

MyAPE User Guide

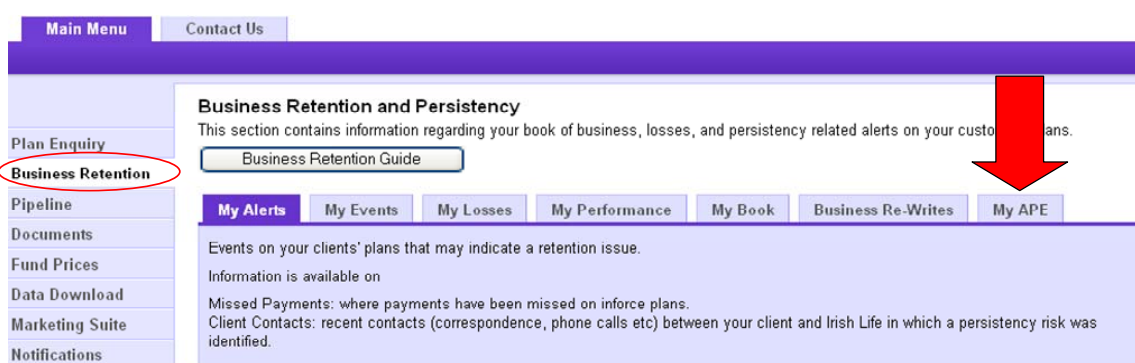
MyAPE is a new tab on MyBiz, which allows those brokers who have signed up to the Protection 180 deal to see how they are performing, what their running score is and when they are due payments under the Protection 180 deal.

Under the deal, brokers are paid 100% commission upfront and a further 40% in months 25 and 49, provided their Protection APE score over the 24 months (month 1 to 24) is better than 87% on an annualised basis. If their score is worse than 87%, they get paid commission in months 37 and 73 (1-year later in both cases).

This means that over the 24 months brokers can lose up 13% per annum (on an APE basis) and still get paid the “early” commission.

Step 1

Going into MyBiz, through B-Line, Brokers (and AM's) can choose the Business Retention menu item (on the left) and then the MyAPE tab.



The screenshot shows the MyBiz interface. On the left, the 'Business Retention' menu item is highlighted with a red circle. In the top navigation bar, the 'My APE' tab is selected. A red arrow points from the 'Business Retention' menu item to the 'My APE' tab.

Step 2

Within MyAPE, an AM will see their full list of brokers in the dropdown and can choose a particular broker from the list. A broker will simply see their own particular codes. Here we have chosen “B Brogan L&P” and the table shows the monthly scores

My Alerts		My Events		My Losses		My Performance		My Book		Business Re-Writes		My APE	
Agency:		B Brogan L&P											
Business Written In		Score To Date		Target		Early / Late		Date Payable					
February	2011	100.0%		87%		Early		February		2013			
January	2011	87.6%		87%		Early		January		2013			
December	2010	91.7%		87%		Early		December		2012			
November	2010	92.4%		87%		Early		November		2012			
October	2010	93.9%		87%		Early		October		2012			
September	2010	94.9%		87%		Early		September		2012			
August	2010	94.0%		87%		Early		August		2012			
July	2010	93.6%		87%		Early		July		2012			
June	2010	94.3%		87%		Early		June		2012			

Each month the broker gets a score based on their APE lost in this month, divided by their opening APE for the year.

Example:

Opening APE = €100,000, APE Lost in June 2010 = €1,000

Annualised Score for June = $1 - (\text{€1,000} \times 12) / \text{€100,000} = 88\%$

The broker's score thus builds up each month. Continuing the example above:

