



WIND AND HAIL UPDATE

*South Carolina Wind And Hail
Underwriting Association
P. O. Box 407
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CERTIFIED AGENCY PROGRAM

***** Important Update *****

With the third certification period coming to conclusion, many of you have been asking about the 2007 seminars.

It had been our intention to release the 2007 Wind and Hail Update Seminars during Fall 2006 with the announcement of possible changes to the territory. As you are well aware, territorial expansion did not occur.

We have been ready to incorporate any changes into the seminar and immediately file the seminar for CE credit. The Association did not want to offer certification seminars only to have significant changes occur several weeks or months later.

There are currently proposals before the state legislature which might result in changes that producers will need to know about and understand. As a result, the 2007 seminars are still on hold.

An interim step is needed for producers.

Effective March 1, 2007, all agencies will be deemed to be certified and receive the 10% commission rate for business effective March 1, 2007, or later.

We will restart the certification period and introduce the 2007 Wind and Hail Update Seminars as soon as it is determined what changes, if any, might be implemented by the State legislature.

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Our agency has already submitted business effective after March 1, 2007. We received a 5% commission. What happens next?

There are a limited number of policies already issued for March 1, 2007, or later. We are manually adjusting those policies and will send you the balance of the commission.

Will there be an adequate amount of time to attend the 2007 Wind and Hail Update Seminars in order to maintain the 10% commission rate?

We will allow for a reasonable amount of time for agencies to attend the seminars in order to maintain the 10% rate.

Have you ever thought about holding the seminars outside of Columbia?

The main locations for the seminar are Columbia, Myrtle Beach, Charleston, and Hilton Head. In addition, we hold seminars in Greenville, Charlotte, and Wilmington.

SKELETON CONSTRUCTION

In the last nine months, the Association has seen a return of commercial business – especially beachfront condo associations. At the same time, the Association is working with producers who are not familiar with skeleton construction and SC Wind's rating classification.

While this is covered in the Manual, some producers are experiencing difficulties with the terminology. We are currently taking two steps to be of assistance.

First, we are now using an engineering firm to review the construction classification of all commercial buildings submitted as wind-resistive or semi-wind resistive. This review is at no expense to the producer or policyholder.

Next, we are working on providing clearer information on skeleton construction to assist those of you who may have difficulty with the ISO terminology. We will be sending this information out in the near future.

www.scwind.com

New features have been added to the web site to assist producers. Take a moment to check them out!