USER'S GUIDE







We are excited to introduce you to Orchid's new policy administration application, Marketplace! This new system was designed with YOU in mind: to improve your experience with Orchid by providing you with increased efficiency and transparency. For the best experience as you acclimate to this new application, we strongly encourage all members of your agency to participate in the trainings. Please reach out to your Agency Development Manager to find out when they will be hosting a training for your office or visit the Marketplace resource page at <a href="mailto:orchidinsurance.com/marketplace">orchidinsurance.com/marketplace</a> for tutorials, job aids, and webinars.

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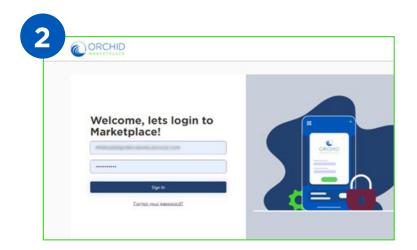
### Login at: marketplace.orchidinsurance.com

# SINGLE SIGN ON



Keep an eye out for an invitation emailed from the Orchid Support Team (application. support@orchidinsurance.com) with an ID and temporary password.

Select "LOGIN NOW".



After selecting "LOGIN NOW", use your temporary password to sign in.

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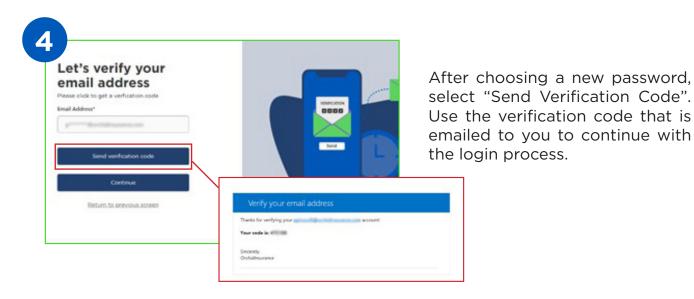


## Single Sign On

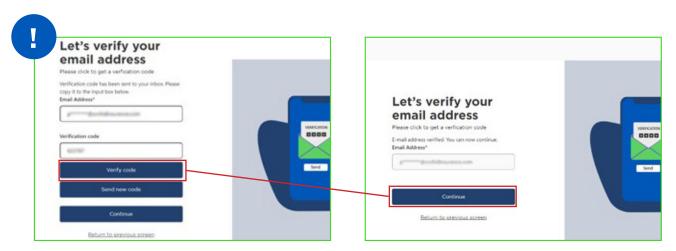


After signing in with your temporary password, you will be prompted to select a new password.

**IMPORTANT:** Passwords are user specific and can only be reset by the user. Orchid will not manage password resets.







**Note:** As part of our dual factor authentication, a verification code will be emailed to you every time you sign in.



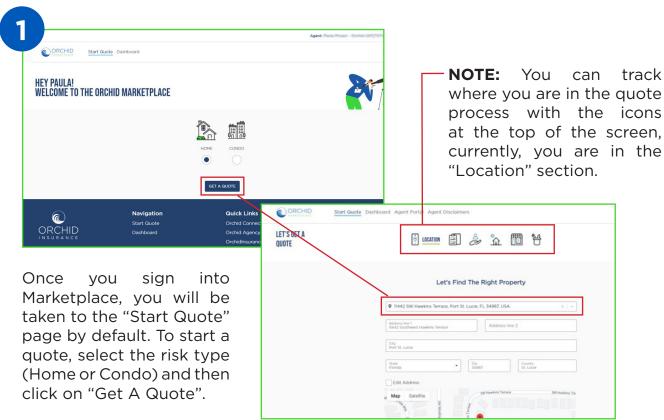
Congratulations, you are now in the Orchid Marketplace!

