

Response to Request for Additional Information as Required by Regulation 194

**Potential for Additional Compensation Not Known at the Time of Policy Issuance**

*Separate form to be completed for each quote presented,  
including the insurer selected by the purchaser*

Insurer \_\_\_\_\_

As part of the contractual arrangement with the insurers we represent, our agency has the potential to earn additional incentive compensation based on the entire amount of business we write with a particular insurer in a calendar year. This additional compensation, known as profit-sharing, is not guaranteed and is based on a number of factors including the total amount of business written, the amount of growth and retention for the total business written, the profitability of the insurer and the claims experience of each policyholder.

Our agency has the potential to earn, \_\_\_\_\_% of the total premium for the business we write for the insurer named above but that amount will not be known until the end of calendar year \_\_\_\_\_.

In addition to the compensation noted above, we may also receive other compensation in the form of credits, loans, interest on premium, forgiveness of principal or interest, trips, prizes or gifts for doing business with the insurer you have selected. At the time of this disclosure we *have not* received this type of additional compensation. Last year we received \_\_\_\_\_.

Signature of Purchaser \_\_\_\_\_ Date \_\_\_\_\_