



AmTrust Direct Debit

Save Valuable Time

Free yourself from the hassle of writing checks each month and worrying about delays with the post office. Direct Debit is a convenient digital payment method on AmTrust *Online*.

Benefits of Direct Debit:

- Automatic payments, so bills are never forgotten
- Eliminates invoices, missed payments, or installment fees due to lost or delayed postal service
- No risk of late payment charges
- Cost savings with reduced installment fees
- A copy of a voided check is not needed for sign up, giving you peace of mind that your data is secure
- Get a reminder email prior to the direct debit to your account

Sign Up for Direct Debit Today!

Scan the QR code or visit:

<https://ao.amtrustgroup.com/Insureds/DirectDebit>



AmTrust PAYO 3rd Party Facilitators

Pay-As-You-Owe® Workers' Compensation Payment Solution

Good for any insured wanting a workers' compensation "cash flow" payment option. Our 3rd Party Facilitators bring unique benefits to the insured and our agents. AmTrust has you covered in the PAYO® (Pay-As-You-Owe®) marketplace.



PAYO Marketplace Leader

Cash flow solutions for every insured



No Money Down

Makes it easy to secure coverage



Leading Writer

of workers' compensation insurance in the U.S.

3rd Party PAYO Solutions

AmTrust has partnered with several 3rd Party Facilitators to assist our agents in offering an automated "Pay-As-You-Owe®" workers' compensation payment solution.

This solution provides the insured with the best of both worlds - keeping their non-affiliated AmTrust payroll company for payroll and keeping their local agent as agent of record. This solution can also work for an insured currently working with a national payroll agency. National payroll agencies do not collect and remit the reports or premium to the carrier if they are not the agent of record.

3rd Party Facilitators

- Act as the intermediary between the insured and the payroll company
- Handle premium calculation, collection and payment function based on the net rates provided by AmTrust
- Report and remit the premium directly to AmTrust on behalf of the insured

3rd Party Facilitator industry standard fees apply.

PAYO services will not start without a completed 3rd Party EFT Authorization Form

Easy To Get Started

- Insured will process payroll with their payroll company as usual
- 3rd Party EFT Authorization form is activated online at the Facilitators website
- Premium due is collected each pay period using real-time payroll data

Benefits To Agents

- Provide your insured a popular Pay-As-You-Owe workers' compensation payment solution
- Proven sales tool to create and close more new workers' comp business
- Protect your current book of business
- Strengthen your insured retention
- Remain the agent of record to best help and service your insured

Benefits To Policyholders

- Workers' comp payments made easy
- No upfront premium needed to secure coverage
- Enjoy cash flow benefits of paying premium based on actual payroll, not estimated
- Reduce the stress of year-end audits

AmTrust will assist you in selecting the facilitator that works best for your insured based on their current payroll company.

For more information contact:

Ted Maurelli

VP of PAYO

Ted.Maurelli@amtrustgroup.com

561.212.9788

Kelley Bonner

PAYO Sales Assistant

Kelley.Bonner@amtrustgroup.com

561.962.9303

AmTrust PAYO[®] Solutions Side-By-Side Comparison

We now have three great AmTrust PAYO solutions for any insured wanting a workers' comp "cash flow" payment plan. Below is a side-by-side comparison to see which AmTrust PAYO solution fits best for your insured.

	Traditional PAYO	PSR (PAYO Self Reporting)	PAYO 3rd Party Facilitators
Eligible class codes	Based on AmTrust underwriting guidelines	Based on AmTrust underwriting guidelines	Based on AmTrust underwriting guidelines
Minimum premium	\$1,000 annual premium	\$1,000 annual premium	\$1,000 annual premium
Money needed to bind coverage	\$0 – no money needed to bind at policy inception and renewal	\$200 – Premium bearing deposit - applied at audit. Not required at renewal of PSR policy	\$0 – No money needed to bind at policy inception and renewal
Type of process	Automated	Efficient online self-reporting	Automated
Business partners involved	Local agent & local payroll partner	Local agent	Local agent, national & non-affiliated payroll company and 3rd party facilitator
Approved payroll company needed	Yes	No – however, at a minimum the insured must use a payroll software package	No
Items needed prior to binding	Approved payroll partner linked to the agency	1.) Insured - contact name and email 2.) Agent - name and email 3.) Acct Manager / CSR - name and email	15-minute teleconference with the PAYO team, agent, insured and 3rd party facilitator may be needed
Net rate provided by AmTrust	Yes – to the payroll company	Yes – online on the insured's payment screen	Yes – to 3rd party facilitator
Expense constant, taxes, fees & assessments included in the net rate	Yes	Yes	Yes
Premium payments made to AmTrust by	ACH by payroll partner or EFT by AmTrust	Online by the insured	3rd party facilitator
Type of EFT form needed Click for AmTrust EFT Form	<ul style="list-style-type: none"> AmTrust EFT Form. See approved payroll partner list for details (see far right-hand column). Check to see if AmTrust EFT is needed. If "Yes," the EFT form MUST be returned to PAYO@amtrustgroup.com AmTrust EFT Form is included in each AmTrust quote 	<ul style="list-style-type: none"> Direct Debit (EFT) Form is included in the PSR system and activated by the insured at registration Mandatory EFT payments required No hard copy EFT forms are accepted Efficient process completed online by the insured 	<ul style="list-style-type: none"> Yes - 3rd party EFT Form is activated online at the Facilitators website. PAYO services will not start without a completed 3rd party EFT form
Audit required How audit is paid	<ul style="list-style-type: none"> Yes – based on state rules and AmTrust guidelines All audits are invoiced through Audit Department 	<ul style="list-style-type: none"> Yes – based on state rules and AmTrust guidelines All audits are invoiced through Audit Department 	<ul style="list-style-type: none"> Yes – based on state rules and AmTrust guidelines All audits are invoiced through Audit Department
Able to add new payroll partners	Yes – if determined to be a good fit for AmTrust PAYO	No approved payroll partner required. However, at a minimum the insured must use a payroll software package	No AmTrust Approved payroll partner required.
Processing fees	No AmTrust processing fees Processing fees vary by payroll company	No AmTrust processing fees	3rd Party Facilitator industry standard fees apply.

