

Taurus Insurance & Risk Management Consulting, LLC
Sample Insurance Agent Compensation Project
Negotiated Fee vs Standard Agent Commissions

Insurance Policies	Premium	Commission %	Commission \$ Amount	Negotiated Fee
1. Property, Equipment Breakdown, Inland Marine, Liability & Crime Package	\$ 248,901	18%	\$44,802	
2. Business Automobile	\$ 91,045	15.5%	\$14,112	
3. Workers Compensation	\$523,715	6%	\$31,423	
4. Commercial Umbrella Liability	\$ 92,856	13%	\$12,071	
5. Directors & Officers Liability & Employment Practices Liability	\$122,401	12.8%	\$15,667	
Totals	\$1,078,918		\$118,075	\$75,000
Difference - Savings				\$43,075