



ORCHID

The First Choice.



Welcome to
Orchid Insurance



We are Orchid

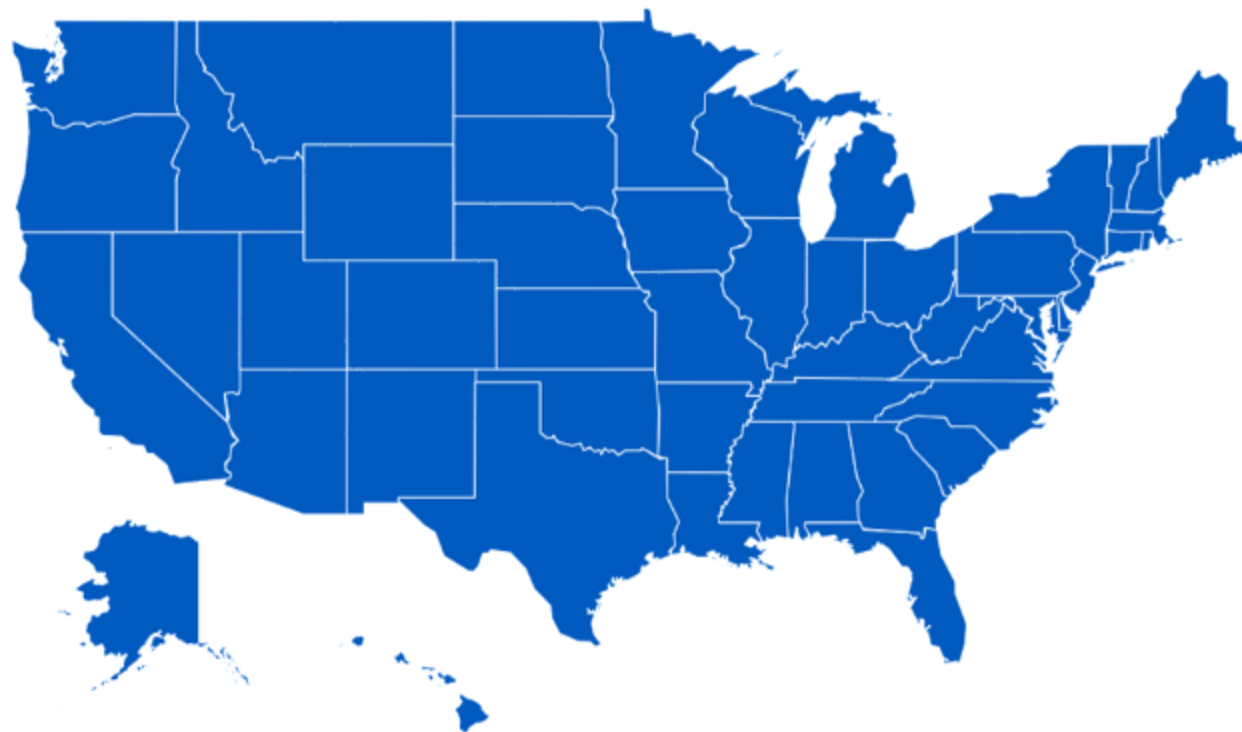
Coastal Product Solutions

- ▶ **Personal Lines E&S** – One of the largest Coastal Underwriters in U.S.

High Quality Carrier Partners & Programs

- ▶ **12+** Orchid Exclusive Proprietary Programs
- ▶ **35+** Carrier Relationships
- ▶ E&S, Admitted, Lloyd's, Bermuda and ILS carriers
- ▶ Long-standing relationships in E&S homeowner programs

National Product Footprint



Sample of Orchid Insurance Carrier Partners



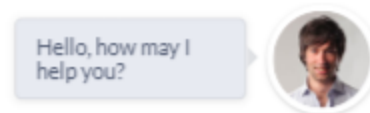
Learn How You Can Sell More Business

- ▶ Attend live webinars to learn more about available products, and tips & tricks for getting the best bindable quote!

