



WIND AND HAIL UPDATE

*South Carolina Wind And Hail
Underwriting Association
P. O. Box 407
Columbia, SC 29202*

November 2, 2005
05-12

FAQ'S ON SC WIND

We have an insurer that is changing its guidelines on wind in the coastal area. As a result, we will be moving business to SC Wind. Does the waiting period still apply?

Yes. Applications which are new business to SC Wind are subject to the waiting period. The only exception is the provision for property transfers with mortgage closings which meet our guidelines.

If you find that you will be moving blocks of business to the Association, please start working these accounts in advance. You will need to submit business in advance of the waiting period to maintain effective dates.

Can we request an effective date if we submit the risk in advance of the waiting period?

Yes. If you submit applications well in advance of the requested effective date so that the waiting period requirement is met, we can use any date after the waiting period.

For example, If you submit an application in October with a requested effective date of 12/1/05, we can certainly honor that request. This is because the effective date is further out than the interval required by the waiting period.

Continued on back

Our agency has 30 SC Wind policies spread between two locations. Why does each location have to certify to receive the 10% commission?

Good question. We treat each location which we mail to as a separate agency. If you have two locations and we mail to two addresses, you are considered two agencies with two agency codes. Both locations / agencies must certify.

The reason for this is that we want a licensed person at each location who understands the basic guidelines of the Association.

As an example . . . We do business with an agency that has multiple locations in the Southeast. If the Charleston office certifies, it does not mean that producers in Louisville or Atlanta even know we have a waiting period or manual. Each location must certify.

When will you be holding the next certification seminar?

During 2005, SC Wind hosted 24 certification seminars. Agencies sent 708 licensed producers to the sessions. But! We are still receiving requests for more seminars.

We are working to schedule a December seminar. An announcement will be sent out as soon as the details are available.

QUICK QUOTE

You can rate an application online by going to www.scwind.com. On the lower right hand side of the page is "Quick Quotes." Double click and you will be taken to the page to rate SC Wind policies.