

Agent Training Seminar

Presented by

Venture's Marketing Team

Welcome To Venture!

- Navigating the Venture site appropriately.
- Quicker quoting, more policies written, knowledge is power!
- Better understand of the quoting process.

Training Outline

- Quoting:
 - ▶ Walk through the quoting process.

Quoting:

- Able to successfully quote with Venture.
- Trouble shoot quoting errors.
- Verify Email address and phone number for E-signature Process

Log In

- Let's take a look at the Venture site and go through a quote together.
- Log in with your agent code information.



Unauthorized use or access is strictly prohibited

Internet Solutions for Insurance

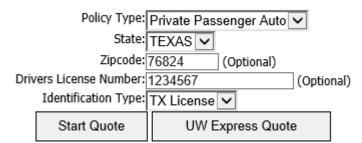
If you forgot your password, obtain a temporary password from your user administrator. You will then be able to enter a new password.

Start Quoting

- Click the tab "Start New Quote".
- Fill in the required information.
 - ➤ Zip code, License Number, Identification Type.
- Select "Start Quote" to enter the quoting system .

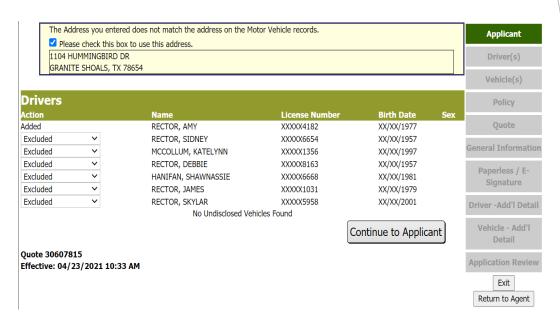


Start A New Quote



Information

- Confirm all drivers associated with the address.
 - Exclude all drivers that are not active on policy.
 - All excluded drivers will be listed and cannot be deleted.
- Click the "Continue to Applicant" tab.



Quoting

- Confirm spelling of name.
- Confirm zip and agent information.
- Quote number.
- Click "Continue to Drivers" tab.

Effective: 04/23/2021 10:33 AM **Applicant** RECTOR First Name * Middle Name Last Name * **Applicant Social Security Number** ###-##-### County BURNET ~ City GRANITE SHOALS State **TEXAS** Agent Code * Lookup Producer TEST * Required Field

Applicant

Driver(s)

Vehicle(s)

Policy

Quote

General Information
Paperless / E-

Signature

Driver -Add'l Detai

Vehicle - Add'l Detail

Application Review

Exit

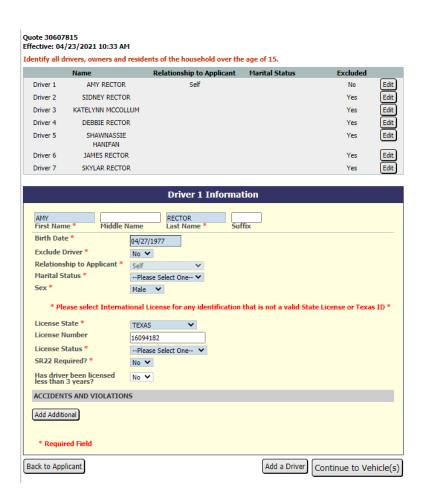
Return to Agent

Continue to Driver(s)

Quote 30607815

Driver Info

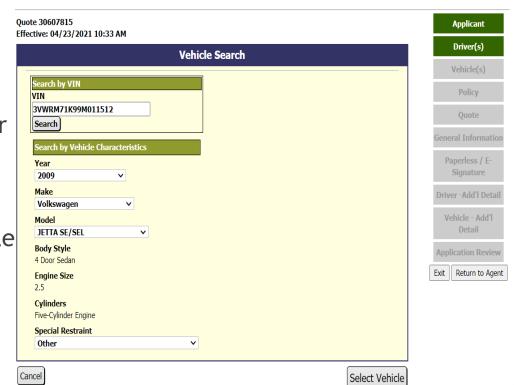
- Fill in the required information
- Marital Status
 - Spouse is required to be listed as active or excluded.
- ► SR22
- Adding additional drivers
 - "Add a Driver"
 - Continue to vehicle(s)





Vehicle Information

- Enter VIN number into Search section.
- Information will auto generate for VIN number.
- Unacceptable vehicle list
- ▶ 2018 and up vehicles unacceptable
- **>** 20/40
- Click "Select Vehicle" tab.



