



Reliant General Programs

	<u>FSC #</u>
Reliant TOPA Excess	17
Reliant/Occidental I FLEX 12	108
Reliant/TICA FLEX 12	172
Reliant/TICA FLEX 12 Named Dr	174
Reliant-Occidental Affinity	97
Reliant-Occidental Excess	98
Reliant-Occidental I	100
Reliant-Occidental II	99
Reliant-Occidental II (Dbl Ded)	114

Reliant Policy Upload

FLEX programs must be uploaded via the Reliant Exchange (REX) bridge on FSC. If you cannot find the REX bridge, call FSC at (800 433-2550, # 4) or email them from the Contact Us button located on the Main View page of your rater.

Other programs available through REX (and are also available via ZapApp) are: Occidental II & Occidental II (Dbl Ded).

Occidental Affinity, Occidental Excess and TOPA Excess are available with ZapApp only.



FLEXible commission products... exclusive to Reliant General!

FLEX your power to close more sales!

FLEX 12 - Selecting Your New Business Commission

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

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

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

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

FLEX 12 - Selecting your Renewal Commission

Once you bridge through REX, 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.

FLEX 12 - 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 end price increases at renewal due to a change in the rebate amount, a notice will be included with the billing notice.

"Count On Us"...