For more information on how our three AmTrust PAYO solutions can help increase new business and protect your renewals, contact your regional sales manager or underwriter.

Questions about policies written with AmTrust PAYO? Our experienced team is here to help. Please don't hesitate to contact us.

Kelley Bonner
PAYO Sales Assistant
Kelley.Bonner@amtrustgroup.com
561.962.9303

Ted Maurelli
VP of PAYO
Ted.Maurelli@amtrustgroup.com
561.212.9788

www.amtrustfinancial.com



AmTrust is AmTrust Financial Services, Inc., located at 59 Maiden Lane, New York, NY 10038. Coverages are provided by its affiliated property and casualty insurance companies. Consult the applicable policy for specific terms, conditions, limits and exclusions to coverage. For full legal disclaimer information, including Texas and Washington writing companies, visit: www.amtrustfinancial.com/about-us/legal-disclaimer.

Three PAYO[®] Solutions – Summary

We now have three great AmTrust PAYO Solutions for any insured wanting a workers' comp "cash flow" payment option.

Traditional PAYO

This is an automated payment solution whereby local agents and payroll companies work together in a reciprocal referring relationship to write new business and best serve their clients.

Insureds value this local Pay-As-You-Owe solution. No upfront money or deposit is needed to bind coverage at policy inception or renewal. Calculation, collection and remit of the workers' comp premium are handled seamlessly by AmTrust in coordination with the payroll company. This is done each pay period based on actual reported payroll.

An AmTrust EFT form may be needed based on the selected payroll company.

Please see our list of AmTrust approved payroll partners by region to see if an AmTrust EFT form is needed.

Contact your regional sales manager or underwriter to find out how to add a new payroll company or for a current list of our AmTrust approved payroll partners in your region.

PAYO Self Reporting (PSR)

This is an **efficient online self-reporting payment solution**. There is no EFT form or deposit to collect by the agent or underwriter.

The insured logs into AmTrust *Online* (www.amtrustfinancial.com) to register their policy, complete their EFT form and make their required \$200 deposit. This is a premium-bearing deposit and will be applied to the first year's final audit. No deposit is required at renewal.

To make payments, the insured self-reports payroll via AmTrust Online and initiates premium payments drafted from their bank account, based on their selected payment frequency. Please note, the payroll provider will not be directly reporting payroll to AmTrust.

This option works well for insureds using Intuit / QuickBooks, other payroll software packages, a payroll company not yet approved with AmTrust, or a national payroll company.

3rd Party PAYO Facilitators

This is an **automated payment solution**. AmTrust has partnered with several 3rd Party Facilitators to assist our agents in offering a "Pay-As-You-Owe[®]" workers' compensation payment solution. This solution provides the insured with the best of both worlds - keeping their non-affiliated AmTrust payroll company for payroll and keeping their local agent as the agent of record. This solution can work for an insured currently working with a national payroll agency.

The 3rd Party Facilitators:

- Act as the intermediary between the insured and their current payroll company
- Handle the premium calculation, collection and payment function based on the net rates provided by AmTrust
- Report and remit the premium directly to AmTrust on behalf of the insured

Easy to Get Started

- Insured will process payroll with their payroll company as usual
- 3rd Party EFT Authorization form is activated online at the Facilitators website
- Premium due is collected each pay period using real-time payroll data

3rd Party Facilitator industry standard fees apply PAYO services will not start without a completed 3rd Party EFT Authorization Form

AmTrust will assist you in selecting the facilitator that works best for your insured based on their current payroll company.

For more information, contact:

Kelley Bonner

PAYO Sales Assistant
Kelley.Bonner@amtrustgroup.com
561.962.9303

Ted Maurelli

VP of PAYO
Ted.Maurelli@amtrustgroup.com
561.212.9788

Contact your local regional sales manager or underwriter for more information on how our three AmTrust PAYO solutions can help increase new business and protect your renewals.

All Three PAYO payment solutions can be applied to any account quoted by AmTrust generating \$1,000 or more in annual workers' comp premium.

www.amtrustfinancial.com

AmTrust is AmTrust Financial Services, Inc., located at 59 Maiden Lane, New York, NY 10038. Coverages are provided by its affiliated property and casualty insurance companies. Consult the applicable policy for specific terms, conditions, limits and exclusions to coverage. For full legal disclaimer information, including Texas and Washington writing companies, visit: www.amtrustfinancial.com/about-us/legal-disclaimer.

MKT5466 11/22



© 2022, AmTrust Financial Services, Inc.