

To All **Houston General (HGIE) Agents:**

Please carefully read the following message. **HGIE** is implementing the following starting with the first quarter of 2019.

*The overall cost of Motor Vehicle Reports has continued to escalate in quoting new business. We ask that personnel who operate under this agreement **only order CLUE and MVR Reports when it appears likely a sale can be accomplished.** If your agency **close ratio drops below 33%** in any quarter the **charges for the following quarter MVR's will be on a pro-rated basis** with 60% borne by HGIE **and 40% by your agency.** HGIE will be the sole judge as to whether this charge is applicable. In addition, if your close ratio continues to fall below 33%, your appointment may be in jeopardy.*

The **"close ratio"** is calculated by dividing the number of **bound** policies by the number of **quotes WITH an MVR.**

Thank you in advance for your cooperation.

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