

Date: _____

AGENCY NAME: _____

AGENCY CITY/STATE: _____

Thank you for your interest in an appointment with Safeco Insurance™. **As a company 100% dedicated to independent agents**, Safeco strives to make doing business with us easy. Along with a comprehensive portfolio of products and services, we offer local guidance and regional resources, backed by the national strength and stability of Liberty Mutual Group. I look forward to building a strong, lasting partnership with you.

Below, you will find an outline of the expectations and obligations that are part of our relationship.

What I will do for you:

- Provide a link to self-service training on products and tools, tailored to your agency needs
- Connect you with key contacts in Marketing, Underwriting, Claims and support areas
- Provide continual review of progress to your goals, including training, performance and selling strategies for you and your staff
- Continue to present marketing strategies that will contribute to your success

You agree to:

- Complete all product and system training to enable your staff can begin writing business within 14 days of your appointment
- Review and understand product offerings and underwriting guidelines
- Suggest that your customers call Safeco's Claims Contact Center directly at 800-332-3226 to report a claim OR refer customers that call your agency to the Claims Contact Center.

- The following production requirements starting your first day of appointment:

		30 Days	60 Days	90 Days
Auto	Quotes	10	22	34
	Issues	2	5	8
Home	Quotes	10	22	34
	Issues	1	3	5
Umbrella	Quotes	10	22	34
	Issues	1	3	5
Toys	Quotes	5	11	18
	Issues	1	3	5

	Current Year	Second Year
New Business Written Premium	25,000	50,000

Signatures:

Safeco Territory Manager

Agency Owner/Principal

Cc: RM, RGM, Agency Specialist

In addition to the joint commitments we have made to drive your success, I have also established a plan that will provide guidance and a roadmap for us to use during your first year as a new Safeco agency.

Your 1st Year Plan	
Getting Started	90 Day Progress Review
<ul style="list-style-type: none">• Become familiar with the details of the Safeco suite of products, resources, services and tools available to you with the assistance of your Territory Manager and other Safeco staff.• Complete most of the critical items within the first 10 days after your appointment is finalized, enabling you to quote and sell Safeco.• Other supporting areas and programs will be covered in following months.	<ul style="list-style-type: none">• Review overall performance and production• Review training progress• Conduct product review and Q&A session with Territory Manager & Underwriter