

LIVE WEBINAR | EXPERT INDUSTRY PANEL

Protect Your Client's Real Estate Assets

Prosper with Umbrella Insurance

THANK YOU FOR JOINING US TODAY

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Hello Everyone and Thank You For Joining us!

My name is Michael Schleich. I am a Regional Sales Executive at Distinguished Programs. I have experience providing risk management and insurance services to key accounts, as well as managing and developing broker relationships at every level. Before joining Distinguished Programs, I spent over 15 years in executive sales and business development positions at AIG.



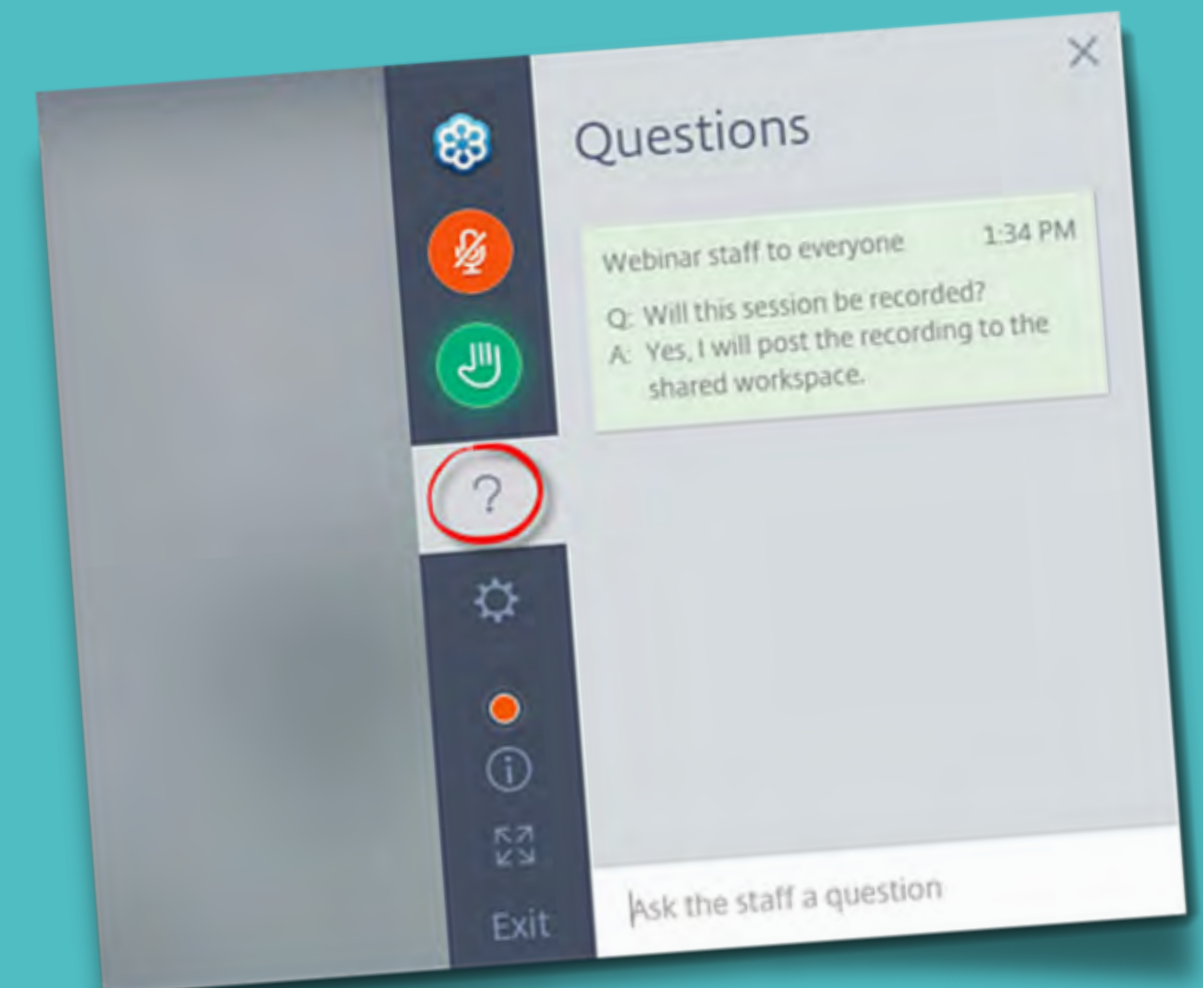
Host - Michael Schleich

Regional Sales Executive at
Distinguished Programs
Cleveland, Ohio

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Please Note:

- We will be sending all registrants a copy of the slides, the webinar recording, and a PDF with the questions and answers from today's session.
- If anyone has a question during the presentation please use the Q + A button on the bottom of your screen.



Distinguished Programs

D.

Distinguished Programs is a leading national insurance Program Manager providing specialized insurance programs for Real Estate, Community Associations, Hotels, and Restaurants. Serving the same core markets and partnering with the most stable and reputable carriers, Distinguished Programs' high-limit umbrella and primary insurance programs remain the clear choice in its areas of specialty for superior coverage, competitive pricing, and attentive service.