**NOTE:** The password you use here will also be your password for the Agency Servicing Portal.

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# **QUOTE TO BIND**



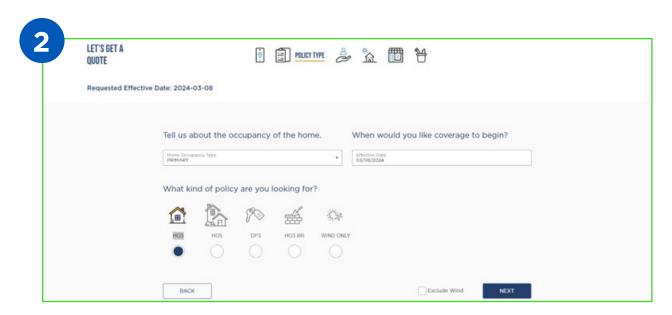
You will now enter the risk address and confirm the

location to ensure that the correct property was found by selecting it from the drop down menu. Once confirmed, select "NEXT". A confirmation from USPS may appear to verify the address format.

The location should appear in the Google Maps. You have the option to select the check box to edit the address. Once confirmed, select "NEXT".

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Now, you can tell us a little more about the type of policy you are looking for. From the drop down menu select the occupancy of the home, then when you would like the coverage to begin.

**NOTE:** We are not able to back date new business.

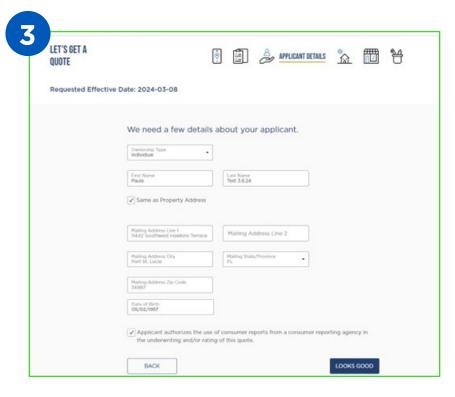
Next, Select the kind of policy you are looking for (HO3, HO5, DP3, HO3 Builders Risk, or Wind Only). Be sure to select the check the box to "Exclude Wind" at the bottom if appropriate. Once satisfied with the entries, select "Next".

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### **Quote To Bind**

#### **Application Details**

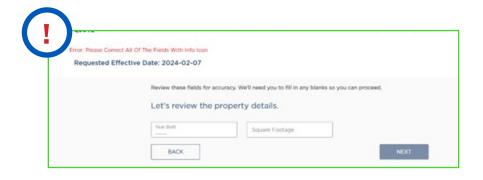


Now, you can tell us more about the applicant. Use the dropdown menu to choose the ownership type (Individual, Trust, LLC, LLP, or Corporation).

**NOTE:** If ownership is an entity and not individual, please obtain the name and date of birth for the principal of the entity.

Enter the insured's (or principal's) first and last name. Select the

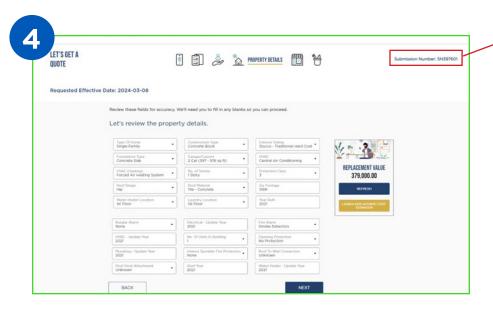
box if the mailing address is the same as the property address. If checked, it will prefill. If there is a different mailing address, please enter it. Be sure to enter the date of birth for the insured or the entity principal and please select the check box authorizing the use of consumer reporting agencies during the underwriting process. Select "Next" to continue.



On occasion the year and square footage will not import. If that happens, enter the information and select "Save".

#### **Notes:**



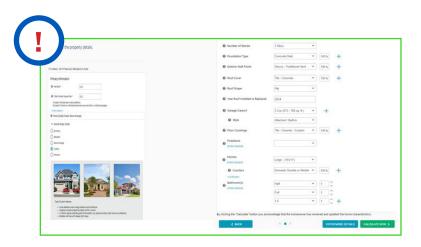


have a submission number to reference located in the upper right corner.

