



## Your Claims Directly Affect Your Costs!

Here are three Owner/Operators – All the same size, but with different safety records. Each year, the premium is adjusted according to the loss in the prior 3 years:

### Owner Operator A

|                             |                    |
|-----------------------------|--------------------|
| Premium Before Modification | \$100,000          |
| <b>Experience Mod</b>       | <b><u>0.86</u></b> |
| Total Premium               | \$ 86,000          |

### Owner Operator B

|                             |                    |
|-----------------------------|--------------------|
| Premium Before Modification | \$100,000          |
| <b>Experience Mod</b>       | <b><u>1.00</u></b> |
| Total Premium               | \$100,000          |

### Owner Operator C

|                             |                    |
|-----------------------------|--------------------|
| Premium Before Modification | \$100,000          |
| <b>Experience Mod</b>       | <b><u>1.13</u></b> |
| Total Premium               | \$113,000          |

Each Year, Owner Operator C pays \$27,000 more than Owner Operator A. Over a four-year period, this equals \$108,000!

**Remember, with Experience Mods. you pay for a worker related injury for the next 3 years after the injury occurs**

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<http://www.besnardinsurance.com/profitingsafety/disclaimer/>

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