



Eagle Express Has Landed at Auto/Home Standard Markets

Eagle Express has a new name on Big "I" Markets. We are now **Auto & Home Standard Markets**. Our personal lines partners remain the same:

- **MetLife**
- **Progressive** (personal automobile, watercraft, motorhome, motorcycle, ATV and travel trailer in only the following states: AZ, CA, CO, FL, ID, MD, MN, MT, NY, PA, RI, SD, TN, TX, and VA)
- **Safeco**
- **Travelers**



All quotes are subject to carrier geographic restrictions and underwriting guidelines. Our **Auto & Home Standard Markets** can quote new business personal automobile with at least one carrier in all states except Alaska and Hawaii. We have the ability to quote new business primary homeowners in all states except Alaska, Hawaii and Florida.

Change of Producer request for **Auto & Home Standard Markets** (formerly Eagle Express) can be found on Big "I" Markets under Auto & Home Broker of Record Change. Note all broker of record changes are subject to our carrier appointments and to carrier acceptance.

Good news! Travelers recently lifted the homeowners and automobile new business package requirement. Of course for premium saving it is more advantageous to package the auto and home with the same carrier. **Auto & Home Standard Markets** can now quote monoline personal automobile with Travelers. The automobile must be continuously insured for one (1) year, underwritten with a standard market, maintain bodily injury liability limits greater than state minimum and carry physical damage on a least one vehicle.

Let's explore a few premium saving options when requesting a new business quote on **Auto & Home Standard Markets**.

When quoting it is important to quote the business accurately. Below are a few tips on obtaining a more competitive quote.

1. Quoting just 8-15 days in advance of the coverage effective date could save up to 10%
2. Maximize the available discount by adding companion policy(s)
3. Home Buyer Discount (Please provide an accurate home purchase date)
4. Bachelor Degree and Advanced Education Degrees (Please provide the information)
5. Home-Include the name and effective date of the current insurer
6. Home-Age of Roof and other Household systems (Please provide accurate replacement and renovation information including the date)
7. Protective Device
8. Home-Complete and attach a MSB Replacement Cost Worksheet
9. Auto-Sell the saving using either the Paid in Full or Electronic Fund Transfer (EFT) as the chosen payment plan
10. Auto-Continuous Insurance Discount Provide the length of time the current policy has been in force
11. Auto-Provide estimation of annual mileage for each vehicle

Learn more at www.bigimarkets.com, or send your questions to bigimarkets@iiaba.net.