membership status
 - Provide email address for prospective member of NC Retail Merchants Association
 - o All other memberships must be current at time of policy issuance
- Pay Plan Form signed by applicant indicating choice of plan
- Down payment
 - o Check mailed to: PO Box 1951 Raleigh, NC 27602
 - ACH or Credit Card Payment may be made over the phone at 855-228-4931

PHONE: 888-393-2667 • PO BOX 1951 RALEIGH, NC 27602 • FAX: 888-881-5744



Description of Payment Plans and Fees

Payments:

- EFT Contact policy services at 855-228-4931
- Credit Card Contact policy services at 855-228-4931
- Check PO Box 1951
 Raleigh, NC 27602

Fees:

- NO Installment Fees
- Late Fees -
 - \$10 South Carolina
 - \$25 Georgia, North Carolina, Virginia

Payment Plans and Installments	Payment Plan Details
Annual Pay	Full annual premium. Annualized premiums of \$1,000 or less require full annual payment. Annual audit.
Quarterly Payment	Available for premiums over \$1,000. 25% down plus Expense Constant. Three equal payments. Annual Audit.
Monthly Payment	Available for premiums over \$1,000. 25% down plus Expense Constant. Ten equal payments. Annual Audit.
Twelve Equal Payments	Available for premiums over \$25,000
Monthly Self Reporting	Available for premiums over \$2,500. 25% down plus Expense Constant. Down payment held in escrow against termination. Escrow deposit may be returned to policyholder after five continuous years of coverage (subject to company discretion). Policyholder receives monthly self audit worksheet to calculate payment and submit premium.
Monthly Payment for Accounts in Excess of \$10,000 Annual Premium	Available for premiums over \$10,000. 10% down plus Expense Constant. Ten equal payments. Annual Audit.
Monthly Self Reporting for Accounts in Excess of \$10,000 Annual Premium	Available for premiums over \$10,000. 10% down plus Expense Constant. Down payment held in escrow against termination. Escrow deposit may be returned to policyholder after five continuous years of coverage (subject to company discretion). Policyholder receives monthly self audit worksheet to calculate payment and submit premium.



Renewal Process, Audits, Cancellations & Endorsements

Annual Renewal Worksheets

Ninety-days prior to expiration, policyholders will receive an Annual Renewal Worksheet allowing them to update policy
information before their Estimated Premium Invoice is generated for the upcoming policy year. The insured must verify the
information on the renewal worksheet to ensure complete accuracy:

Name of Business	#	Ο	'h
Mailing Address	Type of Business	@	-
Physical Address	Type of Entity	-	'n
	Tax ID#		

Estimated Premium Invoice

• In the month prior to expiration, policyholders will receive an Estimated Premium Invoice for the upcoming policy term which will reflect changes taken from the renewal worksheet. For those on the monthly payment plan who realized a premium increase, the Estimated Premium Invoice will include an increase to the 25% or 10% deposit as well.

Payroll Audits

- ACORD 130 signed by appointed Annual payroll audits are performed by an outside auditing company. Because policies are issued
 based on estimated payroll, any temporary labor and amounts paid to subcontractors without Certificates of Insurance may result in
 adjustments to final premium. Some insureds will receive a mail/voluntary audit, while others will experience a physical audit. We
 require Employer's Quarterly Tax and Wage Reports, IRS Form 941 and Form NCUI 101.
- If subcontractors have been utilized, Certificates of Insurance must be included, or the policyholder will be responsible for the subcontractor portion of workers' compensation premium. Final audit invoices will reflect any discrepancies.

Notice of Cancellation

- 15-day Notice of Cancellation: O Non-payment of premium
- 30-day Notice of Cancellation: O Change of exposure O Failure to furnish year-end audit information
- Failure to submit monthly payroll reports
 Non-renewal of Association membership
- 45-day Notice of Cancellation: O Non-compliance with loss control recommendations

Insured Request

- Agents must provide a completed Cancellation Request/ Policy Release Form, ACORD 35, or submit on the insured's letterhead a cancellation request that includes:
 - o The signature of owner
 - Reason for termination
 - Effective date of cancellation
 - Mid-policy cancellations will result in a short-rate penalty calculated on the NCCI table.

Reinstatements

 Reinstatement requests will be determined by the First Benefits Insurance Mutual Underwriting Department.

Agent of Record Change Procedures

 Submit an ACORD 36 or have the insured request this change in writing on company letterhead (include effective date and signature of corporate officer or owner) within fourteen days of the effective date at a minimum. A new ACORD 130 application will be required from the newly appointed agent.

