



# Vested Insurance Partnership (VIP) Program

The VIP Program provides you the opportunity to share underwriting profits on the best and most profitable accounts you place with us. No other commercial or personal lines insurer offers a similar program.

## Receive 25% of the underwriting income on the accounts you select for the program.

- Most lines of business are eligible
- No minimum individual premium size
- No impact on underwriting or pricing
- No impact on commission income

In addition to dividends and commission, profit sharing is also paid on any account (or any portion of any account) not already ceded to the program.

### By the Numbers

 **\$800M**  
in written premium since inception

 **250+**  
agents and wholesalers

### What Members Say

“The AmTrust model was the only one we found to be straightforward, transparent and truly provided us the opportunity to share in their underwriting profit.”  
*Frank Sorochen, Jr., President of Associated Specialty, Member since 2011*

“The only thing I regret is not starting this program sooner.”  
*Robert Licciardello, COO/Owner, All Insurance Underwriters, Member since 2015*

“The program has created a unique partnership that allows access to key decision makers at the insurance company in a way that other companies do not offer.”  
*Neil Owens, Principal, Elias B. Cohen & Associates, Member since 2013*

“A partnership where the carrier, agency and insureds all benefit.”  
*Dan Robertson, Partner, Insurance Office of America, Member since 2014*

“For agents that understand risk, ordinary profit sharing plans can’t compete.”  
*Randall Goss, Chairman & CEO, U.S. Risk Insurance Group, LLC, Member since 2013*

## Frequently Asked Questions

### Can I roll in my existing AmTrust business?

Yes. You can roll up to \$500,000 of your existing AmTrust business! Over \$500,000 you can continue to roll existing business if matched with new business, inside or outside the VIP program.

### Who can I contact to learn more?

**Steve Bankes** | 312.805.3835 | [Steven.Bankes@amtyntagroup.com](mailto:Steven.Bankes@amtyntagroup.com) or your AmTrust regional sales representative.

### Is this a product?

No. It is simply a program to reward you with profitable new business.

### Do I have to contribute capital right away?

No. Most agents wait until they've built up a profitable book before taking on the risk.

### Do agents commonly disclose participation in the program to their clients?

There is no rule to disclose your participation since the partnership does not produce commission income. Income is derived through a dividend based on the profits generated.

### What if I don't meet the premium goal?

If you do not meet your premium goal, your VIP code may be discontinued; however, an agency in good standing making a good faith effort would likely be given additional time to meet their goal.

### When will I receive my money?

Three years after the expiration of all the policies for a given underwriting year, that year will be eligible for dividend.

### Will it affect my profit sharing with AmTrust?

All premium is eligible for profit sharing if the agency qualifies for profit sharing regardless of whether its ceded to the cell.

### Will it affect my E&O insurance?

Since this program is not technically a captive and has no impact on your insureds, there is no effect on your E&O insurance.

### What is the benefit for AmTrust?

The Agency receives 25 percent of our bottom-line profit and we retain the remaining 75%; therefore, we win together or we lose together.

### Should I own the stock, or should it be owned by an LLC or the agency?

All are viable options, but you should seek advice from your tax advisor.

### Will you offer tax advice?

No. We do not offer tax advice.

### May I speak with an existing member?

Yes. Most existing members are happy to speak with prospective members.

### What happens if I suffer a large loss?

You will share 25 percent of the first \$250,000 of any loss; therefore, the maximum deduction from your loss fund per claim is \$62,500.



AmTrust is AmTrust Financial Services, Inc., located at 59 Maiden Lane, New York, NY 10038. Coverages are provided by its affiliated property and casualty insurance companies. Consult the applicable policy for specific terms, conditions, limits and exclusions to coverage. For full legal disclaimer information, including Texas and Washington writing companies, visit: [www.amtrustfinancial.com/about-us/legal-disclaimer](http://www.amtrustfinancial.com/about-us/legal-disclaimer).