|                                       | Personal Insur   | ance Proposal for:                    | Carleton Crutchfield |  |
|---------------------------------------|------------------|---------------------------------------|----------------------|--|
| Current Insurance                     |                  | Andy Schmitz Agency Proposal          |                      | What Does This Coverage Mean?  |
| Home: Liberty Mutual                  |                  | Home Carrier: Farmers                 |                      |  |
| Deductible                            | \$ 1,000.00      | Deductible                            | \$ 1,000.00          | The amount you will pay before the insurance company starts paying                                     |
| Wind/Hail Deductible                  | \$ 2,553.00      | Wind/Hail Deductible                  |                      | The amount you will pay before the insurance company starts paying for wind & hail                     |
| Dwelling                              | \$ 510,600.00    | Dwelling                              | \$ 565,000.00        | Coverage limit of home based on reconstruction cost including extended replacement                     |
| Other Structures                      | \$ 51,060.00     | Other Structures                      | \$ 45,200.00         | Coverage limit on detached structures (iesheds, detached garages)                                      |
| Personal Property                     | \$ 382,950.00    | Personal Property                     | \$ 384,200.00        | Coverge limit on personal property in home and in garage   |
| Loss of Use                           | Actual Sustained | Loss of Use                           | \$ 45,200.00         | Coverage limit to help cover living expenses if home is unlivable due to covered loss                  |
| Liability Coverage                    | \$ 300,000.00    | Liability Coverage                    | \$500,000            | Coverage limit for Lawsuit Protection if you are deemed negligent                                      |
| Medical Expense                       | \$ 1,000.00      | Medical Expense                       | \$1,000              | Coverage limit on small medical expenses to a 3rd party  |
| Service Line                          |                  | Service Line                          | Coverage Available   | \$10,000 to excavate and repair/replace underground utilities such as a sewer line when damage         |
| Sewer Back Up/Sump                    |                  | Sewer Back Up/Sump                    |                      | \$5,000-\$50,000 Sump pump overflow or back up of the sewer line where the water comes from off        |
| Pump Coverage                         |                  | Pump Coverage                         | Coverage Available   | premise or from a septic tank.   |
| I I I I I I I I I I I I I I I I I I I |                  | I I I I I I I I I I I I I I I I I I I |                      | 10,000 or \$30,000 to replace undamaged roofing/siding materials when out of production                |
| Limited Matching                      |                  | Limited Matching                      | Coverage Available   | following a partial loss   |
|                                       |                  | <b>`</b>                              |                      | Covers damage to metals that is cosmetic only to certain soft metals such as roof vents, fascia,       |
| Marring                               |                  | Marring                               | Coverage Available   | window wrappings, garage door, gutters, etc.   |
| Personal Articles                     |                  | Personal Articles                     | Coverage Available   | Increased coverage for higher value items where there is a special limit.                              |
| Settlement: Property                  | Replacement Cost | Settlement: Property                  | Replacement Cost     | Property will be settled either at replacement cost of depreciated value                               |
|                                       |                  |                                       | •                    | Roof will be settled either at replacement cost of depreciated value. What is the age of your roof?    |
| Settlement: Roof                      |                  | Settlement: Roof                      | Depreciated Value    |  |
| Annual Premium                        | \$ 4,809.00      | Annual Premium                        | \$ 3,504.31          |  |
| Monthly EFT Down                      |                  | Monthly EFT Down                      |                      |  |
| Payment                               | _                | Payment                               | \$ 377.36            |  |
| Monthly EFT Premium                   |                  | Monthly EFT Premium                   | \$ 332.60            |  |
|                                       |                  |                                       |                      |  |
|                                       |                  | Discor                                | ints                 | **Coverages listed as Coverage Available are not included in the quote. Additional premium would incur |
|                                       |                  | Auto/Home Signal APP                  |                      | coverages instea as coverage Available are not included in the quote. Additional premium would incur   |
|                                       |                  | Auto/Umbrella                         | Claims Free          |  |
|                                       |                  | Home/Umbrella                         | Mature Driver        |  |
|                                       |                  | Auto/Life                             | E-Policy             |  |
|                                       |                  | Home/Life                             | Good Payer           |  |