Eligible Lines Products Only

Profit Sharing Agreement

Company or Companies:

Travelers Agribusiness Travelers Select BOP Liberty Mutual Agribusiness Liberty Mutual BOP

Agent Name Corporation Partnership Sole Proprietorship (Circle One)

City State Effective Date

**Agreement Provisions**

1. **About This Agreement D. Eligibility For A Profit Sharing Payment**

By signing this agreement you become eligible to participate in You are eligible for a profit sharing payment calculated

our Profit Sharing Program. under E below, if in the calendar year being evaluated:

“You” and “your” mean the agent name above. “We,”

“us,” and “our” mean the company or companies indicated Your total premiums written (gross less returns) individually and collectively, provided, however, if so for all Eligible Lines contracts equals or exceeds designated above this agreement will apply only to Eligible the Minimum Qualifying Volume of $250,000; Lines contracts placed with us through Stroud National and

Agency, Inc.

Your calendar year net loss ratio (including IBNR) You also agree that our records, accounting methods and in Eligible Lines does not exceed 55%

other procedures will control the determination of your

eligibility for, and the computation of, any profit sharing Your total GPW over the prior year has not payment under this agreement. decreased more than 15%

# Eligible Lines of Insurance E. Calculation of Your Profit Sharing Payment

In calculating your profit sharing payment, we will We will calculate your profit sharing payment as consider Farm & Ranch and BOP contracts only as eligible. of December 31 of each calendar year that this

agreement is in effect and you meet the

1. **Your Profit Sharing Payment** eligibility requirements. Your profit sharing payment is determined as follows:

When you meet the eligibility requirements set forth

below, you may be entitled to an additional sum as ***Step 1. Scoring***

calculated under this agreement. We call this additional sum a “profit sharing payment.” The information used in Gross Premium Written

determining your eligibility for, and the amount of, any (less returns) Points profit sharing payment under his agreement will be the $1,000,000 or greater 5 information we record on your year-end Production $ 750,000-$ 999,999 4 Exhibit. $ 500,000-$ 749,999 3

$ 250,000-$ 499,999 2

Calendar Year Net Loss Ratio

(including IBNR) Points

25% or less 3

25.01% to 35% 2

35.01% to 45% 1

45% to 55% 0

# How Changes Are Made In This Agreement

We may make changes in this agreement by notifying you in writing. If we change the Minimum Qualifying Volume or any of the tables set forth in E for any calendar year, we will notify you at least 60 days prior to January 1 of the year for which the revised volume will apply. For any other changes we make, we will

***Step 2. Payout Percentage*** give you at least 30 days advance written notice.

Based on your total point score determined in Step 1, a **H. How This Agreement May End**

payout percentage is determined using the following table:

Total Points Payout Percentage

* 1. ***Automatic Termination***

This agreement will end automatically, without notice, if the Insurance Agency Agreement between

8 3% you and us ends for any reason. The provision does

7 3% not apply if we immediately enter into a

6 2% replacement Insurance Agency Agreement with you.

5 2%

4 2% ***2. Written Notice***

3 1%

less than 3 0% Either you or we may end this agreement at any time

by written notice to the other. Should we elect to

***Step 3. Calculation of Profit Sharing Payment*** end this agreement, we will notify you in writing at least 30 days prior to the effective date.

The amount of your profit sharing payment is

calculated by multiplying the payment percentage **I. What Happens When This Agreement Ends**

determined in Step 2 by the total GPW (less

returns) for all Eligible Lines. If this agreement is terminated and is not replaced immediately by another profit sharing agreement between you and us covering the Eligible Lines, the

**F. Profit Sharing Payment Statement** calendar year in which this agreement ends is the last calendar year for which you will be eligible for a profit

Your profit sharing payment statement will be prepared sharing payment. If this agreements ends before the after the end of each calendar year. We will deliver full calendar year is completed, its terms will apply your statement and pay any profit sharing payment you without proration for the calendar year in which this may have earned at the same time. However, we will agreement was terminated.

have the right to first deduct any amounts you owe us

under any other agreements you may have with us We will send you your final profit sharing payment before paying you your profit sharing payment. statement, plus any payment you may have earned,

after the end of the termination calendar year.

Signed

Signed

For Agent For Company

Title Title

Date Date