

Other States Coverage Application Services Fee for Agents

Other States Coverage unit – contact information

Email:
BWCotherstatescoverage@bwc.state.oh.us

Phone: 614-728-0535
Fax: 1-800-671-2351

How do I get paid?

We realize and value the role agents play in helping employers apply for workers' compensation coverage outside of Ohio. To compensate for this service, agents will be paid an application services fee for each policy they place in our Other States Coverage program. The application services fee is in lieu of a commission.

Previously, the application service fee was \$50 per policy placed in the program. We will be changing to a tiered approach for both new and renewal policies with effective dates on or after July 1, 2021.

We will base the agent's payment on the initial written premium when the policy is issued, including taxes, fees, and assessments. The application services fee will not be adjusted for policy endorsements, or at audit.

Payment Tier	Premium Amount
\$50	<\$2,000
\$100	\$2,000 to \$4,999
\$250	\$5,000 to \$9,999
\$500	\$10,000 to \$19,999
\$1,000	\$20,000 to \$49,999
\$2,500	\$50,000 to \$99,999
\$5,000	>=\$100,000

To receive the payment, the agent must be involved in the application or renewal process. If the employer decides to purchase the policy, the agent will receive payment once we receive the following documents.

- A non-resident license in the state(s) coverage is being written.
- Proof of errors and omissions coverage.
- An IRS W-9 Form.

Please submit these documents directly to us. Our staff will then process the documents and work with United States Insurance Services (USIS) to provide payment. USIS will pay you directly as a sub-agent.

You may email or fax documents to the BWC Other States Coverage unit.

Payments will be issued by check and paid quarterly. We will mail the payments to the address on the W-9.

If you have questions, please contact the BWC Other States Coverage unit.