**Preferred New Appointment Agency Profile**

* Years in the industry 5+ years
* Years in agency 2+ years
* Agency has a personal lines focus
* Agency preferably has/follows a formal written business plan
* Agency management system in place
* Active website and social media presence required
* Commitment to offering Intellidrive (PA/MD) and paperless on all new business
* Agency committed to using Travelers Customer Care Center(CCC) Program
* Profitable with current carriers
* Account rounded focus – minimum of 4+ policies a month with Travelers

