

# AmTrust PAYO<sup>®</sup> for Agents

Our three popular PAYO (Pay-As-You-Owe) Work Comp payment solutions offer many benefits to both you and your insureds:

- 3rd Party Facilitators  
\$1,000 minimum premium required
- Traditional PAYO  
\$1,000 minimum premium required
- PAYO Self Reporting (PSR)  
\$5,000 minimum premium required



## Leading Writer

of workers' compensation insurance in the U.S.



## \$25.2 Billion

in total assets



## \$8.0 Billion

Gross Written Premium

## Benefits to You

- Proven sales tool to create and close more new business, while also protecting your current book of business
- Strengthen your insured retention
- Compete against the national payroll agencies and professional employer organizations (PEOs)
- No money down to bind workers' comp coverage at policy inception and renewal
- Remain the agent of record and receive full regular commission
- Reduce the chance of commission chargebacks
- Save time by reducing the chance of billing, cancellation/reinstatement and collection issues
- Sell more workers' comp business when using an AmTrust PAYO solution

## Benefits to Your Insureds

- No upfront money to bind coverage
- Enjoy "cash flow" benefits of paying premium based on "actual" payroll, not estimates
- No checks to write or invoices to pay
- Simplified audit process – reduces the chance of large audit surprises
- No AmTrust processing fees
- Better control over workers' comp business expense

## Ease of Doing Business on All Three PAYO Solutions

No money to collect at policy inception and renewal.

**PAYO net rate includes all factors affecting the rate, such as base rate, expense constant, TRIA, state taxes, fees and assessments.**

## 3rd Party Facilitators

### Automated Solution

Offer your insured the ability to stay with their payroll company of choice and still keep you as their local insurance expert and commissioned agent of record. Helps when competing against national payroll agencies.

AmTrust will assist you in selecting the facilitator that works best for your insured based on their current payroll company.

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## Traditional PAYO

### Automated Solution

Offer your insured the ability to stay with their current payroll company or choose one from our local AmTrust approved payroll partner network.

Work with local AmTrust Approved Payroll Partners to reciprocate new business opportunities and better protect your book of business.

## PAYO Self Reporting (PSR)

Offer your insured the ability to self-report their payroll, based on their desired payment frequency. Works well for insureds using Intuit / QuickBooks, proprietary payroll software, national payroll companies or other payroll software. A \$200 premium bearing deposit is required.

## Eligibility

Insured must meet AmTrust underwriting guidelines

## PAYO Action Plan

Here are five questions you should ask every insured and prospective insured:

1. How do you currently process your payroll? If outsourced, is it through a payroll company or PEO?
2. Are you currently paying your workers' compensation premium through your payroll company?
3. Have you ever been unpleasantly surprised by an additional premium due at audit?
4. Have you found it increasingly difficult to comply with the ever changing IRS tax filing rules?
5. Can I show you a better, more efficient way to pay your workers' comp premium?

## Here is what to say to your insured:

*"I'd like to give you a no-obligation PAYO quote that requires no upfront money to bind coverage, offers a significant 'cash-flow advantage' throughout the policy period, and will simplify your audit process on the back end."*

**Be the one... to tell all your insureds about the benefits of AmTrust PAYO!**

877.528.7878

[www.amtrustinsurance.com](http://www.amtrustinsurance.com)