[Sign-up Here!](#)

- ▶ People are always available to help you!

Chat, Phone or Email, we're here to help you



- Live Chat
 - Direct Helpline access – [772-237-8818](tel:772-237-8818)
 - [Business Development Representatives](#) who work for you
 - Assigned Underwriter to assist with every submission
- ▶ Orchidinsurance.com – Brochures, lots of additional to view for yourself & insureds

Orchid – Carrier Info, How We Work & Coverages

- ▶ A.M. Best rated A- or better rated best carriers
- ▶ Wide variety of policy forms available
- ▶ Wind capacity available in the Caribbean
- ▶ Coverage available for primary, secondary, and seasonal
- ▶ Single family residences and up to a 4-plex
- ▶ Named insured flexibility – investment homes, corporations, trusts and partnerships
- ▶ No credit scoring or prior insurance required
- ▶ Markets for risks with previous paid claims
- ▶ Various deductible types available
- ▶ Short term rental endorsement (Airbnb, VRBO, etc.)
- ▶ Properties either for sale or vacant

Available Coverage Forms

Orchid's Strength In E&S Means We Offer More Solutions!

Policy forms available:

- **HO-3** – even an owner-occupied multi-unit residence can be written on an HO-3 form!
- **HO-4** – even renters need solutions in harder to insured areas
- **HO-5** – much greater coverages for your insureds that may not know the benefits of this type of form
 - Sell HO5 (**all peril**) vs. HO3 (**named peril**) the premium difference may not be prohibitive
 - Many of the options available à la carte in HO3 are included as standard on an HO5
 - Some of our carriers only offer HO5 – make sure to quote it and see if it's right for your client!
- **HO-6** – so many areas with high concentrations of condos and we have market which will write them
- **DP-3** – often this is the hardest to place risk in wind prone areas because of limited market availability
 - Orchid can insure up to a 4-plex.
 - Offers Fair Rental Value reimbursement due to a covered loss
- **Builder's Risk** – remodels, short build options and greater than 12-month policy terms available to cover full build duration. (Wind Only available in AL, FL, GA, MS, NC, TX and SC)
- **Valuable Items** – available either as Scheduled Items endorsement or standalone Personal Article Floater

Save Your Clients Money!

- ▶ Ability to fully customize limits for coverages B, C & D - the impact can be substantial!
- ▶ Many coverages are offered à la carte allowing your clients to purchase only what they need
- ▶ What roof shape does the home have? Discounts given for homes more likely to resist storm damage.
- ▶ How the roof is attached to the walls makes a difference? Do you have a wind mitigation report?
- ▶ What type of opening protection does the residence have?
- ▶ Is there water detection device?
- ▶ Do they reside in a gated and/or guarded community?
- ▶ Be sure to enter your target premium to ensure the Underwriter is providing a better price if we are close

The greater the homes ability to resist storm damage allows Orchid to provide credits for these items. Please be sure to ask your insured!

How TIV Rating Impacts Your Customer's Wallet

The traditional HO prescribed percentages.

Coverage A	\$500,000
Coverage B	\$ 50,000 (10%)
Coverage C	\$250,000 (50%)
Coverage D	\$150,000 (30%)
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Total TIV	\$950,000

TIV Factor \$.35/\$100

TIV Premium \$3,325

Using the actual Insured's needs

Coverage A	\$500,000
Coverage B	\$ 10,000
Coverage C	\$120,000
Coverage D	\$ 50,000
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Total TIV	\$680,000

TIV Factor \$.35/\$100

TIV Premium \$2,380

Giving the insured only what they need would save them \$945 annually!!!

Specialized Coverages & Products

▶ Equipment Breakdown

- Coverage included on many carriers. Watch for line item indication
- More comprehensive coverage – broader than home warranty

▶ Builder's Risk

- Work with the assigned Underwriter to ensure best product provided, based on needs
- Wind included
- Frame available almost everywhere
- Can write less than annual or full-construction term policies
- Remodels allowed
- Will we insure once build is complete or not?



