Feature	Description
AGENCY_ID	Unique number for each agency
PRIMARY_AGENCY_ID	Main/parent agency ID
PROD_ABBR	Short code for product
PROD_LINE	Type of insurance (business or personal)
STATE_ABBR	State abbreviation
STAT_PROFILE_DATE_YEAR	Year of the record
RETENTION_POLY_QTY	Number of old policies kept
POLY_INFORCE_QTY	Number of active policies
PREV_POLY_INFORCE_QTY	Active policies in the previous year
NB_WRTN_PREM_AMT	Money from new policies
WRTN_PREM_AMT	Total money from all policies
PREV_WRTN_PREM_AMT	Money from previous year's policies
PRD_ERND_PREM_AMT	Money actually earned in the year
PRD_INCRD_LOSSES_AMT	Money lost due to claims
MONTHS	Months included in data
RETENTION_RATIO	Percentage of policies kept
LOSS_RATIO	Percentage of money lost (claims)
LOSS_RATIO_3YR	Average loss ratio over 3 years
GROWTH_RATE_3YR	Growth over 3 years
AGENCY_APPOINTMENT_YEAR	Year the agency was appointed
ACTIVE_PRODUCERS	Number of sales agents
MAX_AGE	Oldest customer age
MIN_AGE	Youngest customer age
VENDOR_IND	Yes/No if linked to vendor
VENDOR	Vendor name
PL_START_YEAR	Start year for personal insurance data
PL_END_YEAR	End year for personal insurance data
COMMISIONS_START_YEAR	Start year for commissions
COMMISIONS_END_YEAR	End year for commissions
CL_START_YEAR	Start year for business insurance data
CL_END_YEAR	End year for business insurance data
ACTIVITY_NOTES_START_YEAR	Start year for agency notes
ACTIVITY_NOTES_END_YEAR	End year for agency notes
CL_BOUND_CT_MDS	Business policies sold via MDS
CL_QUO_CT_MDS	Business quotes via MDS
CL_BOUND_CT_SBZ	Business policies sold via SBZ
CL_QUO_CT_SBZ	Business quotes via SBZ
CL_BOUND_CT_eQT	Business policies sold via eQT
CL_QUO_CT_eQT	Business quotes via eQT
PL_BOUND_CT_ELINKS	Personal policies sold via ELINKS
PL_QUO_CT_ELINKS	Personal quotes via ELINKS
PL_BOUND_CT_PLRANK	Personal policies sold via PLRANK
PL_QUO_CT_PLRANK	Personal quotes via PLRANK
PL_BOUND_CT_eQTte	Personal policies sold via eQTte
PL_QUO_CT_eQTte	Personal quotes via eQTte
PL_BOUND_CT_APPLIED	Personal policies sold via APPLIED
PL_QUO_CT_APPLIED	Personal quotes via APPLIED
PL_BOUND_CT_TRANSACTNOW	Personal policies sold via TransactNow
PL_QUO_CT_TRANSACTNOW	Personal quotes via TransactNow