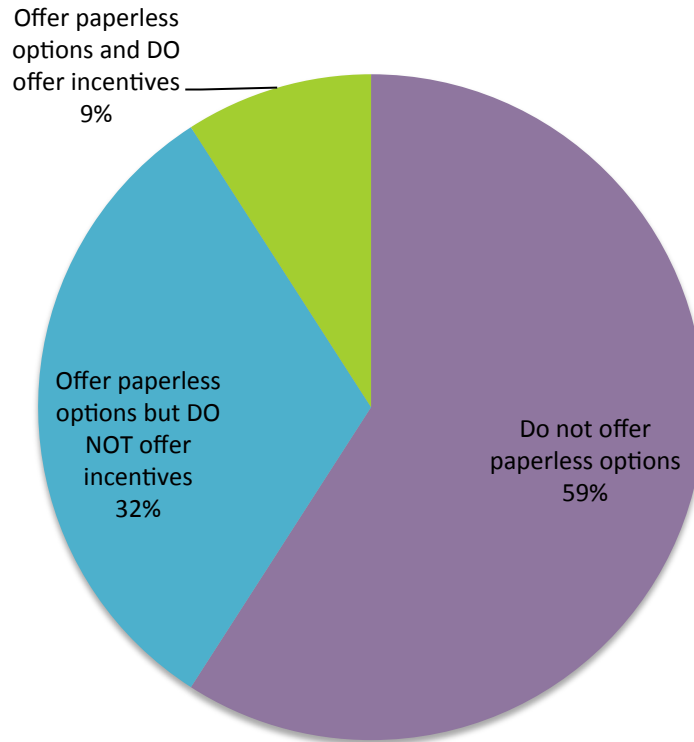


# March 2017 QotM (CL Only)

For direct bill accounts, do you offer incentives to insureds who elect a paperless billing option?



Value	Percent	Count
Do not offer paperless options	59.1%	13
Offer paperless options but DO NOT offer incentives	31.8%	7
Offer paperless options and DO offer incentives	9.1%	2
	Totals	22