Commission Schedules

A. The Companies will compute Agent's commission on the basis of either Premium Received or Premium Written and deduct any unearned commission resulting from: a) policy or coverage cancellations; b) changes in agent of record; or c) reductions in premium. The Companies will deduct from Agent's commissions: a) any commission paid on premium earned but not collected within one year after it is written; b) any rejected payment or non-sufficient funds fees incurred by the Companies in connection with payments by Agent to the Companies; and c) any Report Chargebacks. The resulting credit or charge will be handled as shown in paragraph B. Agent must repay to the Companies commissions paid to Agent at the same rate Agent was paid the commissions with regard to premium adjustments or refunds of premium to policyholders for any reason, such as policy cancellations, changes in agent of record or reductions in premium.
    1. "Premium Received or Premium Written" includes only premium and does not include any fees, including, without limitation, policy fees, installment fees, late fees, or non-sufficient funds check fees.
    2. "Report chargebacks" are charges to Agent for reports ordered by the Companies pursuant to insurance quotes requested by Agent. Such reports include, but are not limited to, motor vehicle reports, prior accident reports, consumer reports, prior loss reports, etc. The Companies will set criteria in the Guidelines for when the costs of the reports will be charged to Agent.

B. The Companies will provide Agent with a statement of all items processed in the previous calendar month. If the Companies owe Agent money, the Companies will include a check with the statement or send Agent the money by electronic funds transfer. If Agent owes the Companies money, Agent must remit payment upon receipt of the statement. Fees and charges assessed to Agent by the Companies will be reflected in the statement and will be deducted from commission or any other compensation owed by the Companies to Agent.

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Foremost Insurance Company Grand Rapids, Michigan
Foremost Signature Insurance Company
Foremost County Mutual Insurance Company
Foremost Lloyds of Texas

State, Product Authority, and Commission Percentages (New/Renewal):

Producer Code	State	Territory (if applies)	077 Travel Trailer	103 Mobile Home	255 Motor Home	276 Motorcycle, Off-Road Vehicle, Snowmobile	381 Dwelling Fire and Home Owners	444 Commercial Mobile Home	601 Personal WaterCraft	602 Family Boater, Marine
110000182	ID	9	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5
110000183	AZ	9	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5
110000183	ID	9	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5
110000183	NV	9	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5
110000183	OR	9	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5
110000183	UT	9	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5
110000183	WA	9	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5
250000135	ID	9	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5
250000135	MT	9	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5
270000358	NV	9	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5
270000368	AZ	9	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5
270000368	NV	9	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5
430000261	AZ	9	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5
430000261	CT	9	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5
430000261	ID	9	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5
430000261	IL	9	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5
430000261	ME	9	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5
430000261	MI	9	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5
430000261	MO	9	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5
430000261	MT	9	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5
430000261	NH	9	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5
430000261	NV	9	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5
430000261	UT	9	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5
430000261	VT	9	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5
430000261	WY	9	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5
430000266	UT	9	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5
430000267	AZ	9	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5
430000267	UT	9	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5
430000268	AZ	9	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5
430000268	ID	9	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5
430000268	NV	9	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5
430000268	UT	9	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5
430000269	AZ	9	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5

Producer Code	State	Territory (if applies)	077 Travel Trailer	103 Mobile Home	255 Motor Home	276 Motorcycle, Off-Road Vehicle, Snowmobile	381 Dwelling Fire and Home Owners	444 Commercial Mobile Home	601 Personal WaterCraft	602 Family Boater, Marine
430000269	UT	9	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5
430000270	UT	9	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5
430000271	UT	9	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5
430000275	UT	9	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5
430000299	ID	9	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5
430000299	NV	9	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5
430000299	UT	9	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5
490000068	AZ	9	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5
490000068	CO	9	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5
490000068	MT	9	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5
490000068	NE	9	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5
490000068	WY	9	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5
490000070	MT	9	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5
490000070	NE	9	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5
490000070	WY	9	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5	15 / 12.5

***If you are enrolled in the Foremost Service Advantage[SM] program (FoSA) or an equivalent option, the renewal commission rate listed above reflects the applicable reduction.

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Bristol West Insurance Company
Bristol West Casualty Insurance Company
Bristol West Preferred Insurance Company
Bristol West Specialty Insurance Company
Security National Insurance Company
Coast National Insurance Company
Foremost County Mutual Insurance Company
Foremost Signature Insurance Company
Foremost Insurance Company Grand Rapids, Michigan
Home State County Mutual Insurance Company, administered by Coast National General Agency, Inc

Product Authority, and Commission Percentages (New/Renewal):

Producer Code	State Code	Personal Auto (including youthful operator)	Commercial Auto
0212509	AZ	10 / 8	10 / 8
0214092	AZ	10 / 8	--
0220618	AZ	10 / 8	10 / 8
1103356	ID	10 / 8	--
1103576	ID	10 / 8	--
1103577	ID	10 / 8	--
1103578	ID	10 / 8	--
1105857	ID	10 / 8	--
1217071	IL	10 / 8	--
2108053	MI	10 / 8	--
2416454	MO	10 / 8	--
2501471	MT	10 / 8	--
2501513	MT	10 / 8	--
2705047	NV	10 / 8	--
2705212	NV	10 / 8	--
2705215	NV	10 / 8	--
2707646	NV	10 / 8	--
2800343	NH	10 / 8	--
3610889	OR	10 / 8	--
4304950	UT	10 / 8	--
4305119	UT	10 / 8	--
4305121	UT	10 / 8	--
4305124	UT	10 / 8	--
4305235	UT	10 / 8	--
4621940	WA	10 / 8	--
4900923	WY	10 / 8	--

**Agencies set up with the Foremost Service Advantage^{SM} program (FoSA) or an equivalent option, will receive a designated percentage-point reduction on the listed renewal business commission rate.