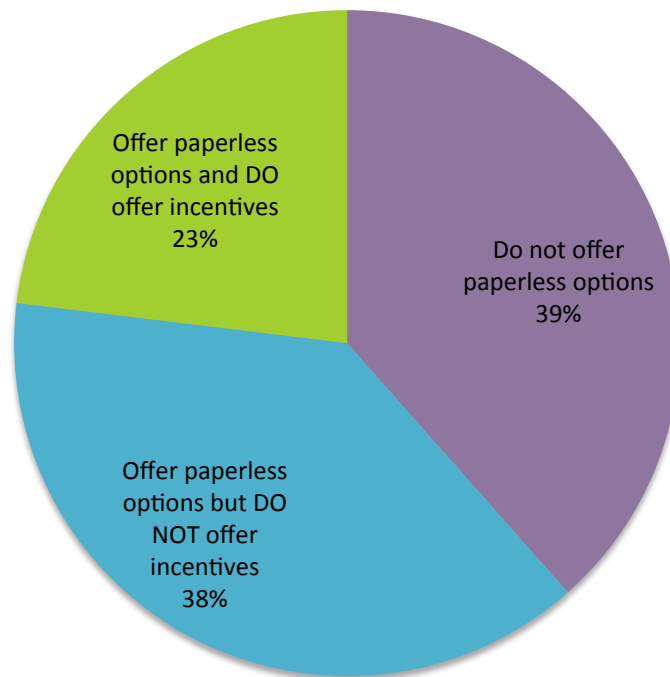


## March 2017 QotM (PL Only)

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



Value	Percent	Count
Do not offer paperless options	38.5%	5
Offer paperless options but DO NOT offer incentives	38.5%	5
Offer paperless options and DO offer incentives	23.1%	3
	Totals	13