Underwriting Guidelines Unacceptable Vehicles List

- A. UNACCEPTABLE RISKS except as a replacement vehicle with a surcharge.
 - UNACCEPTABLE RISKS (For ALL coverage)
 - 1. Applications without the insured's physical garaging address for vehicle(s).
 - Vehicles over forty (40) model years old will be unacceptable for coverage.
 - Vehicles four (4) years old or newer.
 - Campers, dune buggies, racing vehicles, taxi cabs, jitney, emergency vehicles, delivery or livery vehicles, kit or antique cars, customized or modified vehicles, flat or stake-bed pickups, vehicles with suspension modifications; for any coverage.
 - Vehicles with more or fewer that four (4) wheels.
 - Vehicles which are non-motorized.
 - Students attending school outside of Texas.
 - Employee or agent of VGA, including any employee of an agent is not eligible.
 - Pickups or vans with a load capacity of 1 ton or higher for any coverage. Includes dual wheeled vehicles.
 - 10. Any person living or working in Mexico.
 - 11. Professional athletes or celebrities.
 - Any driver with two (2) or more At-Fault accidents in the past thirty-six (36) months.
 - 13. Any driver with three (3) or more losses in the past thirty-six (36) months, regardless of fault.
 - 14. Vehicles making regular and frequent trips beyond a fifty (50) mile radius.
 - 15. Trucks hauling gasoline, fuel oil, liquefied petroleum, gas or explosive.
 - 16. Taxicabs, daycare vans, public or private livery cars.
 - Ambulances, police, fire department, or any emergency vehicles.
 - Mail and/or newspapers, collections or delivery vehicles.
 - All vehicles used for business or commercial purposes.
 - Driver training cars or racing vehicles.
 - 21. Vehicles garaged away from the residence a substantial part of the time.
 - 22. Aliens: persons who are in this country temporarily.
 - 23. No drivers with MVR points more than twelve (12.)

08/10/2020

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- 24. No flatbed trucks or any vehicle equipped with power/manual winch or fifth-wheel conversions.
- 25. Gray Market Vehicles.
- No driver under age eighteen (18) as a Named Insured.
- 27. Any driver with a conviction of: Driving Under the Influence of Alcohol (DUIA), Driving Under the Influence of Drugs (DUID), Driving Under the Influence of Narcotics (DUIN), Driving While Intoxicated (DWI), Boating Under the Influence, or Refusal to Submit within the past two (2) years or any driver with more than one of the above within ten (10) years.
- Any driver with any felony conviction within the past two (2) years.
- Any driver with more than one (1) felony conviction within the past ten (10) years.
- Passenger vans with seating capacity of twelve (12) or more seats.
 - Vehicles that travel out of the state of Texas more on a regular basis.

. UNACCEPTABLE VEHICLES (For ALL coverage)

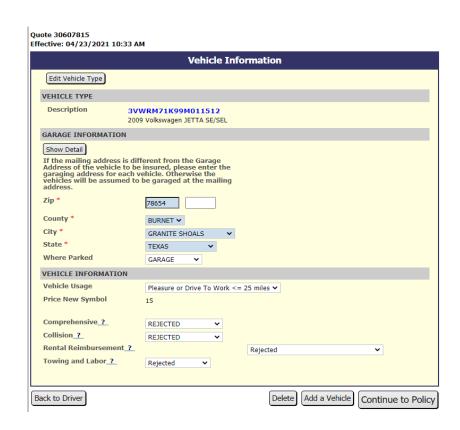
Acura	Chrysler	Infiniti	Mosler	Rover
NSX	Prowler	Q Series	All Models	All Models
Alfa Romero	Dodge	Jaguar	Nissan	Saab
All Models	Viper	All Models	Z Models	900 Turbo
Aston Martin	Stealth R/T	Lamborghini	GTR	Saleen
All Models	Stealth Turbo	All Models	Panoz	All Models
Audi	Any SRT	Land Rover	All Models	Shelby
S4, 5, 6 & 8 Series	Ferrari	All Models	Pantera	All Models
Bentley	All Models	Lexus	All Models	Sterling
All Models	Ford	L Series	Pontiac	All Models
Bugatti	GT	Lotus	Firebird	Subaru
All Models	Cobra	All Models	Trans Am	STI Series
Cadillac	Roush	Maybach	Porsche	Suzuki
V Series	Boss 302	All Models	All Models	Samurai
Chevrolet	Hummer	Maserati	Qvale	Sidekick
Corvette	H1	All Models	All Models	Tesla
Camaro V8	H2	Mitsubishi	Renault	All Models
Monte Carlo SS	Hyundai	3000 Series	All Models	Toyota
Express G 3500	Equus	Morgan	Rolls Royce	Land Cruiser
Silverado 3500		All Models	All Models	Prius
				Yugo
				All Models
Hybrid Vehicles	12+ Passenger	Kit Cars	Custom Vehicles	Electric Vehicles

- All Hybrids and Electric Vehicles are UNACCEPTABLE.
- II. The following table contains specific vehicles that are UNACCEPTABLE VEHICLES for Physical Damage Coverage.