Guidelines

▶ Immediate & Expedited Submissions

- Immediate quotes delivered for ~80% of all risks
- Any submission in “Underwriting Required” status must be sent via the “Submit Referral” option
- Referred submissions should be turned around within 24 hours
- RUSH required? Please contact the assigned underwriter who is listed on the request confirmation or in the submission record

▶ Inspections

- Inspections are completed on ALL new AND renewal policies
- Inspections department review every inspection
- Ensures the integrity of our underwriting and stability of underwriting/rating
- Why? Orchid is a CAT insurer and understands the importance of up to date/accurate risk information

▶ Billing

- New business – Agency bill basis
- Renewals – Direct bill basis
- <https://orchidinsurance.com/apps/payment-options/>

Guidelines (con't)

▶ Moratoriums

- Agents do not have binding authority. Agents must always request binding
- Remember, Orchid is a CAT insurer and moratoriums are a reality of doing business
- Consequently, Orchid will send out a reminder during obvious situations, but we ask that agents use common sense in these situations. If you try to request binding when a storm is imminent, it will not be honored.

▶ Agent Of Record/Broker Of Record (AOR/BOR)

- AOR/BORs are **only** done at renewal
- Requests must be submitted between 30-60 days prior to the expiration date
- Current agent will be contacted and given 5 business days to have the insured override the request based on insured's intent to remain.
- On business day 6 the AOR/BOR will be processed and updated renewal documents will be provided to new agent.



Post-Sale Policy Delivery & Service

- ▶ Policy documents –
 - **New business** – payment made by insured (agency bill), agent requests bind, policy documents are returned to the quoting user/agent and available in the Documents/Forms section of the policy record and you are responsible for the delivery of documents.
 - **Renewals** – renewal bills are sent to and paid by insured (direct bill), the policy is bound once payment is received and the policy documents are then sent to all interested parties (mortgagee, insured and yourself)

- ▶ All service must come through the agent
 - Orchid only accepts service requests from our agents
 - Orchid will return an insured's inquiry to the agent on record
 - Endorsements –
 - Connect states – processed within the policy record
 - PolicyPlus & Net Rate states – submit all requests to processing@orchidinsurance.com
 - Any questions/concerns –
 - 866-370-6505, press 2 (agent), press 2 (processing)
 - processing@orchidinsurance.com

Personal Lines Minimum Cov A By State

▶ Alabama & Mississippi

- \$150,000 minimum Cov A
- HO-6 - \$50,000 minimum A & A

▶ Georgia

- \$250,000 minimum Cov A
- HO-6 - \$50,000 minimum A & A

▶ Louisiana

- \$175,000 minimum Cov A
- HO-6 - \$50,000 minimum A & A

▶ CT, DE, MA, MD, NJ, NY, RI & VA (Prior CAA states moved to Connect)

- \$150,000 minimum Cov A
- HO-6 - \$50,000 minimum Cov A+C

▶ ME, NH & VT

- PolicyPlus Only
- \$200,000 minimum Cov A
- HO-6 - \$50,000 minimum A & A

▶ North Carolina

- \$250,000 minimum Cov A
- 1% wind deductible option available
- HO-6 - \$50,000 minimum A & A

▶ South Carolina

- \$250,000 minimum Cov A
- HO-6 - \$50,000 minimum A & A

▶ Texas

- \$250,000 minimum Cov A
- HO-6 - \$50,000 minimum A & A

▶ Florida

- PolicyPlus Only
- \$500,000 minimum Cov A
- HO-6 \$150,000 minimum A&A
- Tri-County area (Miami-Dade, Broward, Palm Beach and Monroe counties) is temporarily closed for new business if including wind. Ex-Wind is acceptable.

