

AmTrust PAYO® for Insureds



AmTrust North America understands the unique challenges you face today in running and growing your practice. That's why we introduced AmTrust PAYO® (Pay-As-You-Owe®), the perfect workers' compensation payment solution.

Workers' Comp Premium Payments Made Easy

AmTrust PAYO now provides you with three seamless Pay-As-You-Owe workers' comp premium payment solutions. This frees you up to do what you do best – run your practice!

TRADITIONAL PAYO Automated solution through your payroll company. Allows you to keep your local agent and your local payroll company.

3RD PARTY FACILITATOR Automated solution through 3rd Party Facilitator. Allows you to keep your local agent and your national payroll company.

(PSR) PAYO SELF REPORTING Self reporting solution through AmTrust Online reporting system. (Requires a \$200 deposit)

Many practice owners find it increasingly difficult to comply with ever-changing IRS tax-filing rules. It is also challenging to pay large up-front premium deposits to bind coverage, make timely installment payments and contend with large additional premiums due at audit. That's where PAYO can help!

FOR MORE INFORMATION PLEASE CONTACT TOM MURPHY OF DANNA-GRACEY AT 800.966.2120 OR MURPHY@DANNAGRACEY.COM.

Benefits to You

- No money down makes it easy to secure workers' comp coverage at policy inception and renewal
- Enjoy cash flow benefits of paying premium based on "actual" payroll each pay period, not estimated payroll made 12 months in advance
- Pay your workers' comp premium through your payroll company or online each pay period
- No checks to write or invoices to pay
- Simplify your audit process. Reduce the change of an audit surprise
- Budget more effectively by staying current and on top of your workers' comp expense

PAYO FAQs

Q. How does PAYO work?

- A. Workers' comp premium is based on payroll. PAYO works with your payroll company or with you, to calculate the premium at the same time payroll is processed. This keeps your policy paid current and up to date.

Q. Is my practice eligible for PAYO?

- A. Practices that meet our underwriting guidelines and generate \$1,000 or more in annual workers' comp premium are eligible.

Q. Which PAYO Solution best fits my practice needs?

- A. We can help you determine which of the three PAYO Solutions best fits your practice once we know the following:
- a. How you currently process your payroll
 - b. If you prefer an automated or self-reporting payment option

Q. Does PAYO eliminate a final audit?

- A. No. PAYO accounts will receive either a final voluntary or physical audit based on state rules and AmTrust audit guidelines.

Q. Who do I contact to get started?

- A. Please contact Tom Murphy of Danna-Gracey at 800.966.2120 or MURPHY@dannagracey.com to find out just how simple it is to get started.

About AmTrust North America

A national insurance carrier, AmTrust specializes in providing workers' comp and niche commercial lines coverage for small and medium sized businesses. Rely on AmTrust North America's strength and security for your insurance needs.



AmTrust North America
An AmTrust Financial Company

www.amtrustnorthamerica.com

Danna-Gracey

The Healthcare Providers' Insurance Specialists

AmTrust is AmTrust Financial Services, Inc. located at 59 Maiden Lane, New York, NY 10038. Coverages are provided by its property and casualty insurance company affiliates. In TX, coverage is provided by AmTrust Insurance Company of Kansas, Inc., AmTrust International Underwriters Designated Activity Company, Associated Industries Insurance Company, Inc., First Nonprofit Insurance Company, Milwaukee Casualty Insurance Company, Republic Underwriters Insurance Company, Republic-Vanguard Insurance Company, Security National Insurance Company, Southern County Mutual Insurance Company, Southern Insurance Company, Technology Insurance Company, Inc., or Wesco Insurance Company. In WA, coverage is provided by AmTrust Insurance Company of Kansas, Inc., AmTrust International Underwriters Designated Activity Company, Associated Industries Insurance Company, Inc., Developers Surety and Indemnity Company, Milwaukee Casualty Insurance Company, Security National Insurance Company, or Wesco Insurance Company. Consult the applicable policy for specific terms, conditions, limits, and exclusions to coverage

© 2018, AMTRUST NORTH AMERICA, INC.

Three PAYO[®] Solutions - Summary

We now have three great AmTrust PAYO Solutions for a workers' comp "cash flow" payment option.

Traditional PAYO

Traditional PAYO is an automated local Pay-As-You-Owe solution. There is no upfront money or deposit needed to bind coverage at policy inception or renewal. Calculation, collection and remit of the workers' comp premium is handled seamlessly by AmTrust in coordination with your payroll company. This is done each pay period based on actual reported payroll.

An AmTrust EFT form may be needed based on the selected payroll company.

Please contact Danna-Gracey for a list of AmTrust approved payroll partners to see if an AmTrust EFT form is needed. If your payroll company is not listed, simply contact us to find out how to add a new payroll company.

3rd Party Facilitator

This is an **automated payment solution**, giving your practice the best of both worlds - keeping your national payroll company for payroll, and still keeping Danna-Gracey as your local agent.

The 3rd Party Facilitator functions as the intermediary between you and your payroll provider. They handle the premium calculation, collection and remit function by state and class code based on the net rates provided by AmTrust. No upfront money or deposit is needed to bind coverage at policy inception or renewal.

The 3rd party EFT authorization form is needed to commence services.

National payroll agencies (by choice) will not collect and remit the payroll reports or premium to the carrier. If they are not also the agent of record.

PAYO Sales and Marketing team will set up a 15 minute teleconference with you, Danna-Gracey and the 3rd Party Facilitator. We will explain the program and answer any questions you may have.

Industry Standard Fees

The 3rd Party Facilitator fees consist of:

- One-time \$75 set up fee
- \$10 per pay period if your practice runs payroll weekly or \$15 per pay period if the insured runs payroll bi-weekly or semi-monthly
- Multi-location discounts available

PAYO Self Reporting (PSR)

This is an **efficient online self-reporting payment solution**. There is no EFT form or deposit to collect.

Simply log into AmTrust Online (www.amtrustfinancial.com) to register your policy, complete your EFT form and make the required \$200 deposit. This is a premium-bearing deposit and will be applied to the first year's final audit. No deposit is required at renewal.

To make payments, self-report payroll via AmTrust Online and initiate premium payments drafted from your bank account, based on the selected payment frequency (please note, the payroll provider will not be directly reporting payroll to AmTrust).

This option works well if you are using Intuit / QuickBooks, other payroll software packages, a payroll company not yet approved with AmTrust, or a national payroll company.

Please Note: All Three PAYO payment solutions can be applied to any account quoted by AmTrust generating \$1,000 or more in annual workers' comp premium.

FOR MORE INFORMATION ON HOW OUR THREE AMTRUST PAYO SOLUTIONS CAN BE BENEFICIAL TO YOUR PRACTICE, CONTACT TOM MURPHY OF DANNA-GRACEY AT 800.966.2120 OR MURPHY@DANNAGRACEY.COM.



AmTrust North America
An AmTrust Financial Company
www.amtrustnorthamerica.com

Danna-Gracey
The Healthcare Providers' Insurance Specialists