BMW	Mercedes-Benz	Mitsubishi
5, 6, 7, 8, X5, X6, M and Z Series	400 Series	G Eclipse Spyder
	500 Series	
	600 Series	
	E, G, S, SL, CL	
	R and AMG Series	

Additional Vehicle Info

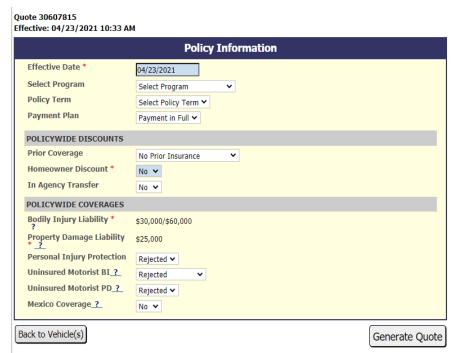
- Confirm vehicle description.
- Garaging address
- Adding coverages
 - ► Liability (30/60/25)
 - Comp/Collision
 - Rental Reimbursement
 - ► Towing \$40 (Per occurrence, reimbursement)
- Click "Continue to Policy"





Policy Information

- Customizing the policy
- Selecting programs
 - ► VGAO (Limited Policy)
 - VGAS (Superior)
- ▶ BI/PD coverage amounts
 - > 30/60/25
- Click the "Generate Quote" tab

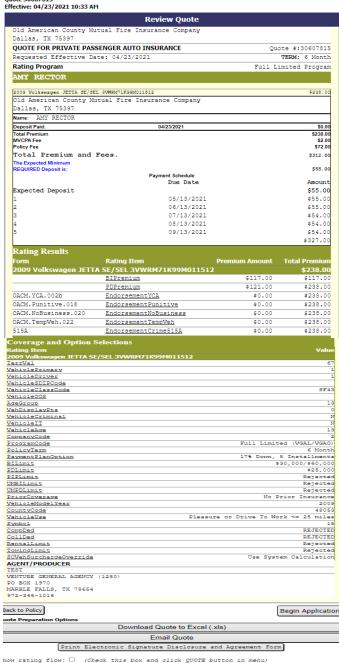




Review Quote

- Review entered information
- Present terms to applicant
- Click on "Begin Application"

Quote 30607815



Print Electronic Signature Disclosure and Agreement Form Print

Vehicle(s) Signature Detail Exit Return to Agent

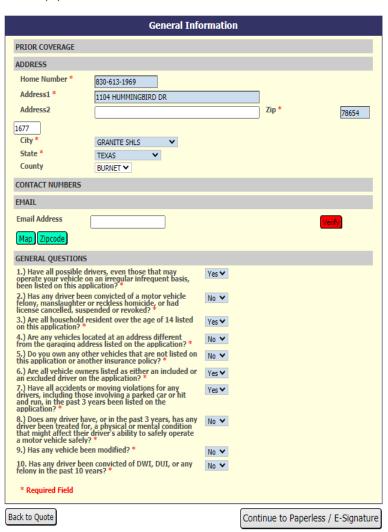
General Information

Fill in the requested information.

Answer underwriting questions.

Continue To Paperless/E-Signature

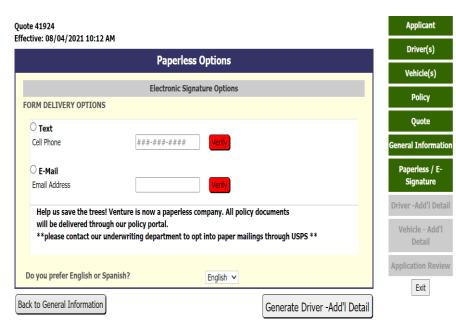
Quote 30607815 Effective: 04/23/2021 10:33 AM





Paperless/E-Signature

- Paperless Document Sign Up
- Text Message Delivery Option For E-Signature Form.
- Paperless Option For E-Signature Form.



