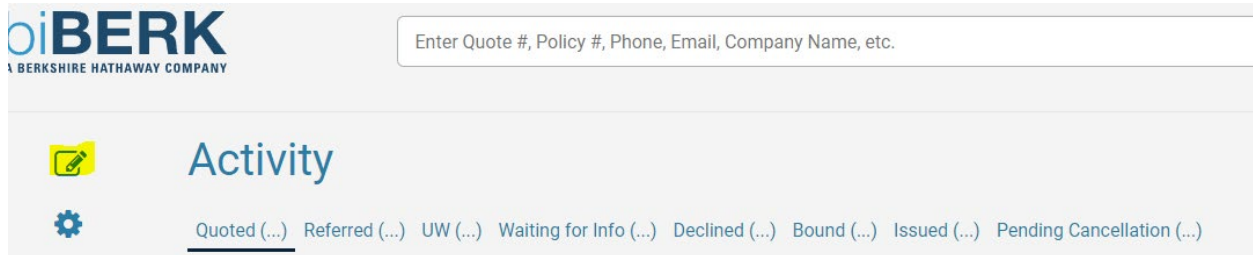


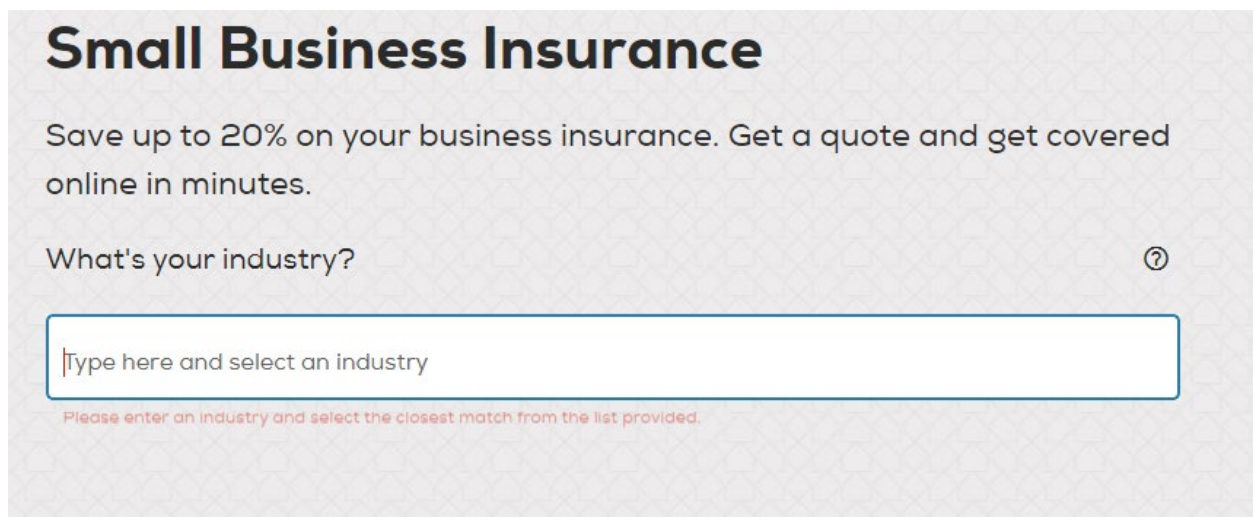
Determine Appetite Using the BSP

1. Make sure you are logged into www.biberk.com/partners
2. Click the pencil icon



The screenshot shows the biBERK Activity page. At the top left is the biBERK logo with the tagline "A BERKSHIRE HATHAWAY COMPANY". To the right is a search bar with the placeholder text "Enter Quote #, Policy #, Phone, Email, Company Name, etc.". Below the search bar is a navigation bar with a pencil icon and the word "Activity". Underneath "Activity" are several tabs: "Quoted (...)", "Referred (...)", "UW (...)", "Waiting for Info (...)", "Declined (...)", "Bound (...)", "Issued (...)", and "Pending Cancellation (...)".