Next, we will need some more details on the property. Some of the information is pulled from our 3<sup>rd</sup> party vendor. The fields that do not

have any information must be filled out. Any field left blank will prevent your ability to move forward.

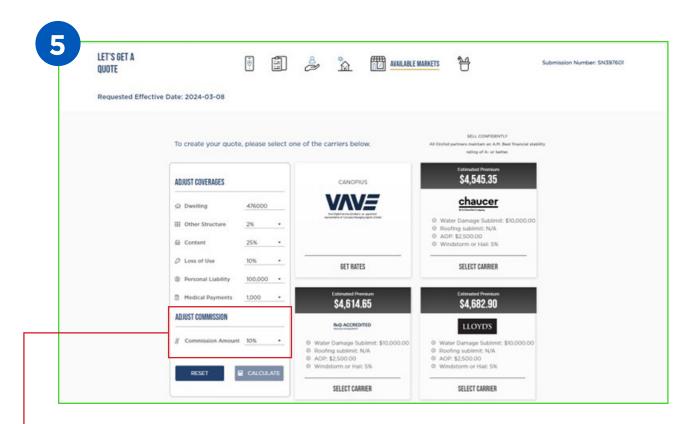
You may notice that a Replacement Value is automatically generated. You will need to recalculate it if you make any changes to the property details. Once you are satisfied that all the information is correct, select "Next" to view all available markets.



To recalculate replacement value, launch the estimator in the replacement value box and add specific details. Selecting "Calculate Now" will return you to the Property Detail page with an updated Replacement Value.

#### **Notes:**





Now you will be able to see estimated premium for all the carriers available in your market. You have the option to adjust coverages using the box on the left side of the screen. Please remember to click the "calculate" button at the bottom of the box to update all the tiles.

**NOTE:** You now have the option to adjust your commission. Please keep in mind that any adjustments to commission or coverages may impact estimated premium and even available carriers.

When you find an estimate that is right for your customer, click the "Select Carrier" option at the bottom of that tile to continue with the quote.

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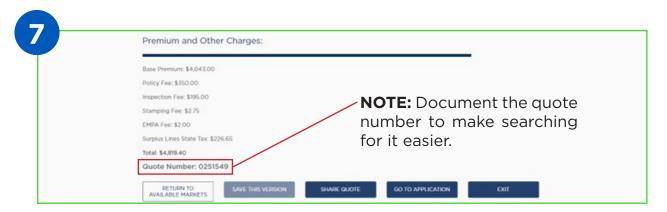
| Requested | effective Date: 2024-03-08                |                                      |                                    |                 |
|-----------|---|--------------------------------------|------------------------------------|-----------------|
|           | Excellent Choice!                         |                                      |                                    |                 |
|           | \$4,819.40<br>Estimated Premium           | QBE                                  |                                    |                 |
|           | Additional Coverage Optio                 | ons:                                 |                                    |                 |
|           | Deductibles:                              | SELECTED STORM DEDUCTIBLE            | ALL OTHER PERILS DEDUCTIBLE        |                 |
|           | TYPE OF WIND DEDUCTIBLE Windstorm or Hall | 5%                                   | 2,500                              |                 |
|           | Coverages:                                |                                      |                                    |                 |
|           | ADDITIONAL INSURANCE - DWELLING NO        | ASSIGNMENT OF BENEFITS EXCLUSION Ves | BECADENED HOME SHADE<br>No.        | •               |
|           | EQUIPMENT BREAKDOWN NO                    | GOLF CART                            | INCREASED LOSS ASSESSMENT<br>1,000 | •               |
|           | MOLD (Property)<br>No Coverage            | ORDINANCE OR LAW No Coverage         | PERSONAL PLANTY<br>No              | •               |
|           | REPLACE COST FOR CONTENTS .               | SCREENED ENCLOSURES NO Coverage      | SERVICE LINE<br>No                 | •               |
|           | WATER BACKUP<br>No Coverage               | WATER DAMAGE LIMIT 10,000            |                                    |                 |
|           | CALCULATE                                 |                                      |                                    |                 |
|           | Premium and Other Charge                  | es:                                  |                                    |                 |
|           | Base Premium: \$4,043.00                  |                                      |                                    | <del></del> -// |
|           | Policy Fee: \$350.00                      |                                      |                                    |                 |
|           | Inspection Fee: \$195.00                  |                                      |                                    |                 |
|           | Stamping Fee: \$2.75                      |                                      |                                    |                 |
|           | EMPA Fee: \$2.00                          |                                      |                                    |                 |
|           | Surplus Lines State Tax: \$226.65         |                                      |                                    |                 |
|           | Total: \$4,819.40  Quote Number:          |                                      |                                    |                 |
|           | Guote Humber,                             |                                      |                                    |                 |

