

Westport New Business Guidelines

Westport generally requires the following:

- Agencies must have been in business for at least three years. Start-up agencies must have a principal or owner with at least 10 years agency producer or agency management experience. Start-up agencies must also have a solid business plan.
- Agency commissions should be enough to provide revenues of \$30,000 per employee.
- The preferred account is a retail P&C agency producing between 75% and 100% of their business as an agent (i.e., direct with contracted carriers versus brokered).

If you meet these guidelines

1. Fill out an application. (Found on www.insurors.org). *Loss runs from prior carriers are required to be submitted with all new business applications. A quotation cannot be issued without them.*
2. Submit the application to Insurors of Tennessee attn: Insurance Administrator at 615-385-9303.

If you do not meet these guidelines Insurors has available surplus lines markets that should facilitate your risk. More information is available at www.insurors.org or call Insurors at 615-385-1898.