

January 2006

TO: ALL AGENTS

MAXIMIZE YOUR AGENCY'S EARNINGS POTENTIAL

In addition to the standard Commission, Contingent Bonus and Profit Sharing announced earlier, Grain Dealers Mutual Insurance Company is offering a Growth Incentive for 2006.

One of our key strategic objectives for 2006 is to increase written premium by 5 to 10 percent. With the clear understanding that we cannot achieve this objective without the cooperation and contributions of our agents, we are introducing an incentive to reward you for your agency's premium growth.

Grain Dealers Mutual Insurance Company will pay a 7% Bonus Commission on the increased premium generated by your agency in 2006 when your premium growth is between 5% and 10%. By increasing your total written premium with our Company, your agency could be eligible for a Bonus Commission.

Your maximum Bonus Commission potential is limited to the amount calculated for premium growth up to 10% over the prior year-end volume. Agencies with total written premium of less than \$10,000 and/or a loss ratio greater than 65% will not be eligible for the Bonus Commission Plan.

Your agency's potential to earn a Growth Bonus Commission will be presented and explained by your Field Representative and also at field meetings scheduled for the first quarter of this new year. In the meantime, if you have any questions, please contact me at 800-428-7081, using my new extension 4512.

We are looking forward to another successful year and the opportunity to share our success with you.

Bruce Mitchell
Agency Supervisor