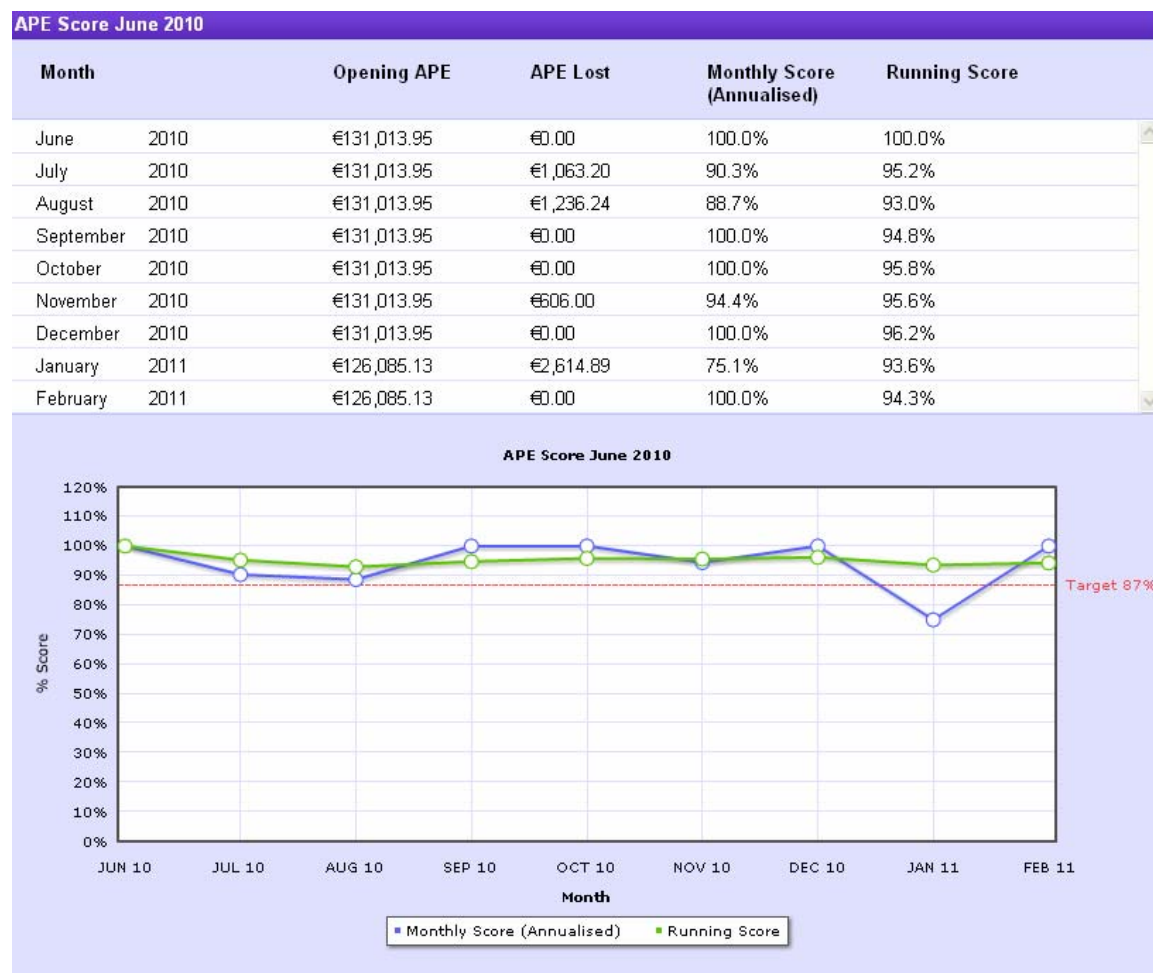
APE Lost in July 2010 = €800

Annualised Score for July = $1 - (\text{€}800 \times 12) / \text{€}100,000 = 90.4\%$

This means their score for June and July = $(88\% + 90.4\%) / 2 = 89.2\%$ and so on for each future month. Keeping this number above 87% means they will always qualify for the “early” payments.

Step 3

Clicking into the June 2010 score for “B Brogan L&P” of “94.3%” gives the following screen.



The table shows, for all months since June 2010:

- The opening APE (which is fixed for the calendar year)
- The APE lost in that month
- The monthly score, which is the “annualised score” discussed above
 - 100% for June, because there were no losses
 - 90.3% for July and so on
- The running score, which is the average of the all the preceding monthly scores
 - 95.2% for July (which is the average of June and July’s score)
 - 93% for August (which is the average of June, July and August) etc.

The idea is for the broker to keep their running score above 87%. The graph simply shows these numbers pictorially, with the target line highlighted. B Brogan had a bad January but has done fine in other months.