

Beacon Mutual Assurance

Budget-friendly bundled coverage with the deepest discounts in the panel

Commercial Insurance Proposal • Prepared for: Prospective Insured • Reference: VND-1003 • Valid 60 days from issue

1. About the Carrier

Beacon Mutual Assurance is a policyholder-owned mutual carrier founded in 2005 to serve small and mid-sized organizations, nonprofits, and educational institutions. As a mutual, Beacon returns value to insureds through low base pricing and the most generous discount structure in this panel rather than through shareholder dividends.

Beacon's sweet spot is the budget-conscious buyer with moderate exposure. Limits are lower than the premium carriers, and defense costs are paid inside the limit, so the carrier is best matched to organizations whose contracts do not demand high liability towers.

2. Vendor & Account Snapshot

Vendor ID	VND-1003
Headquarters	Columbus, OH
Founded	2005 (21 years)
AM Best Rating	A- (Excellent), stable
NAIC Number	19-7733 (illustrative)
Employees	Approx. 380
Gross Written Premium	\$310M (illustrative)
States Licensed	38 states (Midwest, Southeast, Mountain West)
Target Industries	Small-to-Mid Market, Nonprofits, Education
Quote Turnaround	3 business days

3. Coverage Lines & Limits

Coverage Line	Limit	Deductible / Retention	Basis
Commercial General Liability	\$1M occ / \$2M agg	\$5,000	Occurrence
Commercial Property	\$5M building & contents	\$5,000	Replacement cost
Workers' Compensation	Statutory + \$1M EL	Per state	Statutory
Business Interruption	6 months ALS	48-hour wait	Actual loss

Beacon's Commercial General Liability provides a \$1M per-occurrence and \$2M aggregate limit — adequate baseline protection for organizations without large-contract requirements. Workers' Compensation includes statutory benefits plus \$1M of employers liability.

Note that defense costs are paid inside the limit, meaning legal expenses reduce the funds available to pay a claim. Buyers with higher exposure should weigh this against carriers that keep defense outside the limit.

4. Sublimits & Optional Endorsements

Endorsement / Sublimit	Amount	Notes
Non-Profit D&O	\$1M	Tailored for charitable boards
Abuse & Molestation	\$1M sublimit	For education / youth-serving orgs
Hired & Non-Owned Auto	\$1M	Optional endorsement
Cyber (basic)	\$250,000 sublimit	First-party only; limited form

5. Premium & Pricing Structure

At an indicative \$29,500, Beacon is the lowest-priced option in this panel, and its discount structure can reduce that figure materially. The trade-off is lower limits and inside-the-limit defense costs.

Indicative Annual Premium	\$29,500 / year
Minimum Premium	\$9,500
Premium Basis	Annual; WC auditable on payroll
Rate Guarantee	12-month rate lock on GL/property
Audit Provision	Year-end payroll audit on the WC line

6. Available Discounts & Credits

Discount / Credit	Value	Qualifying Condition
Multi-Policy Bundle	15%	Bind 2+ lines (highest bundle discount in panel)
Early Payment	8%	Pay full annual premium within 10 days of binding
Safety Program Credit	5%	Documented workplace safety / risk program

Beacon's three credits stack. A qualifying insured that bundles, pays early, and documents a safety program can reach roughly 28% off base premium — by far the deepest discount potential in this panel.

7. Billing & Accounts Payable Terms

Payment Terms	Net 30 from invoice date
Installment Options	Annual, quarterly, or monthly auto-draft
Accepted Payment Methods	ACH, check, and credit card (card adds 2.5% convenience fee)
E-Invoicing / ERP Support	No e-invoicing portal; PDF invoices by email. QuickBooks-friendly remittance
Purchase Order Requirement	No purchase order required
Remittance Address	Beacon Mutual, PO Box 7733, Columbus, OH 43216
Tax / W-9 Status	W-9 available on request
Late Payment / Grace	10-day grace period; policy may lapse if 20 days past due

Beacon is the simplest to transact with for small AP teams — no PO requirement and monthly auto-draft available — but it lacks e-invoicing integration, so larger AP automation platforms will ingest its invoices as emailed PDFs rather than structured data.

8. Claims Handling & Service Levels

Beacon's shared claims team acknowledges new claims within 7 business days, the longest SLA in the panel. Defense costs are paid inside the limit, so on a contested liability claim the funds available for settlement are reduced by legal spend.

First-Response SLA	7 business days
Adjuster Model	Shared regional claims team
Defense Costs	Inside the limit (erodes the aggregate)
24/7 Reporting	Business hours + email FNOL
Avg. Resolution Time	Approx. 75 days (liability)

9. Underwriting Requirements

- Completed application and 3-year loss runs.
- Payroll figures by class code for the workers' comp line.
- Safety-program documentation to qualify for the 5% credit.

10. Key Exclusions & Conditions

- Liability limits cap at \$1M/\$2M — not suitable for large-contract requirements.
- Defense costs erode the policy limit.
- Cyber coverage limited to a \$250,000 first-party sublimit.
- Not licensed in 12 states (primarily Northeast and West Coast).

11. Sample Coverage Scenario

A nonprofit's volunteer event leads to a \$180,000 injury claim. Beacon defends and settles, but because defense costs run inside the \$1M limit, roughly \$90,000 of legal fees reduces the aggregate remaining for the rest of the policy year.

12. Track Record & References

Beacon serves over 6,000 small and mid-sized insureds with a 91% retention rate and has returned mutual surplus credits to policyholders in 4 of the last 6 years (illustrative).

"For a small nonprofit on a tight budget, stacking the bundle and early-pay discounts made coverage genuinely affordable."

— Executive Director, community nonprofit (illustrative reference)

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