Now, it's time to personalize your quote by adjusting deductibles and coverages. Once you have made the desired changes, select "Calculate" to generate an updated premium. Keep in mind that some changes may not be available with the selected carrier. If that is the case, you can select "Return To Available Markets" to look at other carriers. Once you are satisfied with the potential personalized quote, select "Generate Quote".

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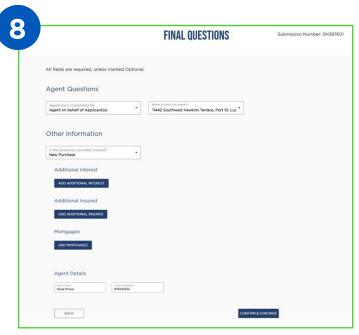


### **Quote To Bind**



Once you have generated the quote, you will see the quote number, premium and other charges. You have the option to "Share Quote", "Go to Application", or "Exit".

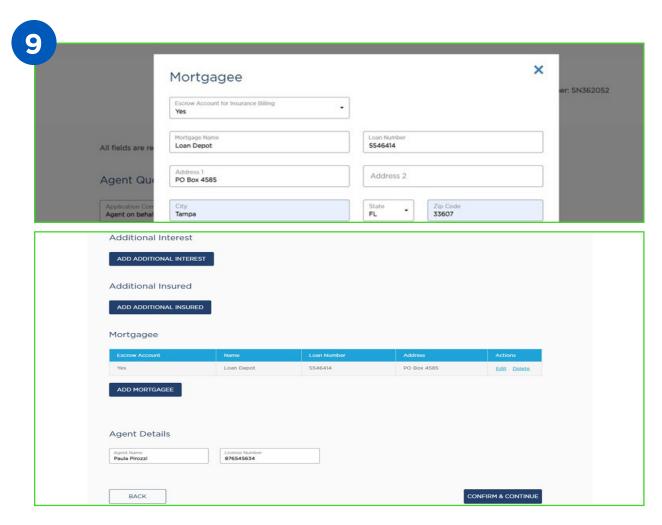
NOTE: Do not select "Share Quote"



When you are ready, select "Go To Application" to answer some final questions. You will need to indicate if the agent or applicant is completing the application, if the mailing address is the same as the property address, if the property is currently insured, and if there is currently a mortgage on the property. Please confirm all the information is correct and select "Confirm & Continue" at the bottom.

#### **Notes:**





If you select Yes, there is a mortgage, additional fields will open to allow you to enter the mortgagee, or mortgagees. Don't forget to select yes if this will be escrow paid on the first mortgage.

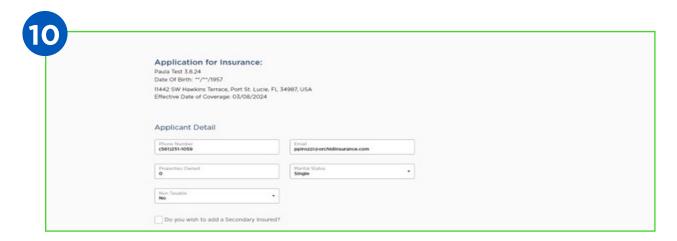
Follow the same steps to add an Additional Interest or Additional Insured.