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Meet the Experts



Carly Heitlauf
Product Manager
Real Estate Umbrella
Distinguished Programs



Chris Larson
Product Manager
Express Real Estate Umbrella
Distinguished Programs

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Real Estate Programs

Your specialty real estate clients not only need coverage specifically designed for their unique risks, they expect it. We'll help you get the right coverage, to win the best accounts.

Helping You Serve

- Condominiums (Habitational and Commercial)
- Apartments/Rentals
- Homeowner Associations (HOAs)
- Cooperatives (CO-OPs)
- Townhouses
- Mixed Use
- Planned Unit Developments
- Office Buildings
- Stand-Alone Retail
- Strip Shopping
- General Warehousing
- Light Industrial Complexes

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Benefits You Can Count On

With power-of-the-pen and strong relationships with our carriers, we can get the right deals done. **Where does your client fit in? Let's find them a home.**

Distinguished Programs provides Real Estate Umbrella insurance up to \$140 million limits. Our risk appetite includes habitational and commercial condominiums, apartments/rentals, homeowners associations, co-ops, townhouses, planned unit developments, senior/independent housing, strip malls, stand-alone retail, light industrial complexes, self-storage, office buildings, indoor malls, and general warehousing.

Peace of Mind

Use our expertise to better serve your clients.

Unmatched Solution

Combine our expertise, service, limits and pricing for an unbeatable offering.

