

**Official rules of the Q3 2021 Partnerships Agent Incentive Rewards Program**

**Industry Promotion: Technology**

**Promotion: Hiscox Small Business Direct (SBD) Program**

**Applicable Insurance Products:**

- Professional Liability Insurance (PL)
- Commercial General Liability Insurance (CGL)
- Business Owners Policy (BOP)
- New business only  Renewal Business only  New & Renewal Business

**Excluded Classes of Business (if any): SEE BELOW**

**Territory:**  DC and all States (except where Insurance Products are not approved)  Other (Specify):

**Promotion Period:** Start Date: 09 / 13 / 2021

End Date: 10/29/2021. Both dates at 12:01 a.m. Eastern Time

**Description Of Promotion**

In order to promote sales of the applicable Hiscox Insurance Products in the Territory identified above, Sponsor agrees to provide Reward(s) as described below to its sub-producers, and Hiscox agrees to purchase such Rewards on behalf of Sponsor, based upon the number of Qualifying Sales made to the sub-producer's customers during the Promotion Period set forth above. Hiscox shall be responsible for the tracking of sales of Insurance Products. Sponsor shall be responsible for the distribution of all Reward(s) unless otherwise agreed by Hiscox and Sponsor for administration purposes.

A sale shall be considered a "Qualifying Sale" provided:

- a) The customer is not an existing Hiscox policyholder (new business submissions only);
- b) The customer purchases one or more applicable Insurance Product(s) that do not provide coverage for an Excluded Class of Business;
- c) The Insurance Policy is issued in the applicable Territory;
- d) The sub-producer otherwise meets the Guidelines for the Promotion as detailed below.

For purposes of clarification, the sale of two or more Insurance Products to a customer shall be considered a single sale and shall entitle a sub-producer to one Reward (e.g., sale of a PL and a CGL Insurance Product will be considered one sale, not two).

Furthermore, as a condition to participating in this Promotion Request, Sponsor agrees to distribute at least two marketing communications to the sub-producers related to this Promotion each month during the Promotion Period. Such marketing material regarding this Promotion shall be provided to Sponsor by Hiscox. Sponsor agrees not to distribute any marketing or other materials regarding this Promotion that have not been created and/or approved by Hiscox.

Sub-producers shall be provided with a Reward in the form of an Tango e-gift card consistent with the following Reward Schedule:

Every bind gives a raffle entry to be eligible to win one of ten tango e-gift cards listed:

- 10 - \$500

Each Qualifying Sale, and every sale thereafter (e.g., Second Qualifying Sale, Third Qualifying Sale) will entitle the sub-producer to an additional entry to win 1 of 10 Tango e-gift cards listed above. Bind will be considered for the incentive if processed during the incentive period (not based on effective date) Rewards shall be limited to a maximum value of \$500 total per sub-producer for any and all Qualifying Sales in connection with this Promotion. Hiscox shall purchase the Rewards on behalf of Sponsor. After the conclusion of the Promotion Period, Hiscox shall provide Sponsor with the Rewards purchased and a report containing information on the sales of Insurance Products by sub-producers during the Promotion Period. The Rewards will be distributed by Sponsor unless otherwise agreed to be distributed by Hiscox, at the end of the Promotion Period. Such Rewards shall be in addition to any commissions otherwise payable by Hiscox and Sponsor for the Insurance Policies.

## Eligible Classes of Business

- Application development
- Application service provider
- Computer consulting
- Computer programming services
- Computer system/network developer
- Data processing
- Database designer
- IT consulting
- IT project management
- IT software/hardware training services
- Software development
- Value added reseller of computer hardware
- Website design

## Promotion Guidelines

Any materials distributed by Sponsor in connection with this Promotion must clearly state all applicable Insurance Products, excluded Class(es) of Business, Territory, Sponsor, Promotion Period, and include an accurate description of what constitutes a Qualifying Sale and the Reward that will be provided.

The Promotion is subject to the following guidelines, which must be included in any printed or on-line brochures or marketing materials distributed by Sponsor:

- The Promotion is open to licensed insurance sub-producers of Sponsor only. The Promotion excludes employees of Sponsor.
- The Promotion may not be available in all states and is void where prohibited by law.
- The Promotion is not a guarantee that coverage will be quoted or bound.
- Sub-producers are responsible for payment of any applicable taxes on any Reward they receive.
- Sub-producers are responsible for compliance with any applicable disclosure laws and regulations concerning broker compensation.
- Sponsor is not acting as an agent of Hiscox Inc. or its affiliated insurers.
- Sponsor and Hiscox are not responsible for any lost, stolen or damaged gift cards or e-gift card codes.
- The names and logos of Sponsor and Hiscox are registered trademarks and may not be used without written permission.
- Sponsor and Hiscox reserve the right to cancel, suspend or modify the Promotion at any time.
- Sponsor and Hiscox reserve the right, in their sole discretion, to disqualify any sub-producer found to be engaged in dishonesty or fraud with regard to the submission of insurance business or the operation of the Promotion.
- Rewards provided by merchants may be subject to merchant restrictions and shall not be considered an endorsement or sponsorship of the Promotion by such merchants.
- Sub-producers agree that, by participating in the Promotion, ANY CLAIM, DISPUTE OR CONTROVERSY REGARDING THE PROMOTION OR REWARDS SHALL BE RESOLVED EXCLUSIVELY AND FINALLY BY BINDING ARBITRATION IN ACCORDANCE WITH THE RULES OF THE AMERICAN ARBITRATION ASSOCIATION (AAA).