Endorsements: Changes Requiring an Endorsement

- Name Change/Address Change
- Changes in Legal Entity
- Change in Federal Employer ID Number
- Additional Locations
- Ownership Change (may require new application)
- Exposure Changes

PHONE: 888-393-2667 • PO BOX 1951 RALEIGH, NC 27602 • FAX: 888-881-5744



GUIDE TO REPORTING WORKERS' COMPENSATION CLAIMS

SECURE MEDICAL TREATMENT

- First: secure medical treatment for an employee who is injured at work. Arrange transportation to a preferred medical provider if assistance is needed. In an emergency, dial 911.
- Employers are required to provide medical treatment to an employee who is injured at work. Every
 state has different legal requirements about who may select medical providers to deliver appropriate
 care. Please visit our website at https://www.firstbenefits.org/claims/ and click on the state
 where the accident occurred to learn more about your responsibilities to provide timely medical care
 and to locate an appropriate medical provider.
- Early intervention utilizing a preferred medical provider can mitigate overall claim costs.

IMMEDIATELY REPORT THE CLAIM TO FIRST BENEFITS INSURANCE MUTUAL, INC.

- Immediately after medical treatment has been secured, the employer must complete and submit a First Report of Injury or Illness to First Benefits. A First Report can be located by visiting our website at https://www.firstbenefits.org/claims/ and clicking on "First Report of Injury or Illness." A First Report should be submitted within 24-hours of an accident unless the injury is catastrophic in which case the employer should immediately file the First Report and call the Claims Department (1-800-360-7867).
- Promptly reporting a claim allows us to quickly initiate an investigation and mitigate your risk.
- A claims representative will contact the employer and the employee within 48-business hours after receipt of a completed *First Report*.
- Every state has different claim filing requirements and related penalties for late reports. Below is a state-by-state list of filing requirements and penalties.

State	Reporting Requirements	Fines					
Georgia	Immediately upon knowledge of an injury	Between \$100 and \$1,000 plus assessment of attorney's fees					
North Carolina	Within 5 days of the occurrence & knowledge of injury	Between \$5 and \$25					
South Carolina	Within 10 business days of the occurrence & knowledge of injury	Late reporting fine plus \$5 for each day late					
Virginia	Within 10 days after the occurrence & knowledge of injury	Between \$500 and \$5,000					

Important Note for Employers: The filing of a First Report is not an admission of liability. Only report objective information. Subjective opinions can be reported in a separate coversheet, but should not be reflected on the First Report.

HOW TO REPORT A CLAIM

Send a completed *First Report* to First Benefits by either email or fax. **EMAIL:** claims@firstbenefits.org **FAX:** 919-977-5844 **PHONE:** 800-360-7867

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Loss Control Services

At First Benefits Insurance Mutual, we believe in helping our customers create, implement, and maintain a safe working environment. We are pleased to offer an array of safety materials and inspections to assist in the promotion of a safe working environment for your employees. These resources can be a valuable tool that helps develop a program specific to your company's individual needs.

First Benefits' Loss Control Division will provide services such as: facility audits, safety program reviews and development, on-site training, safety team development, and incident trend analysis. We look forward to using the benefit of technology to bring you timely information and useful guidance. Future resources that will be available will include incident reporting/tracking applications and other online services.

Here are a few of the expanded loss control services we have to offer at no cost to our policyholders:

- Evaluation of Operations for Potential Hazards and Provide Training on Findings
- On-site Inspection Services and Safety Audits with Recommendations for Improvement
- Accident Investigation Training
- OSHA Review and Training
- Ergonomic Evaluations Including Material Handling and Lifting Safety Training
- Driver and Vehicle Safety Evaluations

We want First Benefits' Loss Control Division to be your "go to" resource to assist you in the development, expansion and improvement of your loss control processes to minimize hazards and prevent workplace injuries.

Should you have additional questions about loss control services and risk management, please contact Underwriting at 1-888-393-2667 for details.



Key Contacts

Agency Services & Marketing

Phone: 888.393.2667 or 919.832.7215

Ted Bradley - Western Territory Manager 919.268.0679 / tbradley@firstbenefits.org

Michael Eades, AAI - Eastern Territory Manager 919.395.1332 / meades@firstbenefits.org

Underwriting

Phone: 888.393.2667 or 919.832.7215

Angela Lee, CPCU, CIC - VP of Operations alee@firstbenefits.org

Nathan Hawes, CIC - Senior Underwriter nhawes@firstbenefits.org

Rodney Garrett, CPCU - Underwriter rgarrett@firstbenefits.org

Policy Services & Payments

Phone: 855.228.4931
Fax: 855.228.4932
policyserv@firstbenefits.org

Claims

Phone: 800.360.7867 Fax: 919.977.5844 claims@firstbenefits.org

Loss Control

Phone: 888.393.2667 or 919.832.7215

John Hizer, CSP 336.202.3168 / <u>ihizer@firstbenefits.org</u>

PO Box 1951 • Raleigh, NC 27602

The First Benefit is Customer Service