E-Signature Form Text Message Option

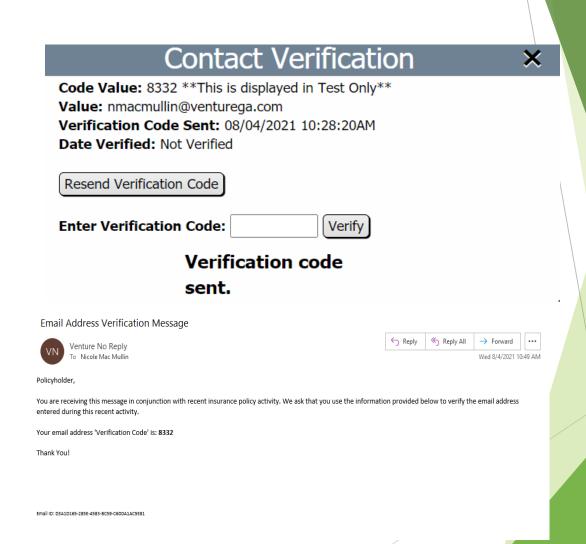
- Text Message Delivery Option.
- Enter Phone Number
- Click "VERIFY"
- Click "SEND VERIFICATION CODE"
- Verification message





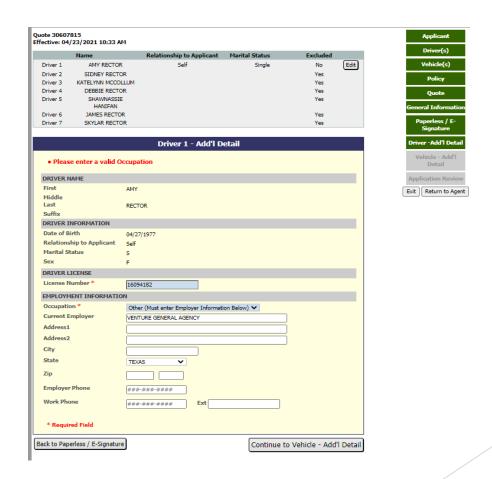
E-Signature Form Email Option

- Email Delivery Option.
- Verify Email Address.
- Click "VERIFY"
- Click "Send Verification Code"



Driver Information

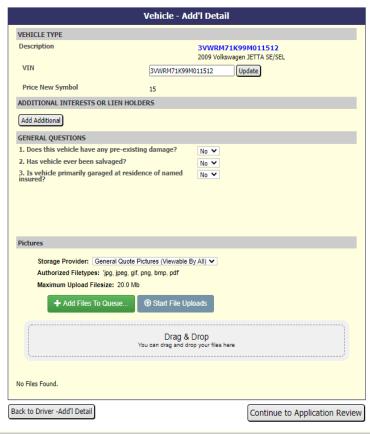
- Occupation
- Gender
- Verify information
- Continue to Vehicle-Add'l Detail



Vehicle Information

- Confirm vehicle and VIN
- Adding lien holder
- General questions
- Uploading pictures
 - PIP
 - UMPD/UMBI
 - COMP/COLL
- Click "Continue to Application Review"
- Click only once!

