

WOODRUFF-SAWYER & CO.

Compensation Disclosure Statement

Woodruff-Sawyer & Co. places business based upon the breadth and depth of coverage, the financial stability of the insurance company and cost of providing coverage. Our primary compensation for the placement and servicing of your account is insurer commissions, a service fee or a combination of both. In addition to this primary compensation, we may receive additional revenue from the following sources:

- Additional or supplemental commission payments that can be based upon factors such as profitability, premium volume, retention, and/or growth.
- Interest earned on premiums received from you and forwarded to the insurer(s) through our bank accounts, as well as premium finance fees.
- Payments to defray the cost of loss control, third party administration and other client services.

Commissions disclosed at the time the policy is written are base commissions as of the effective date of the coverage.

Standard commission and additional commission paid by the carrier typically change annually and often during a policy's effective dates due to market conditions, insurer profitability by line, overall financial performance, and operational efficiency. The amount of actual compensation from the insurer(s) to us for the placement and servicing of your insurance can vary over the term of your policy. Upon written request, we will provide a statement of commissions received at any time throughout the year.

If you have any questions regarding our Compensation Disclosure Statement or would like to receive a statement of commissions received respecting your account, please contact your Woodruff-Sawyer account representative.

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