Competitive Pricing

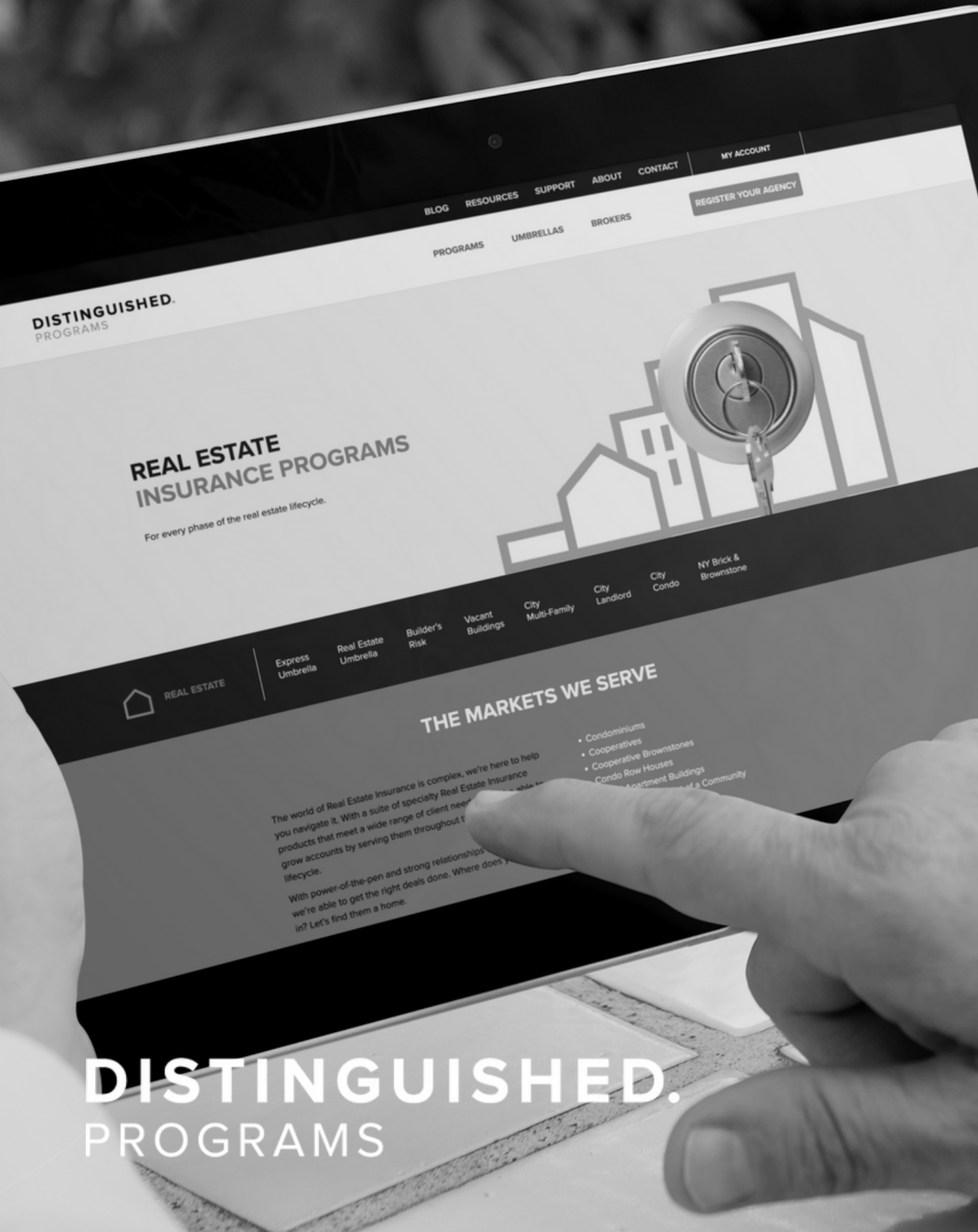
Leverage our buying power for low premium minimums and high liability limits.

World Class Experts

We'll guide you and your clients through coverage to claims for absolute ease.

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What is the Express Umbrella?



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Easy online submission

- Geared towards community associations and smaller real estate clients (5 locations or less)
- Includes Express Community Association Umbrella and Express Real Estate Umbrella products

Smaller umbrella limit needs

- \$1M
- \$2M
- \$5M
- \$10M
- Available nationwide except in NY and GA

Express Umbrella Program Eligible Properties

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Office Buildings



Strip Shopping Malls



Stand-Alone Retail



**Rentals with underlying City
Insurance coverage**



**We also entertain Community
Associations**

(including HOAs, Condos, and PUDs) as part of the
Express Community Associations Umbrella

Broader Look at Express Umbrella Eligibility

Additional Eligibility Requirements

- Underlying Carrier with AM Best Rating of A- VII or better
- Effective age of 25 or less
- 5 locations or less
- Maximum one-owned auto

Not Eligible

- Buildings over 20 stories
- Single location larger than 100,000 square feet
- Accounts larger than 300,000 square feet



What is the Real Estate Umbrella?