Quote 30607815 Effective: 04/23/2021 10:33 AM







Application Review

Quote 30607815 Effective: 04/23/2021 10:33 AM

	Application Review		
Old American County I	Mutual Fire Insurance Company		
Dallas, TX 75397	The state of the s		
	E PASSENGER AUTO INSURANCE	0	ote #:30607815
Requested Effective Da			TERM: 6 Month
	ate: 04/23/2021	- "	
Rating Program		Full	Limited Program
AMY RECTOR			
2009 Volkswagen JETTA SE	/SEL 3VWRM71K99M011512		\$238.00
Rating Results			
Form	Rating Item	Premium Amount	Total Premium
2009 Volkswagen	JETTA SE/SEL 3VWRM71K99M011512		\$238.00
_	BI Premium	\$117.00	\$117.00
	PD Premium	\$121.00	\$238.00
OACM.YCA.002b	Add endorsement OACM.YCA.002b	\$0.00	\$238.00
OACM.Punitive.018	Add endorsement OACM.Punitive.018	\$0.00	\$238.00
OACM.NoBusiness.020	Add endorsement OACM.NoBusiness.020	\$0.00	\$238.00
OACM.TempVeh.022	Add endorsement OACM.TempVeh.022	\$0.00	\$238.00
515A	Add endorsement 515A - excluded drivers	\$0.00	\$238.00
Coverage and O	ption Selections		
Rating Item			Value
	ETTA SE/SEL 3VWRM71K99M011512		
Territory Code			67
Store original driver			1
Driver Number of Rated I	Driver		1
Points Code			
Set Vehicle Class Code			SF43
Set VehicleOOS from rate			
Initialize VehicleAge for u			13
SDIP Points into structure			0
Set VehicleCriminal from			N
Set VehicleIT from rated	driver info		N
Vehicle Age !!!			13
Company			2
Program		Full Lim	ited (VGAL/VGAO)
Policy Term			6 Month
Payment Plan		17% Do	wn, 5 Installments
Bodily Injury Liability			\$30,000/\$60,000
Property Damage Liability			\$25,000
Personal Injury Protection	n		Rejected
Uninsured Motorist BI			Rejected
Uninsured Motorist PD			Rejected
Prior Coverage			No Prior Insurance
Model Year			2009
County			48053
Vehicle Usage		Pleasure or Dri	ve To Work <= 25 miles
Price New Symbol			15
Comprehensive			REJECTED
Collision			REJECTED
Rental Reimbursement			Rejected
Towing and Labor			Rejected
UW Override of Vehicle S	urcharge Set by System	Use	System Calculation
	e future documents electronically through text		YES
messaging or email?			
Do you prefer English or	Spanish?		en

Applicant
Driver(s)
Vehide(s)
Policy
Quote
General Information
Paperless / E- Signature
Driver -Add'l Detail
Vehicle - Add'l Detail
Application Review
Exit Return to Agent

AGENT/PRODUCER				
TEST				
/ENTURE GENERAL A	GENCY (1280)			
O BOX 1970				
MARBLE FALLS, TX 78	3654			
972-346-1016				
Billing Information				
Denosit Poid:	04/23/2021	\$0.00d		
Deposit Paid: Total Premium	04/23/2021	\$0.00 \$238.00		
MVCPA Fee		\$2.00		
Policy Fee		\$72.00		
Total Premium	and Fees.	\$312.00		
The Expected Minimun	1			
REQUIRED Deposit is:	ment Schedule	\$55.00		
1 "	Due Date	Amount		
Expected Deposit		\$55.00		
1	05/13/2021	\$55.00		
2 3	06/13/2021	\$55.00 \$54.00		
4	07/13/2021 08/13/2021	\$54.00 \$54.00		
5	09/13/2021	\$54.00		
	,,	\$327.00		
Payment Informatio	n			
Bill To		AMY RECTOR ✓		
Payment Option		17% Down, 5 Install (w/fee) ➤		
Select Payment Me	thod	CHECK		
Deposit Unverified				
Check or Money Or		Yes 🗸		
-	del Nullibei			
Deposit Amount				
Date Paid		04/23/2021		
Can the Agent Bind	this application?_	? No ∨		
APPLICANT'S E-SIG	NATURE			
E-Signature *				
AMY RECTOR	AMY I	RECTOR		
Print Applicant's Name		s E-Signature		
Initials *				
AR	AR			
Print Applicant's Initia	s Applicant's	Applicant's Initials		
AGENT'S E-SIGNATU	• • • • • • • • • • • • • • • • • • • •			
E-Signature *	IKE			
NICOLE MAC MULLIN				
Print Agent's Name	Agent's E-			

Sign Application

Binding the Policy

- **Binding Contract**
- Fees
- **Electronic Signatures**
- **Submit Application**



515A EXCLUSION OF NAMED DRIVERS AND PARTIAL REJECTION OF COVERAGES

This endorsement form is part of Policy No. issued to AMY RECTOR by VENTURE GENERAL AGENCY, LLC. at its Agency located in MARBLE FALLS, TX and is effective from 04/23/2021 at 10:33:14 Standard

WARNING

READ THIS ENDORSEMENT CAREFULLY!

This acknowledgement and rejection is applicable to all renewals issued by us or any affiliated insurer. However, we must provide notice with each renewal as follows: "This policy contains a named driver exclusion"

You agree that none of the insurance coverages afforded by this policy shall apply while (The Excluded Driver) SIDNEY CLAYTON RECTOR KATELYNN ELIZABETH MCCOLLUM DEBBIE GOUGE RECTOR SHAWNASSIE LEIGH HANIFAN JAMES EDWARD RECTOR SKYLAR MICHEAL

is/are operating your covered auto or any other motor vehicle. You further agree that this endorsement will also serve as a rejection of Uninsured/Underinsured Motorist Coverage and Personal Injury Protection Coverage while your covered auto or any other motor vehicle is operated by the excluded driver.

