

Table of Contents

Mission Statement	1
Table of Contents	2
Agency Administration	8
Receptionist	8
Telephone Answering	8
Maintaining Voice Mail Greetings	8
Responding to Voice Mail	8
Mail Distribution and Handling	9
Ordering Supplies	9
Licensing	9
Password Maintenance	9
General Agency Procedures	Error! Bookmark not defined.
Account Rounding.....	10
Binding Business—Binding Authority.....	10
Broker of Record Letters	10
Company (Direct bill) Payments Received from Insureds (Walk-In Payments)	
.....	11
Activity Logging—When to do it!	11
Attaching Images to the Database	12
Ordering an MVR	12
Handling Company Sweeps.....	12
Disaster Recovery/System Shutdown	13
Computer Backup/System Maintenance	13
Commercial Lines Manual	14
Our Commercial Teams	14
Commercial Lines Procedures.....	15
New Business Procedures-Large Commercial	15
New Business Procedures-Small Commercial	16
Endorsement and Audit Procedures.....	17
Renewal Procedures	18
Beginning Procedures—All Renewals	18
Non-Marketed Renewals.....	18
Marketed Renewals.....	19
Cancellation Procedures.....	20
Cancellation Requested by Insured	20
Cancellation Initiated by Company (Also, Non-Renewals)	21
Cancellation for Non Payment of Premium—Direct Billed	22
Cancellation for Non-Payment of Premium—Agency Billed	23
Rewrite Procedures	24
Claims Procedures	25
Commercial Lines Company Data.....	26
Commercial Lines AMS Detail Entry Procedures	27

New Business	27
Create a submission.....	27
After quote received and sold.....	29
When policy received.	30
Endorsements.....	31
Requesting endorsement.	31
After endorsement received.....	32
Audits.....	33
Processing an audit.....	33
Renewals—Marketed.....	34
Create a submission for the remarket.....	34
After quotation and sale of remarket.....	35
When policy(s) received.	35
Renewals—As is	36
When Renewal received before policy renewal date.	36
When Renewal has not been received prior to policy renewal date.	36
Renewal/Rewrites	37
Rewritten at Renewal.....	37
Note on renewals not received by renewal date:.....	37
Cancellations	38
Insured request.	38
Upon receipt of LPR.....	38
After receipt of cancellation from company.	39
Entering company cancellations.	39
Rewrites after cancellation	39
Claims.....	40
Upon notification of claim:.....	40
Follow up on open claims:.....	41
AMS Billing Procedures—Detailed.....	42
Agency Billed Business (New or Renewal Billing).....	42
Agency Billed Business (Endorsement, cancellation or 2 nd billing)....	43
Billing Corrections	46
Void	46
Correct Invoice.....	46
Bill an Additional Amount	46
Bill a Reduction to Premium or Fee Amount	46
Direct Billed Business	47
Discussion of Direct Bill Options	47
Binder Billing.....	48
Miscellaneous Commercial Tasks	49
Certificate of Insurance	49
Dec Page.....	51
Binder.....	51
Schedules/Proposals.....	52
To use any Schedule/Proposal template:.....	52

Our Personal Lines Teams	53
Personal Lines Procedures	54
New Business Procedures	54
Endorsement and Audit Procedures.....	55
Renewal Procedures	56
Beginning Procedures—All Renewals	56
Marketed Renewals (Surplus Lines, etc)	57
Cancellation Procedures.....	58
Cancellation Requested by Insured	58
Cancellation Initiated by Company (Also, Non-Renewal).....	59
Cancellation for Non Payment of Premium—Direct Billed	60
Cancellation for Non-Payment of Premium—Agency Billed	61
Rewrite Procedures.....	62
Claims Procedures	63
Personal Lines Company Data	64
Company Specific Quoting/Website Information.....	65
Personal Lines AMS Detail Entry Procedures	66
New Business	66
After quote received and sold.....	66
When policy received.	66
Endorsements.....	67
Requesting endorsement.....	67
After endorsement received.....	67
Audits.....	68
Processing an audit.....	68
Renewals—Marketed (Especially Surplus Lines)	69
Create a submission for the remarket.....	69
After quotation and sale of remarket.....	70
When policy(s) received.	70
Renewals—As is	71
When Renewal received before policy renewal date.....	71
When Renewal has not been received prior to policy renewal date.	71
Renewal/Rewrites	72
Rewritten policies.	72
Cancellations	73
Insured request.	73
Upon receipt of LPR.....	73
After receipt of cancellation from company.	73
Entering company cancellations.	74
Claims.....	75
Upon notification of claim:.....	75
Follow up on open claims:.....	75
AMS Billing Procedures—Detailed.....	76
Agency Billed Business (New or Renewal Billing).....	76
Agency Billed Business (Endorsement, cancellation or 2 nd billing).....	78

