

Schedule A.

WORKERS COMP			
Carrier	State	Broker % NEW	Broker % RENEWAL
Accident Fund	All States	Case by Case	Case by Case
ALMA	All States	4	4
American Interstate (Amerisafe)	All States	4	4
AmTrust	All States	7	6
Applied Underwriters	All States	4	4
Applied - CoverStar	All States	Case by Case	Case by Case
Ascendant	FL Only	7	5
Beacon Aviation	All States	4	4
CNA	All States	7	6
Cornerstone - Sirius (Pie Ins.)	All States	4	4
Cornerstone - NL&F	All States	4	4
Cornerstone - Accredited	All States	4	4
Cornerstone - Biberk	All States	Case by Case	Case by Case
Employers	All States	5	4
Employers - Middle Market	All States	Case by Case	Case by Case
FCBI	FL Only	5	5
FFVA	AL,FL,GA,KY,MS,NC,TN,IN,VA,SC	5	5
Guard	All States	5	5
GuideOne Insurance - Under \$100,000	All States	4	4
GuideOne Insurance - Over \$100,000	All States	7	7
Hanover	All States	7	4
Hartford	All States	7	7
Hartford	All States	7	7
Hartford *Specific Classes*	All States	5	5
ICW	All States	4	4
Key Risk	All States	4	3
Liberty Mutual	All States	4	4
Markel Insurance	All States	5	3
MCIM	FL,MI,IL,IN,GA	5	5
PIE Insurance	All States	6	6
Normandy - State Specific*	AR,FL,MO,OK & TX	7	5
Normandy - State Specific*	AL,GA,NC,PA & VA	5	4

Normandy - State Specific*	CT,LA & MS	Case by Case	Case by Case
Omaha National	All States	4	4
Southeast Personnel Leasing	All States	4	3
SRP - Sunz Insurance	All States	Case by Case	Case by Case
SRP - Summit	All States	Case by Case	Case by Case
SRP - Prescient	All States	Case by Case	Case by Case
SRP - Foresight	All States	Case by Case	Case by Case
SRP - InSource	All States	Case by Case	Case by Case
Starr Insurance Company	All States	Case by Case	Case by Case
Starstone	AL,AR,FL,GA,MS,NC,OK,SC,TX	Case by Case	Case by Case
Texas Mutual	TX Only	4	4
Trean	AR,FL,GA,IN,KS,KY,MO,NE,NC.SC,VA,WV	Case by Case	Case by Case
Travelers	All States	5	3
Zenith	TX Only	4	4
V3 (National Liability & Fire)	All States	5	5

BOP/Umbrella			
AmTrust	All States	9	8
CNA	All States	9	8
Hanover	All States	9	8
Hartford	All States	9	8
Travelers	All States	8	7
USLI	All States	10	8

CYBER/DBL/PFL/TDB			
AmTrust - Cyber	All States	7	6
Shelterpoint - DBL/TDB	NY ONLY - Premium dictates commission	tbd	tbd
Shelterpoint - PFL	NY ONLY - # of Lives dictates commission	tbd	tbd