



Welcome to
Orchid Insurance
Scott Combs



We are Orchid

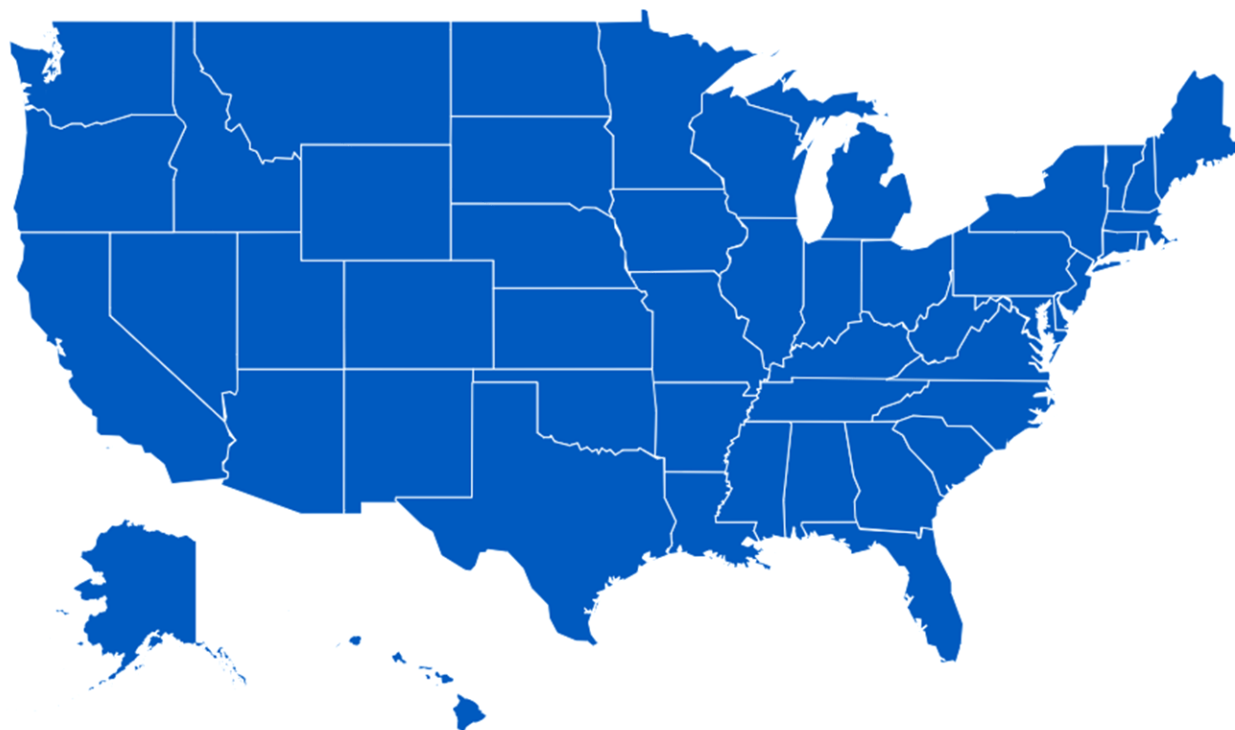
Coastal Product Solutions

- ▶ Personal Lines E&S – One of the largest Coastal Underwriters in U.S.
- ▶ Specialty High New Worth Products – Admitted Homeowners, Valuables, & Watercraft/Yachts
- ▶ Commercial Lines – Commercial solutions nationwide, with a strong coastal property focus

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 State Guidelines



Sample of Orchid Insurance Carrier Partners



Help & Education

- ▶ Customer Experience Team – 8:00-6:00 EST (Monday-Friday)
 - [Live Chat](#)
 - Direct Helpline access – 772-237-8818
 - [Our Regional Business Development Representatives](#) who work for you
 - Assigned Underwriter to assist with every submission
- ▶ [OrchidInsurance.com](#)
 - Brochures, state guidelines (footprint), lots of additional information to view for yourself & insureds
- ▶ Webinars
 - [Personal Lines Product & Connect Rating System Overview](#)
 - [2021 Commercial Overview on Products and Process](#)
 - [Writing Admitted High Net Worth Business with Orchid](#)

Carrier Info, How We Work & Coverages

- ▶ A.M. Best rated A- or better rated best carriers
- ▶ Wide variety of policy forms available
- ▶ Coverage available for primary, secondary, and seasonal
- ▶ Broadened Home Share endorsement (AirBnB, VRBO, etc.)
- ▶ Single family residences and up to a 4-plex
- ▶ Named insured flexibility – investment homes, corporations, trusts and partnerships
- ▶ Markets for risks with previous paid claims
- ▶ Various deductible types available
- ▶ Properties either for sale or vacant

Available Coverage Forms

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

- **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 is the roof 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?
- ▶ Target Premium does not impact any immediate rates but can help us better understand the competitive landscape

The greater the home's 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%)
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
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?

