



PO Box 4225 Richmond, VA 23220
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We proudly announce an exciting addition to our non-standard personal auto offering.

In addition to **West Virginia National Auto Insurance Company**, we are now writing with

State National Insurance Company, Inc.

This product is designed to give you access to additional segments of the market and offers features that many of you have been requesting:

- **Tiered commissions are back!** You choose 18%, 16%, 14%, 12%, 10% or 8%. Renewals pay the same as new business.
- New pay plan option of **8.33% down payment** with 1st payment due in 25 days. 10% and 12.5% down payment options with 1st payment due in 30 days are available as well.
- **15% Paid-In-Full discount** on both 6-month and 12-month policies.
- **5% Annual Term discount**
- **No reinstatement fee!** Our late fee remains at \$12 and is applicable to policies that are being reinstated, but there is no reinstatement fee.

And as always, **we do not credit score!**

Available in PTS and ITC TurboRater right now. Look for us in ITC as Specialty Insurance – State National.

Expiring American Service Insurance (ASI) policies will continue to be automatically quoted through West Virginia National.

We believe that by having the products of both **West Virginia National** and **State National** in your arsenal, you can broaden your offering and your market penetration. If you have any questions, please contact Mark Lyons at 804-869-3073 or via e-mail at mlyons@specialtyva.com.