Direct Billed Business	80
Discussion of Direct Bill Options	80
Life and Health Procedures.....	81
Miscellaneous AMS How-To's.....	82
Customizing User Options	82
Customizing Tab View Options	82
Data Entry Specifications	82
Names in AMS.....	82
Policy Numbers in AMS	82
Cross References in AMS.....	82
New Accounts.....	83
Personnel Groups	83
Activity Log	83
Suspense Log	86
Contacts.....	87
New Insurance Binder	88
Extending, Correcting, Replacing a Binder	88
Form Letters	89
Policy Memo	90
Auto ID Cards	90
Master and Sub Customers.....	91
Notations	93
Profile Questions	93
Specialty Lines of Business.....	94
Download.....	94
Running the Download Process	95
To process download:	95
To assign direct bill statement transactions:	95
Running the Download Report:	95
Compare Button:.....	97
Comparing Renewals and Displaying All Policy Details	97
Reports in AMS	98
Management Reports in AMS.....	98
Renewal/Expiration Report.....	98
Transaction Report.....	99
Unbilled Policy Report	99
Unreplaced Binder Bill Report	99
Production Analysis Report	99
Customer Aged Accounts Receivables	100
Accounting Department Procedures	103
Calendar	103
Daily Duties:	103
Weekly Duties:.....	103
Bi-weekly Duties:	103
Monthly Duties:	103

Quarterly Duties:	103
Semi-Yearly Duties:	103
Yearly Duties:	103
Understanding Agency Accounting-Accounting Basics	104
Terminology	104
Agency:	104
Agent:	104
Insurance Company	104
Brokerage Company:	104
Insured	104
Broker	104
Agency Bill vs. Direct Bill Accounting	105
Agency Billing	105
How is it done?	105
Direct Billing	106
Statement entry	106
Service Billing	107
Depositing the check as Income	107
Statement Entry with Reconciliation (Deluxe)	107
Cash Receipts	108
General Notes about Cash Receipts in AMS 360	108
Operating Account Deposit (from Bank Center)	109
Insurance Company Direct Billed Commissions	109
Miscellaneous Credits and Agency Billed Commission Deposit	110
Trust Receipts and Deposits	111
Trust Account Receipt from Insured done via Customer Center	111
Trust Account Deposit	111
Return Premium from Carrier or Finance Company Drafts	113
Cash Disbursements	114
Operating Account Disbursements	114
First Time Vendor Setup	114
Vendor Payment	114
Electronic Funds Transfers (EFTs) and Handwritten Checks	115
Trust Account Disbursement	115
Return Premium To Insured	115
Return Commission or Single Premium Payment to Insurance or Brokerage Company	116
Electronic Funds Transfers (EFTs) and Handwritten Checks	116
Daily Process	117
Weekly Duties	118
Payment of Vendors	118
Bi-Weekly Duties	118
Payroll Call-In	118
Payroll Journal Entry	118
Monthly Duties	119

Account Current/Company Payables	119
Building and Paying the Account Currents	119
Tips on “building” account currents:	120
Month End Commission Payment	120
Depreciation Journal Entry	121
401K Payment Processing	121
Fiscal Period Close.....	121
Accounting Reports	122
Month End Reports	122
Balance Sheet.....	122
Income and Expense Report	122
Customer Aged Account Receivable	122
Finance Company Receivable	122
Broker Receivables	122
Additional Accounting Functions.....	123
Journal Entries	123
Setting Up New General Ledger Accounts	123
Handling an Sweep (exchange, in-out) Payment in AMS	124
Direct Bill Statement Entry.....	125
Direct Bill Reconciliation.....	125
Direct Bill Statement Deluxe	126

When using this manual in Word, clicking on the page number links to the page.

Note on this document: Care has been taken in the preparation of this manual to insure that these procedures address all facets of agency operations including Errors and Omissions, however each agency should verify all procedures to insure that they are appropriate and complete for the types of business written. If you notice any that any part of this manual requires updating, please email ksimms@karensimms.net .

Procedures tables include all steps to complete a procedure whether or not they are system-related. AMS Detail Entry Procedures explains how to enter data into AMS. Accessing a menu will be indicated by a Capital letter, as in File, Print. A button to be clicked will be all in caps, as in OK. In general, hyperlinks will be underlined. This pattern is repeated for all sections of the manual. Boxes to be clicked are entered as ALL CAPS.

Removal of suspense will not be listed as a step in procedures where suspense may have been listed earlier. Suspense should be marked completed when it is no longer required.