



DON'T JUST
CALCULATE THE MOD.
SELL WITH IT.



Deliver trusted, accurate experience mod analysis in seconds

Accounts

- Account name
- Andrew's Sail S
- Betz Wholesale
- casadonte insu
- asey MM Den
- hindemi & AS
- Christiano's Ca
- Clever Constr
- Farrington Pra
- Fisher's Constr
- Garfield's Lasagna Lounge
- Jackson Big Cat Rescue

Full Mod for Doyle Training Comp

Policy info Payroll Group

Calculated mod value

Expected Losses

Total expected losses

Total expected primary losses

Total expected excess losses

Actual Losses

Total losses as entered

Total losses for calculation

Total actual primary losses

Aggregate Loss S

Percent Change

Loss Analysis by Policy Year

Actual vs. Expected Losses by Year

Policy Year	Limited/Adjusted Losses	Expected Losses
Policy period starting 4/2/2018 to 3/31/2019	\$38,300	\$25,61
Policy period starting 4/2/2019 to 3/31/2020	\$13,795	\$29,51
Policy period starting 4/2/2020 to 4/30/2021	\$14,913	\$36,45
	\$68,008	\$91,57

Provide strategies to lower premium costs

Generate powerful, branded reports instantly

Outperform the competition

- Go beyond the low bid —position yourself as the mod expert.
- Prove the cost savings you can help prospects achieve.
- Differentiate your brand.

Empower clients

- Open clients' eyes to the impact of the mod.
- Identify cost drivers and trends with sophisticated analysis.
- Provide strategies to improve the mod and save clients money.

Lock in retention

- Deliver long-tem cost reduction to make a lasting impact on the client's bottom line.
- Support a safety culture, return to work and more with a library of resources.
- Help clients plan for future costs.

Deliver results in seconds

- Upload experience mod worksheets and receive results instantly.
- Save time and demonstrate value.
- Import feature available in all NCCI states, Indiana, New York and California.



OPEN DOORS AND UNSEAT INCUMBENTS.

GROW YOUR BUSINESS WITH EXPERT MOD ANALYSIS.



Discover a new prospecting hook

- Educate prospects on the impact of the mod.
- Easily demonstrate the prospect's saving potential with the Quick Mod analysis, demonstrating the importance of the minimum mod.
- Challenge the incumbent beyond price.

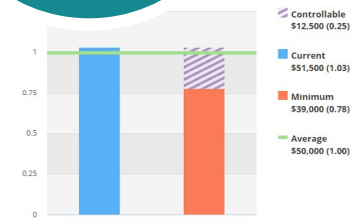
Launch

A value appears in the corresponding lettered box in the summary of your pricing worksheet. Boxes A, C, D, and E are required to perform a calculation; perform an accurate mod calculation you must fill in all the boxes. Need help?

Item	Value
W value	0.13
Expected excess losses	69,489
Total expected losses	84,718
Total expected primary losses	15,249
Actual excess losses	19,304
Dollor value	23,975
Total actual losses	44,283
Actual primary losses	24,979

Enter data and show saving potential in minutes

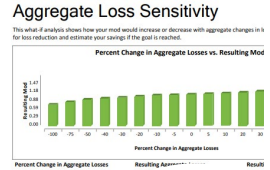
Each year by using the following graph. To learn more about each of the



Craft a stronger story

- Differentiate your organization with a new competitive advantage—helping clients identify and achieve their lowest possible mod.
- Position yourself as a strategic partner who will work to impact the prospect's bottom line.
- Keep your firm top of mind with reports branded back to your business.

Mod Analysis for Doyle Training Company



Mod Analysis for Doyle Training Company

Loss Analysis by Policy Year

This analysis shows the actual versus expected losses for each policy year in the mod. This data is important in identifying trends which may help you predict, generally, the direction of your mod in the future. As individual policy periods—those with actual losses higher than expected—age out of the mod calculation, you can expect your mod to improve if your new loss experience shows actual losses less than expected. This is an achievable goal through specific loss control practices your broker advises. To view losses by policy period, see the Loss Analysis by Policy Period report.



Dynamic reports illustrate the powerful impact of your solutions

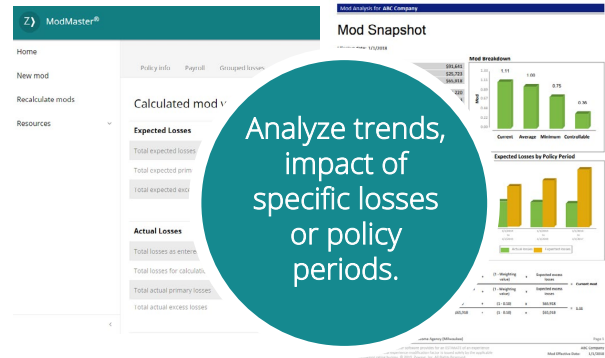


DELIVER COST SAVINGS WITH POWERFUL ANALYSIS.

STRENGTHEN RELATIONSHIPS AND SECURE YOUR BOOK.

Expose cost drivers

- Conduct powerful full mod analyses.
- Uncover cost drivers such as higher losses by location, department or type of injury.
- Educate clients on the source of premium costs, the impact of the mod and what's behind it, and how you can control those issues to lower costs.



Import for faster results

- Put more time back in your day.
- Eliminate manual data entry errors.
- All NCCI states, Indiana, New York and California supported.

Create New Mod

Risk Name: ABC

Account name: Select an account

Location type: CA NJ PA DE

Priority type: Manual

Following states use a different bureau report format and are not currently supported when imported alone: IL, MN, NY, PA, WI. Multi-state reports may still be imported.

What kind of mod analysis?

Quick mod analysis: Enter summary values to start the conversation. **START ANALYSIS**

Full mod analysis: Enter detailed payroll and loss data for increased reporting and trending analyses. **START ANALYSIS**

Leverage the quickest import feature on the market

Provide cost-saving solutions

- Help clients implement loss control solutions to lower the mod and their premium.
- Deliver return-to-work programs, safety program implementation, loss control information, employee deliverables and more.
- Strengthen relationships with long-term strategies that will deliver results and help clients anticipate changes in the mod.

safety matters

WORK COMP INSIGHTS

Accommodating Permanent Work Restrictions

Deliver solutions with Broker Briefcase® marketing library



FUNCTIONALITY OVERVIEW

CHECK OUT A QUICK OVERVIEW
OF FEATURES AND BENEFITS.

- ✓ Engage your clients and prospects with reports that blend workers' comp education and information specific to them.
- ✓ Communicate the mod, the minimum mod, the controllable mod and associated premium.
- ✓ Focus on the savings achievable through loss control.
- ✓ Highlight mod drivers such as frequency or severity issues.
- ✓ Illustrate the impact of each specific loss on mod points and premium - "how did this one loss really impact our company?"
- ✓ Identify loss trends associated with particular body parts, types of injury, departments, locations and other demographics.
- ✓ Create custom report packages branded to your business.
- ✓ Verify the official bureau mod.
- ✓ Project a mod a year or more in advance.
- ✓ Create what-if scenarios such as in mergers and acquisitions, loss improvements and more.
- ✓ Use mod comparison reports to:
 - Explain a mod change
 - Benchmark between employers in similar industries
 - Show actual vs. what-if scenarios
 - Include in stewardship reports
- ✓ Generate a quick mod or full mod analysis effortlessly.
- ✓ Pair with Broker Briefcase to deliver strategies to lower client premium costs and follow up with cost-saving solutions.
- ✓ Import experience modification worksheets directly for results in seconds.
 - Supported in all NCCI states, Indiana, New York and California.