Acknowledged: X Applicant Confirm (APPLICANT)



Insured Name: AMY RECTOR Policy Number: <u>1280 - 30607815</u> Effective Date of Rejection: 04/23/2021

STATEMENT OF NO COMMERCIAL / BUSINESS USE

hereby warrant that the vehicle(s) insured by the policy and coverage applied for is/are NOT used for ANY commercial or business purpose NOT use my vehicle(s) in the course of my employment or while I am self-employed. This statement is made for the purpose of inducing the insurance company to issue the policy and coverage for which I have applied and will form as part of the application.

04/23/2021 12:00 AM

Return | Submit Application

Application Processed!

- Verify E-signature Process Complete
- Application Processed

Application Processed

Please have the insured complete the ESignature process through Email or text message at this time.

Esignature Process Complete

**Please be aware that policies without proper signatures will be set for cancellation .

Your Application Has Been Submitted.

Thank you. We appreciate your business!!

Venture General Agency

Display DEC Page and ID Card

Display Application

View Policy

View Payment Receipt

<u>Upload Vehicle Images</u>

Upload Documents

Electronic Signature Form

Required E-Signature Form



11:03 AM

Venture Electronic Signature Link

Please see below for the link to complete your Electronic Signature Agreement. This process is

mandatory for all new policies issued. This link will expire in 60 minutes.

Click Here to Complete The Electronic Signature
Process

Email ID: DE53B72A-803C-4491-9E8E-A01A6406A21B



ELECTRONIC SIGNATURE DISCLOSURE AND AGREEMENT

Policy Number: 2023
Insureds Name: Necous MACMALIN

In order to obtain auto insurance with Old American County Mutual Fire Insurance Company through Venture General Agency, LLC, insurance applicants may be required to answer certain questions on the application by key pad, mouse or other device used to select an item, button, icon or similar actaction. All questions were answered by me personally or answered on my behalf with my expressed consent, agreement to, and approval of the response given. Further, my electronic signature was affixed to the application only after I had read, understood and agreed to the terms proposed therein.

Applicants may also be required to use an electronic signature when such signature is necessary on the application. You acknowledge and agree to the use of this electronic service in accessing or making any transaction regarding any application or policy for auto insurance through Venture General Agency, LLC.

The Issuerd's Signature below further reflects the insured's choice as required by section 1952.101 through 1952.110 of the Texas Insurance Code, regarding Uninsured Underinsured Motorist Benefits and as required by Section 1952.152 through 1952.161 of the Texas Insurance Code, regarding Personal Injury Protection as indicated by the electronic signature on the application for Automobile Insurance.

Con el fin de obtener un seguro de automovil con Old American County Mutual Fire Insurance Company por medio de Venture General Ageney, LLC, los olicitantes podran ser obligados a responder a ciertas preguntas de la aplicación por medio del teclado, mouse o otros dispositivos utilizados para seleccionar un artículo, boton, un icono o acto/acción similar.

Los solicitantes tambien pueden ser requeridos a utilizar una firma electronica cuando dicha firma es necesaria en la aplicacion. Usted reconoce y acepta el uso de este servicio electronico para acceder o hacer cualquier transaccion conceniendo la aplicacion o poliza de seguros de auto por medio de Venture General Agency, LLC.

Para completar la solicitud de seguros de auto con Old American County Mutual Fire Insurance Company por medio de Venture General Agency, LLC, conteste las pregunta determinadas de la aplicación y seleccione las respuestas correctas por medio del teclado, mouse o otros dispositivos utilizados. Ademas, he colocado mi firma electronica cuando fue reespondidas con mi consentimiento expresado, estoy de acurdo, y doy mi aprobacion a las respuestas dadas. Ademas, aplique mi firma electronica solo depues de que yo habia leido, comprendido, y aceptado los terminos propuestos.

Type your name and date to indicate acceptance of the agreement, then click the Accept button. (This will take about 30 seconds to process, please be patient.)

Date ____

Escriba su nombre y fecha para indicar la aceptacion del acuerdo, y haga clic en el boton aceptar. (Esto tomara unos 30 segundos para procesar, por favor sea paciente.)

YOU HAVE SUCCESSFULLY PROCESSED A POLICY!

- If at any point in your quoting process you have a question or receive an error, Please reach out to our underwriting department.
- The underwriting department is there to assist you with your needs.
- Thank You For Doing Business With Venture General Agency!