Once completed you will be able to "Confirm & Continue", which will bring you to the Application Detail screen.

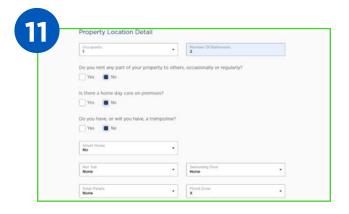
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## **Quote To Bind**



Once on the Application Details screen, you will need to enter additional information about the applicant and secondary insured, if applicable.

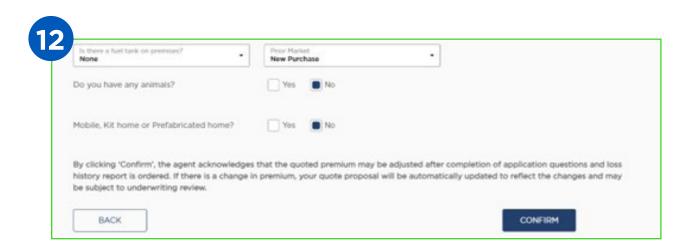




Next, you will need to enter property location and underwriting details.

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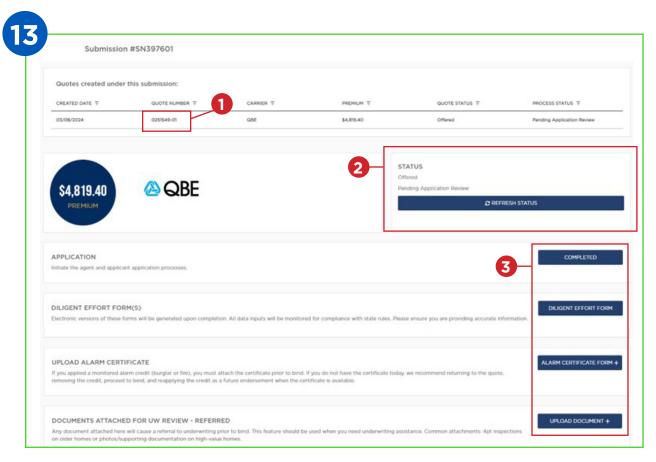
Please ensure that all fields are complete and select "Confirm" to submit your form.

**NOTE:** If the "Confirm" button is not blue, more information is needed. Please review the form for any questions you may have missed.

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### **Quote To Bind**

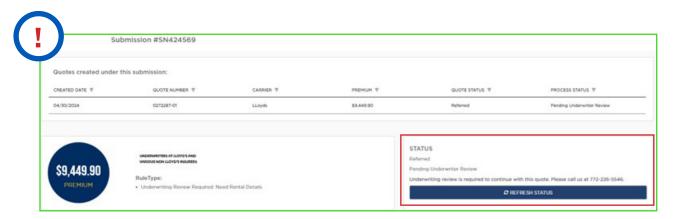


- 1. From the Dashboard, select the quote number.
- 2. If the "Status" shows "Offered, Pending Application Review", you will see what forms need to be completed before Binding in the section below.
- 3. For "Offered" quotes, please complete the Diligent Effort form, upload any accompanying documents, then click the "Refresh Status" button in the Status tile. A "+" symbol indicates the ability to upload several documents.

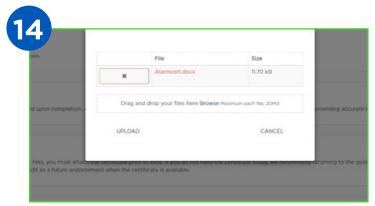
**NOTE:** Anytime you upload to "Documents Attached for UW Review-Referred" the quote will go to Underwriting and will have to wait for review.

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If the "Status" shows "Referred, Pending Underwriting Review", please call Underwriting using the provided phone number. Our underwriters will not review the referral without speaking with you first.