► High Net Worth (HNW)

- Accord application can be submitted directly to - HNW@orchidinsurance.com
- \$500K+ Cov A homes written with admitted carriers (often requires secondary line)
 - FL = \$1MM - \$1.5MM+ depending on location
 - Coastal states = \$1MM+ typical minimum
- High value cars and collections
- Aircraft
- Watercraft



Flood Products

- ▶ **NFIP/WYO Flood Solution** – by QBE/Torrent
- ▶ **Excess Flood**
 - Coverage is replacement cost for building and contents
 - Elevation certificate is preferred but not required
 - Scheduled properties option available
 - Policy is written as follow-form + enhancements. If primary flood layer is completely exhausted, this policy will act as a “DIC” over any difference in ACV vs. RC.
- ▶ **Private Primary Flood Solutions (Dual – 50 states & Neptune – 48 states)**
 - Coverage can be as high as \$5,000,000 total coverage – building & contents combined
 - Business income up to \$500,000 on the commercial side
 - Replacement cost on building AND CONTENTS!!! – Including building and primary policies
 - Elevation certificate is preferred but not required
 - No co-insurance penalty
 - Program compared favorably to NFIP rates on higher premium primary policies, but with expanded coverage and limits beyond NFIP
 - This program is designed to be more competitive on higher NFIP rates, but not on cheap alternative to already low NFIP rates. Generally, look to this as an alternative on \$1000+ NFIP premiums

Brokerage Products

- ▶ **Tower Hill Specialty – Manufactured Home & Dwelling Fire**
 - Available in AL, AR, GA, IL, MO, MS, SC & TN
 - Coastal capacity in AL, GA, MS & SC
 - Mobile Home/Manufactured Homes, Modular Homes, Tiny Homes & Stationary Travel Trailers
 - Any occupancy, including seasonal, secondary and vacant (vacant written as a DP-1 product)
 - Airbnb/VRBO endorsement available

- ▶ **Jewelers Mutual – Admitted Standalone Jewelry Coverage**
 - Protection from loss, theft, damage, disappearance
 - Repair or replacement coverage
 - Schedule items of any value
 - Deductible options ranging from \$0 to \$100,000

- ▶ **USLI**
 - Personal Lines & Commercial products are available
 - Can be accessed once logged into Orchid's quoting platforms

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 within 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

- Bills are due net 30:
 - Either pay on invoice, pay on weekly statement or as policies are bind requested
- Avoid unnecessary cancel/rewrites
- Remember – do not request binding until you have \$\$ in hand!
- Direct Bill - Orchid Bill is available in most states, for renewals only. If not currently available watch for change announcements

Guidelines (continued)

► 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)

- Only available for agents with Orchid for greater than one year
- 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.

► Book Rolls

- If there is a consolidation opportunity, let's talk
- Orchid can assist, either individually, or in bulk

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

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

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

- \$200,000 minimum Cov A
- HO-6 - \$50,000 minimum Cov A+C

▶ ME, NH & VT

- PolicyPlus Only
- \$500,000 minimum Cov A
- HO-6 - \$50,000 minimum A & A

▶ North Carolina & 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

- \$200,000 minimum Cov A
- HO-6 \$150,000 minimum A&A
- \$500,000 minimum Cov A - Tri-County area (Miami-Dade, Broward, and Palm Beach)
- Monroe county is closed



Personal Lines Business Development Contacts

AL, LA & MS	Billy Breaux	bbreaux@orchidinsurance.com	337-936-4830
TX	Steven Slovak	sslovak@orchidinsurance.com	832-374-7622
GA, NC, SC & VA	Lindsay Moore	lmoore@orchidinsurance.com	904-305-2729
FL	Susan Relicke – east coast Brigid Miller – west coast	srelicke@orchidinsurance.com bmiller@orchidinsurance.com	772-538-6566 813-810-5835
CT, DE, MA, MD, NJ, NY & RI	Inside Sales Team	insidesales@orchidinsurance.com	772-321-2575
All Other States	Inside Sales Team	insidesales@orchidinsurance.com	772-321-2575
Strategic Alliances	Chris Garrett	cgarrett@orchidinsurance.com	919-749-2205