

## **Classic Auto Insurance**

### **Producer Guide**

Updated: February 2019

Notice: The American Freedom Insurance Indiana auto insurance policy, may supersede any of the information found in this guideline;

For specific policy wording, please refer to the policy:

<https://www.americanfreedomins.com/download-forms/>

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**To suggest other underwriting tips and changes, please email Doug : [Email@DougRogge.com](mailto:Email@DougRogge.com) or call 219-738-2838.**

### **Websites:**

**[www.ClassicPolicy.com](http://www.ClassicPolicy.com)**

**[www.MyEasyPolicy.com](http://www.MyEasyPolicy.com)**

### **Billing & Policy Terms:**

- The amount paid determines the term, based on a daily rate. The minimum payment is 30 days or \$100, whichever is less.
- With the \$100 option, make sure to collect at least 14 days of premium.
- New Applications, the MVR is run on the backend, so no MVR Agent chargebacks, most important if the rate is higher than quoted, we do not bill the client for additional funds, Classic matches the payment made with the revised rate, the term date are adjusted accordingly. They will receive the revised 30 day billing rate for their renewal.
- There is a fee of \$10 with every payment. Classic does not have an application, nor reinstatement fee.
- Credit cards can be called into Classic at 219-738-2838. Classic does charge \$3 to customers for called in payments, the charge does not apply to Agents that call in.
- Customers can pay by credit card online at [www.ClassicPolicy.com](http://www.ClassicPolicy.com) Important the receipt they receive must show an authorization code confirmation, if it is blank, the card was declined.
- The Paypal option is for Agent use only, it allows the Agent to type in a payment of any amount, it can be found on ITC, [www.MyEasyPolicy.com](http://www.MyEasyPolicy.com), and [www.ClassicPolicy.com](http://www.ClassicPolicy.com) agent's page. Login required.
- Midterm change requests that result in a higher rate should be requested with a new payment to insure equity in the policy.
- Reinstatements acceptable up to 12 months of expiration, without the need of a new application, just apply a payment to the expired policy.
- All payments and Applications should be uploaded as received. The binding authority is 72 hours.
- Automatic payment by credit card (EFT) has been discontinued as of 1/1/2019.

### **Drivers & Licenses:**

- Permit License 20% surcharge. When the client submits of a copy of their actual license, the surcharge can be removed at the next renewal.
- Foreign, out of state, any license other than Indiana is 20% surcharge.

- Suspended, Expired License is okay, no surcharge.
- At fault accidents, four or more are unacceptable.
- We ask a medical impairments question on the application, if a customer answers yes, do not bind, they would not be eligible.

#### **Non-Owners policy & SR22:**

-Our Non-owners policy does include, secondary coverage on cars in the Insured's same household that are not owned by the Insured nor Spouse. This is better than most Non-Owners policies, that usually exclude vehicles in the same household because of the "regular use" definition, the regular use definition is modified on our Non-Owner policies.

Intended use for Indiana SR22's.

- Non-Owners can only be written as a one driver policy. Switching from a vehicle policy to non-owners, note can not have multiple drivers on a non-owners policy.
- Non-owners policies are generally written for liability coverage only. UMBI and medical are acceptable, but not UMPD nor physical damage coverages.

#### **Notes on policy language:**

- Our "regular use", summarized, is anyone that drives the vehicle more than 24hrs anytime during the policy period. Safest to add any potential drivers to the policy.
- Coverage generally does not transfer to another vehicle including a rental car.
- Rental car coverage (with collision loss only) is built into physical damage coverage, but only applies to a collision loss, the per day allowance is on the decpage.

#### **Occupation and Use:**

- The required question of occupation on the application is mainly to find out if the customer uses the vehicle for any sort of compensation, trade, or business.
- Do not bind if the Insured uses the listed vehicle for any sort of commercial/ business use.
- The Business Use endorsement is limited in scope, refer to underwriting before using this endorsement.

#### **Physical Damage**

- Must see the vehicle for physical damage, or have a dealer verify no damage.
- Any damage can be noted on the remarks section of the app (Unclick the "no damage" on our landing page in ITC just above "remarks", to indicate damaged areas).
- If a policy has lapsed, re-inspect the vehicle before reinstating. Texted photos are acceptable with photo stamp of time & place.
  - Max vehicle Redbook retail value is \$25,000 for rating purposes. Vehicle Redbook retail value is for rating only, these are not stated value, nor retail value policies.
  - Please note, on a total loss vehicle claim, the claims department uses NADA wholesale value as a basis amount.

#### **Rating & ITC:**

- Liability is the same price regardless of the make and model of the vehicle
- List the highest rated driver in the first line of the drivers.

- License out of state & foreign, to add 20% surcharge in ITC, 0 Time licensed IN, no. 0 Time in US, no; see foreign.
- Permit Drivers surcharge 20%, to add in ITC, 0 Time US, no; 0 Time IN, no, then Learner's Permit yes.
- Comp and collision, the "ACV" value must be entered as the "Redbook retail" value. If the field is not shown open/ expand the Vehicle attributes tab;
- ITC prefills the ACV with the Redbook value if you request ITC to turn it on; otherwise call Classic for the current value 219-738-2838.
- The rating value is not based on the same as the value in a claim nor total loss situation, it is for rating purposes only.
- Lienholder transfers to the ITC Classic application. Add in the CARS tab, open Additional info, see lienholder fields.
- Classic runs the mvr once the application is received in underwriting.
- The policy "term" may change based on underwriting to match the correct rate and amount paid. This is indicated on the Application signature page.

**Vehicles:**

- Trucks and vans, not acceptable over 1500 lbs load capacity. Such as models F250, F350, & 2500, 3500, and dummies (six wheels).
- We have taken 2500 series, 4 wheel vehicles (non-dummy), but prefer not to.
- No emergency vehicles. Including previous police vehicles.
- Rebuilt titled, flood, salvaged, & grey market vehicles: okay for Liability only, but not for physical damage, nor UMPD.