- Geared towards your larger real estate clients who need more significant limits
- Up to \$140M in limits
- Available nationwide
- Available to commercial and residential properties

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Broader Look at Real Estate Umbrella Eligibility

Additional Eligibility Requirements

- Underlying Carrier with AM Best Rating of A-VI or better
- No cap on locations
- No cap on autos
- Target Niches: Office Buildings, Retail Buildings, Shopping Centers/Strip Malls, Enclosed Malls less than \$1M square feet, Light Industrial and Warehouse Buildings, Residential Apartment Buildings, Condominium Associations
- Higher Umbrella Limit Needs: \$10M, \$25M, \$50M, \$105M & \$140M

Not Eligible

- 50+ Story buildings
- Student housing affiliated or contracted with a school or university
- Mobile Home/RV Parks
- Assisted Living and Nursing Homes

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Key Coverages

For every phase of the real estate lifecycle

The world of Real Estate Insurance is complex. We're here to help you navigate it. With a suite of specialty Real Estate Insurance products that meet a wide range of client needs, you'll be able to grow accounts by serving them throughout the real estate lifecycle.

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Real Estate Umbrella	Express Real Estate Umbrella
<ul style="list-style-type: none">• No Assault and Battery exclusion• No Abuse and Molestation exclusion for some risks• Crisis Response Coverage• Unintentional Errors or Omissions• Broad Named Insured endorsement (to include additional insureds)• Limitation of coverage to specified locations endorsement• Newly acquired locations must be reported to and accepted by the company within ninety (90) days	<ul style="list-style-type: none">• Pay On Behalf• Zero Retention• Right & Duty To Defend• Defense Outside Limit• No Assault and Battery exclusion• Broad Named Insured endorsement• No Sexual Abuse and Molestation exclusion• Unintentional Errors or Omissions

Key Program Differences

How do I choose?

It comes down to how many limits you need and whether it fits the criteria of our program eligibility. Express Umbrella has an online submit-quote-bind process, while the Real Estate Umbrella is a paper application; location is also important since our Express coverage isn't available in GA and NY.

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Express Umbrella

Includes Express Real Estate and Express Community Association Umbrella products

Smaller schedules (1-5 locations) with lower limit needs

Limits up to \$10M

Available nationwide except GA and NY

Submit-quote-bind through Online Portal

Lower Minimum Premiums

VS

Real Estate Umbrella

Designed for residential, commercial and mixed-use properties

Single location or schedules with higher limit needs

Limits up to \$140M

Available in all 50 states

Download and submit application to Sales Executive

Higher Minimum Premiums



Questions

First, let's dive into our questions from attendees that sent in questions via email, then we will go live to today's attendee questions.



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What is the Turnaround Time for Each of These Programs?