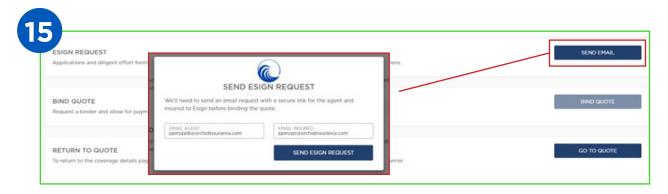


When uploading files, you can drag and drop your files or browse your computer. The file names should be alphanumeric and should not contain any spaces or special characters.

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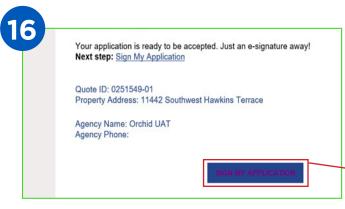


### **Quote To Bind**



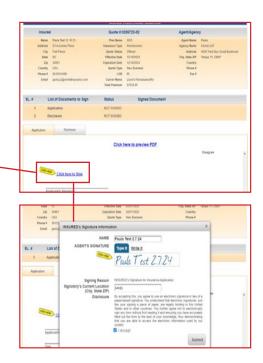
After completing the Diligent Effort form and uploading accompanying documents, the Quote Status should now show Offered and the Processing Status is Pending Agent & Insured eSignature

You are now ready to select "Send mail" to the insured and yourself to sign the required documents.



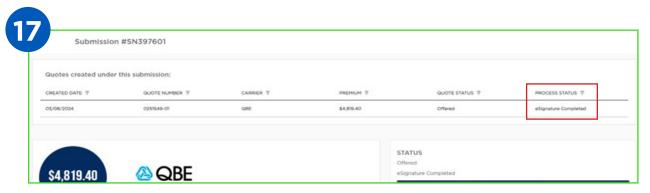
Above is a sample of the email that is sent to both the agent and the insured.

Both parties will review all documents to ensure accuracy, then sign it electronically by clicking on the yellow arrow.



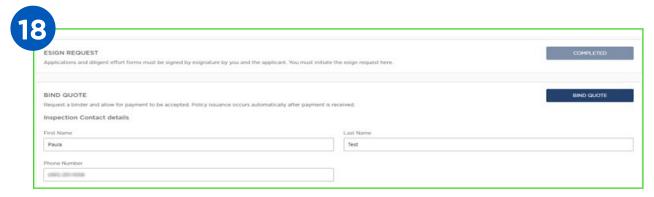
#### **Notes:**





Once all signatures are completed you will return to the Agent Dashboard and search for your submission number.

The Process Status now shows eSignature Completed.



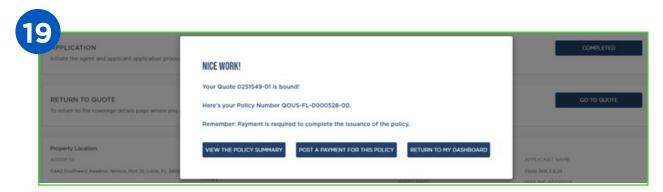
You are able to select "Bind Quote" and enter the contact information for the inspection.

**NOTE:** When you select "Bind Quote" you will not receive policy documents. Bound status will provide a confirmation of coverage. The policy will not be issued until payment has been received.

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### **Quote To Bind**



After binding the quote, you will see this pop-up screen. Selecting "Post A Payment" will allow you to make a payment on the insured's behalf. Selecting "Return To Dashboard" will bring you back to your dashboard and allow the insured to make a payment through Orchid's Payment Portal.

NOTE: Payment is required to complete the issuance of the policy. Please see the next section on how to make a payment.

