

Three PAYO[®] Solutions – Summary

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

Traditional PAYO

This is an automated payment solution whereby local agents and payroll companies work together in a reciprocal referring relationship to write new business and best serve their clients.

Insureds value this local Pay-As-You-Owe solution. No upfront money or deposit is needed to bind coverage at policy inception or renewal. Calculation, collection and remit of the workers' comp premium are handled seamlessly by AmTrust in coordination with the 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 see our list of AmTrust approved payroll partners by region to see if an AmTrust EFT form is needed.

Contact your regional sales manager or underwriter to find out how to add a new payroll company or for a current list of our AmTrust approved payroll partners in your region.

PAYO Self Reporting (PSR)

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

The insured logs into AmTrust *Online* (www.amtrustfinancial.com) to register their policy, complete their EFT form and make their 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, the insured self-reports payroll via AmTrust Online and initiates premium payments drafted from their bank account, based on their selected payment frequency. Please note, the payroll provider will not be directly reporting payroll to AmTrust.

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

3rd Party PAYO Facilitators

This is an **automated payment solution**. AmTrust has partnered with several 3rd Party Facilitators to assist our agents in offering a "Pay-As-You-Owe[®]" workers' compensation payment solution. This solution provides the insured with the best of both worlds - keeping their non-affiliated AmTrust payroll company for payroll and keeping their local agent as the agent of record. This solution can work for an insured currently working with a national payroll agency.

The 3rd Party Facilitators:

- Act as the intermediary between the insured and their current payroll company
- Handle the premium calculation, collection and payment function based on the net rates provided by AmTrust
- Report and remit the premium directly to AmTrust on behalf of the insured

Easy to Get Started

- Insured will process payroll with their payroll company as usual
- 3rd Party EFT Authorization form is activated online at the Facilitators website
- Premium due is collected each pay period using real-time payroll data

3rd Party Facilitator industry standard fees apply PAYO services will not start without a completed 3rd Party EFT Authorization Form

AmTrust will assist you in selecting the facilitator that works best for your insured based on their current payroll company.

For more information, contact:

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Contact your local regional sales manager or underwriter for more information on how our three AmTrust PAYO solutions can help increase new business and protect your renewals.

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

www.amtrustfinancial.com

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