



## How to Select & Use FLEX 12

### Put the Reliant Exchange (REX) bridge on FSC

#### To contact FSC:

- Call 800 433-2550, Option 4
- Or Email them from the Contact Us button on the Main View

### Select the Reliant FLEX 12 Programs

- Go to Main View, Setup Wizard, Auto
- Select the FLEX programs:
  - Reliant/Occidental I FLEX 12 108
  - Reliant/TICA FLEX 12 172
  - Reliant/TICA FLEX 12 Named Dr 174

### Selecting Your FLEX 12 New Business Commission

You may leave your New Business commission at the 12% default (do nothing to keep it at 12%)

*OR*

You can FLEX your New Business commission percentage (up or down) in the Limits & Deductibles View, Company Underwriting Tab.

- For Occidental I - Select any percentage in the range of 0 - 20%
- For TransGuard - Select any percentage in the range of 0 - 14%

The new business commission percentage you selected will be listed on the quote.

### Uploading through REX – Selecting your Renewal Commission

Once you bridge, you have another opportunity to FLEX your New Business commission level. This is also where you set your Renewal commission (can't be set in FSC).

There is no default for Renewal commission – you must select the desired commission level by picking a percentage listed in the Renewal Commission drop-down menu.

### After the Sale

The rebate the customer receives at new business because you FLEXed is shown on the application.

New business commission cannot be changed unless you request to void the application. To adjust the Renewal commission amount after upload, provide written notice 45 days prior to 6 or 12 month renewal.

If the customer's rate increases at renewal due to a change in the rebate amount, a notice will be included with the billing notice.

Contact Reliant General Marketing at 800 959-9956 or email to: [Marketing@ReliantGeneral.com](mailto:Marketing@ReliantGeneral.com)

*"Count On Us"...*

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