

May 26, 2009

TO: INDIANA, MISSISSIPPI, NORTH CAROLINA, & OKLAHOMA AGENTS

TIERED RATING ARRIVES

On June 8, 2009, Grain Dealers Mutual Insurance Company will implement a new tiered rating product for homeowners and personal auto. In order to access this new, price competitive tool using our on-line application, your agency must establish two critical components: 1) "Account Sweeps" with Grain Dealers; and, 2) Agent Account with ChoicePoint.

The down payment for new applications processed on-line will be automatically deducted from your agency's bank account by EFT. If you are not already signed up for "Account Sweeps," you must complete the enclosed Authorization Agreement for Electronic Funds Transfer (EFT).

The new tiered rating system utilizes an Insurance Credit Score to generate the premium. During the on-line application process, a Credit Score will be automatically accessed from ChoicePoint to determine the appropriate, competitive premium. You must have an Agent Account with ChoicePoint. If you do not already have an Agent Account, follow the enclosed instructions for ChoicePoint CPLink Setup.

There is no expense to your agency associated with signing up for either of these critical services. Again, I must emphasize, without these necessary prerequisites, you will not be able to access the new tiered rating product. The option, Personal Auto and Homeowners Application will not appear under Quotation Tools on our Web Site unless you are signed up for both Account Sweeps with Grain Dealers and have an Agent Account with ChoicePoint. Please contact the Agency Supervision Department if you have any questions or for further assistance.

Grain Dealers Mutual Insurance Company is proud and excited to introduce this new tool. We fully expect this product to create a competitive edge in the homeowners and personal auto market, as well as improve the ease of doing business with our Company.



Bruce Mitchell
Agency Supervisor