



▶ *Hanover Small Commercial*

Earn big rewards just for trying us!

The Hanover understands the importance of quickly providing quotes to your small business clients. That's why we continue to invest in our Point of Sale system, to make it the best it can be. Here's what we've done lately:

- Increased straight through processing by up to 25%
- Improved search functionality
- Streamlined questions
- More efficient referrals

Want to earn points redeemable for thousands of prizes? Just give us a try and experience how doing business with us is easier than ever!

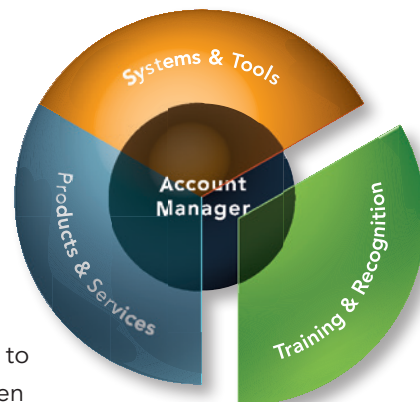
Simply write new Small Commercial policies with effective dates between September 1 and November 30, 2014, and you'll earn thousands



of My Hanover Rewards points good for gift cards to national stores, electronics, sporting goods, special events, and much, much more!

ADDED BONUS!

As a reward for your hard work, all participants who meet the minimum threshold will be entered to win one of five drawings for an **additional 120,000 points**—enough to enjoy a weekend at the spa, tickets to your favorite concert, or even a cruise!



Here's how it works:

- 2,500 points are issued for each Business Owner's Policy, Workers' Compensation, Umbrella, and CPP policy
- 3,500 points are issued for each BOP, Workers' Compensation, Commercial Auto, Umbrella, and CPP policy that is part of a new account written within the same month
- Eligible policies must have effective dates between September 1 and November 30, 2014
- Write three qualifying policies to reach the minimum threshold to receive individual points (if you're participating at the Agency Level, your agency must write a total of eight policies to receive your agency points)
- Once you reach the minimum policy count, your points accumulate from the first written policy
- Policies associated with book rolls or affinity programs are not eligible
- In case of multiple awards, tax reporting may apply

Have you registered for My Hanover Rewards?

It's never been easier to earn rewards! My Hanover Rewards can now automatically claim qualifying policies for you. Not registered yet? Start earning points today by registering at www.myhanoverrewards.com!



Sign up now!

1. Go to www.myhanoverrewards.com and click on the **Register Now** button.
 2. Complete the Registration form.
 3. Receive a confirmation email. Click on the link in the email to activate your account.
 4. Login to the **My Hanover Rewards** site using the Login ID and Password you chose during registration
 5. Bookmark the site and check back frequently!
- ▶ **If you have questions, please contact your Small Commercial Sales Manager.**

Why The Hanover?

The Hanover is a leading Property and Casualty insurance company dedicated to achieving world-class performance. Our commitment is to deliver the products, services, and technology of the best national companies with the responsiveness, market focus, and local decision making of the best regional companies. This powerful combination has been a proven success since our founding in 1852, and is backed by our financial strength rating of "A" (Excellent) from A.M. Best.



The Hanover Insurance Company
440 Lincoln Street, Worcester, MA 01653

Citizens Insurance Company of America
808 North Highlander Way, Howell, MI 48843

hanover.com/personalinsurance
The Agency Place (TAP)—<https://tap.hanover.com>

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