3. A new tab will open up. This is the quote purchase path.



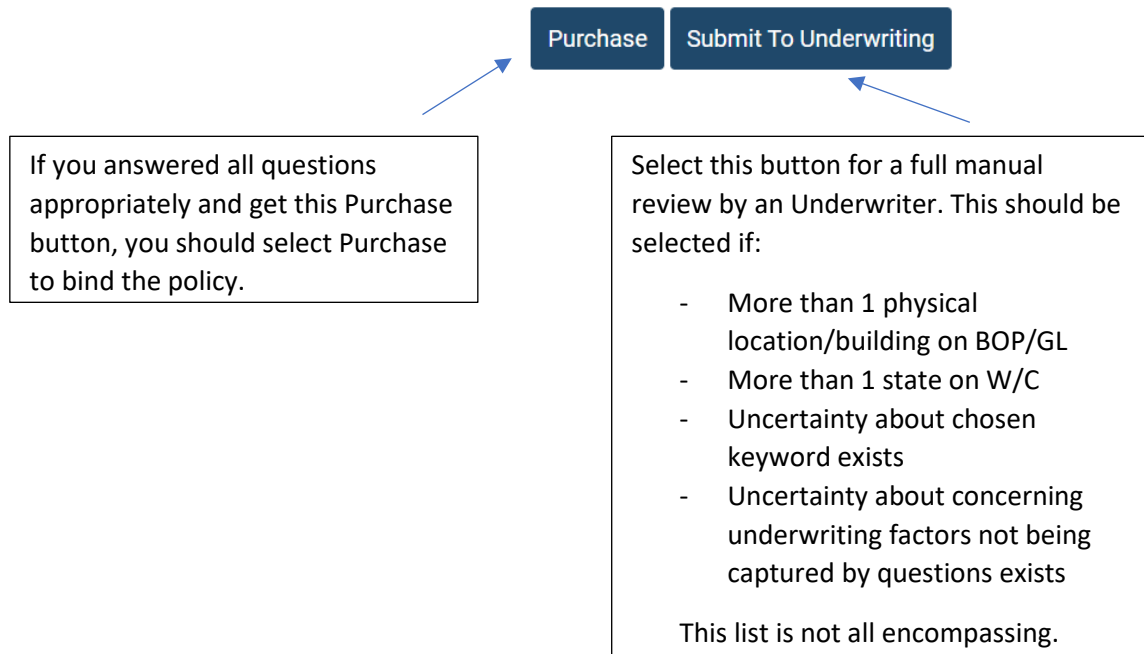
The screenshot shows the "Small Business Insurance" quote flow. The heading "Small Business Insurance" is prominently displayed. Below it is a sub-heading: "Save up to 20% on your business insurance. Get a quote and get covered online in minutes." The main question is "What's your industry?" followed by a search input field. The input field contains the placeholder text "Type here and select an industry". To the right of the input field is a question mark icon. Below the input field is a red error message: "Please enter an industry and select the closest match from the list provided."

4. Identify the best fitting industry in the box and select the closest match.
5. Answer the questions in the quote flow.

What if my submission is not so simple? Say multiple keywords apply, there isn't an applicable keyword, or I want to have this manually reviewed by an underwriter?

1. Get to the industry keyword selection page.
2. Choose the best fitting keyword or 1 applicable keyword if you believe more than 1 applies.
3. Determine if we offer the product to begin with. If the product doesn't show up after the basic question set, the submission would not be within appetite.
4. Select the appropriate product and begin the application.
5. Once you get to the end of the application, you will be presented with an option to Purchase or Submit to Underwriting.

The terms have been read aloud to the insured.



6. Once you select Submit to Underwriting the following will show. You need to complete it per the Referral Guidance.

one moment please...

Force Submit to UW

Conversation to UW

Do not include confidential information (ex. SSN, Account #, Routing #).

PartnerAgentService@biBerk.com