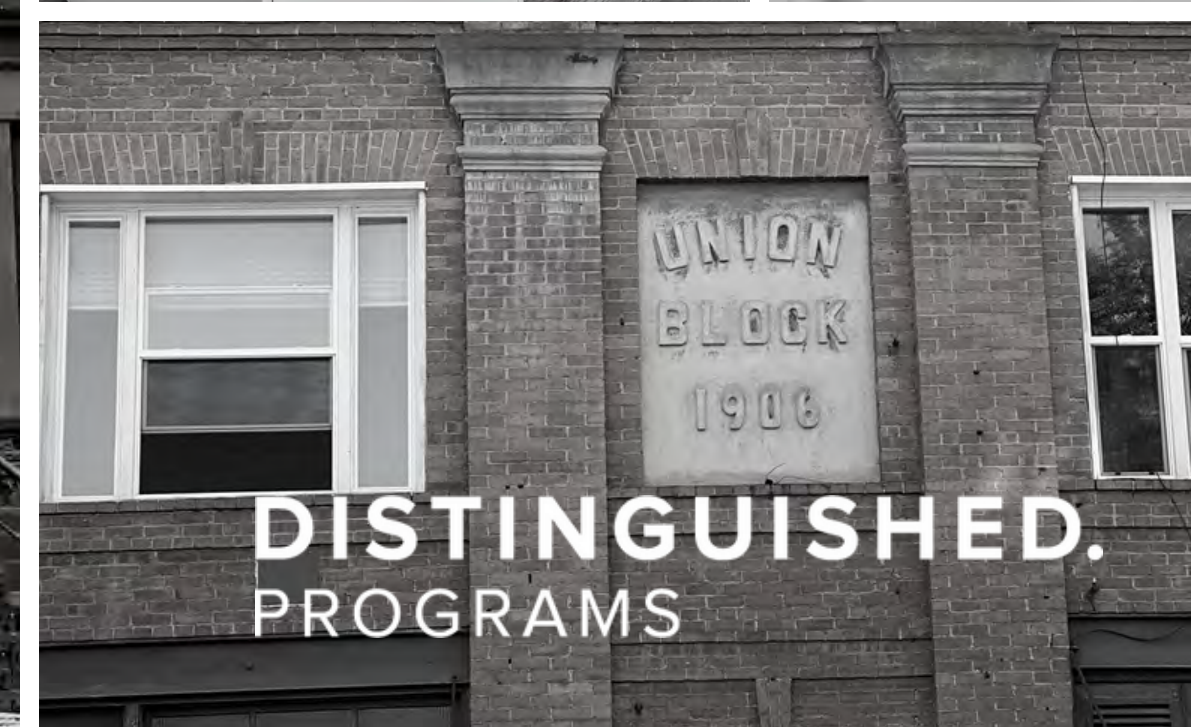
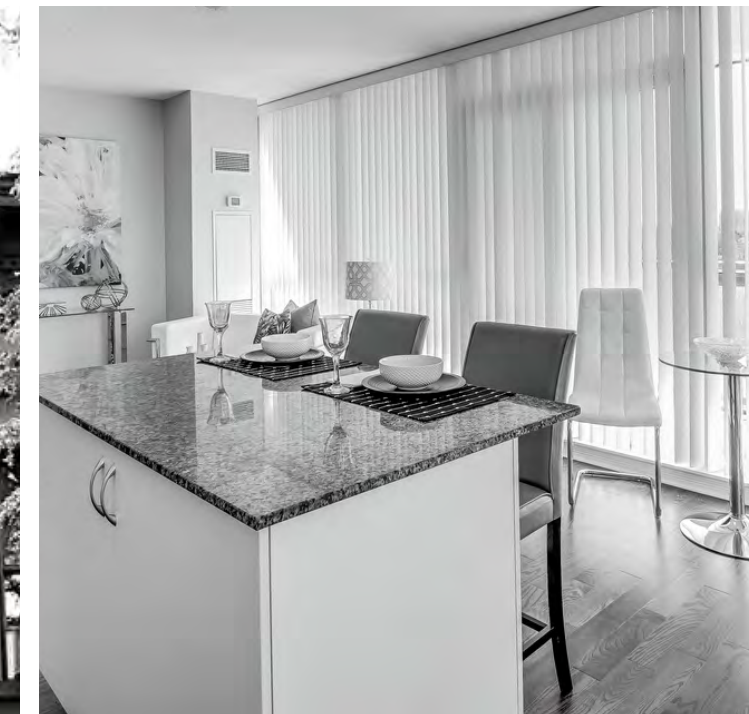
distinguished.com

- Real Estate Umbrella – 3-7
- Express Umbrella – Almost Immediately



What Additional Info is Needed to Submit Business in the Real Estate Umbrella Program?

- Five years of currently valued loss runs
- Distinguished Supplemental Application
- Underlying Quotes for all Lines of business to be scheduled (Auto, EL, EBL, D&O, etc)
- Location schedule with exposures and COPE



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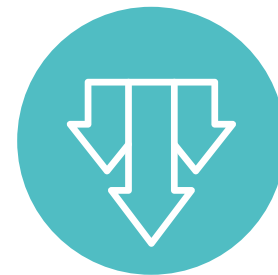
Key Underwriting Factors When Considering Premium for the Real Estate Umbrella Coverage?



Exposure
Type



Jurisdiction or
Territory



Loss
History



Safety Protocols
and Training



Determining Client Limit Needs

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Beyond the required amount from banks, will need to look at all exposures. Here are a few exposure types to consider:

1

Property Amenities

Property amenities (such as pools, recreational facilities or playgrounds, fire pits, and fitness centers)

2

Auto liability

Exposure to auto liability will be assessed.

3

Security

The security in place will help determine limit needs.

Why Does my Client Need Umbrella Coverage?

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- The real estate sector, like many others, is seeing higher judgments and settlements being reached in liability cases, leaving property owners vulnerable to financial loss without the proper Umbrella limits in place.
 - In addition, juries and courts place a higher standard of care and responsibility on landlords and management companies for security and safety on the premises. You also see broader contract interpretations, resulting in greater liability exposure for property owners. Having the right amount of limits is the difference between staying in business and not.

Here Are 5 Examples

Here are 5 examples against property owners in which insurance carriers had to pay millions in verdicts.

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POOL DROWNINGS

A three-year-old child wandered into the swimming pool area of his condominium complex through an unsecured door. He was found face-down in the pool and died a week later. The property owner settled with the family for \$6 million.



SLIPS & FALLS

An apartment resident slipped and fell on a sheet of black ice while walking from the building to his car. He fractured his tibia and fibula and developed complications due to an underlying diabetic condition. Through mediation, the case was settled for millions of dollars.



SECURITY NEGLIGENCE

A renter in a California self-storage facility was sexually assaulted and brutally beaten. The plaintiff's lawsuit alleged that the facility failed to provide adequate lighting, operable security cameras, and functioning property security gates, and that there was negligence on the part of the on-site security guard. The case was settled for \$2 million.



ELEVATORS

A young man was seriously injured in a commercial office elevator accident. The defendant claimed that the property owner failed to keep all safety hazards in mind. The agreed-upon settlement amount was \$8.5 million.



FIRE & LIFE SAFETY

A fire broke out in a high-rise apartment building, killing a number of tenants and injuring dozens. A lawsuit has been filed for hundreds of millions of dollars.

BECOME A DISTINGUISHED BROKER

To start working and winning with Distinguished, you'll need to register your brokerage. Follow the steps below, and you'll be ready to submit business in minutes. If you need any assistance, contact your Sales Executive.

REGISTER YOUR AGENCY

When you click on the button below, you'll be taken to the portal registration page. In addition to basic information about your agency, here's what you will need to make it quick and easy:

- Brokerage License Number
 - Your Producer License Number
- Once you've completed inputting your information, a principal of your agency will need to agree to and sign our Retail Brokerage Agreement.
- If you are not a principal, you'll be prompted to provide the name and email of a qualified signor and the agreement will be emailed to them.

REGISTER YOUR BROKERAGE

CREATE YOUR PERSONAL LOGIN

To submit business through the portal, you'll need a personal portal login. Once again you'll need:

- Agency Brokerage License Number (so we can assign you to the right agency)
 - Producer License Number
- Once you've got your login, you can start submitting new business.

Register Your Brokerage With Distinguished

Learn more about our quick online registration process

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If you have registered your brokerage and are experiencing difficulties with your account, please contact us at service@distinguished.com or 888-355-4626.

CREATE PERSONAL LOGIN

START SUBMITTING BUSINESS

There are two ways to submit business, either through our Broker Portal or with

Questions?

Let's take some questions from our attendees today

Please note:

If we are running short on time and can't get to all attendee questions now, we will be emailing everyone a PDF with the questions and answers from today's session.



Final piece of advice you'd like to give the audience?

Our Umbrellas Win Accounts

Our Real Estate Umbrella property insurance program established the country's first and longest-running Real Estate Umbrella Liability insurance purchasing group.

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Protect Your Client's Real Estate Assets

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Thank you to everyone who joined us for today's webinar. Thank you for your time and have a wonderful rest of your day!

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