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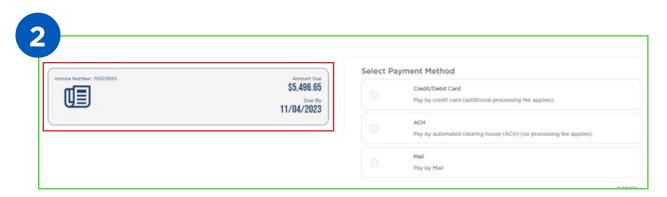


# MAKING A PAYMENT



Once the Binder has been issued, you will have the opportunity to make a payment on behalf of the insured or direct the insured to the Orchid Payment Portal to process on their own.

First, we will look at the steps you would follow to make the payment. From the screen, select "Post A Payment For This Policy".

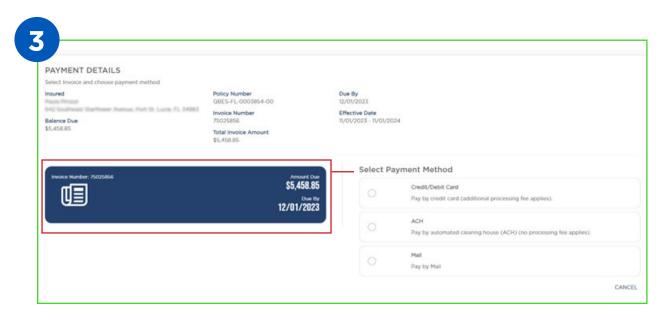


It will bring you to a page that shows the pending invoice outlined in blue.

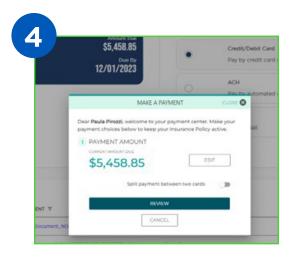
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## **Making A Payment**



Select the invoice by clicking on the box. The box will become blue and the radio buttons for the payment methods will be activated. Select the payment method by clicking the corresponding radio button.



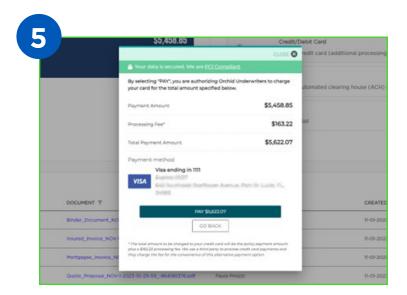
Once a payment method is selected, a window will open for you to complete your payment.

The option to split a payment between two cards has been added. You can also select "Edit" to adjust the amount.

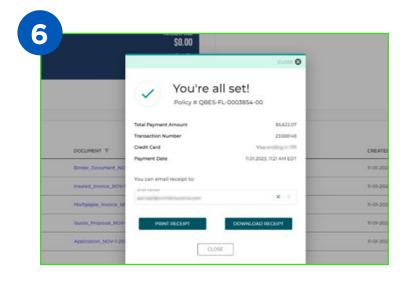
**NOTE:** There is an additional fee added by the processing vendor for payments made with credit or debit cards.

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After entering your ACH or credit card information, you will see this screen showing the payment amount, processing fee (if any), and total payment. Select "Pay \$5,622.07" to proceed with payment or "Go Back" to choose another method.



After your payment has been processed, you will have the option to email, print, or download a copy of your receipt.

**NOTE:** Once the window is closed, there is no way to retrieve your receipt.

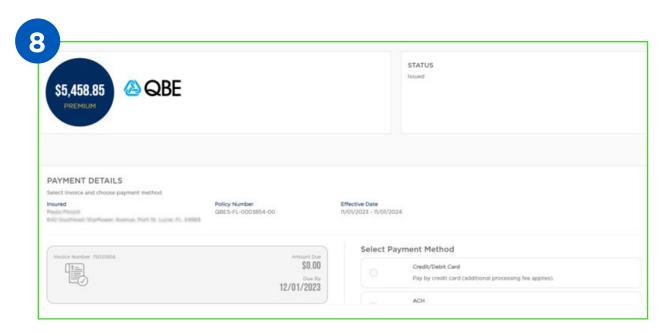
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## **Making A Payment**



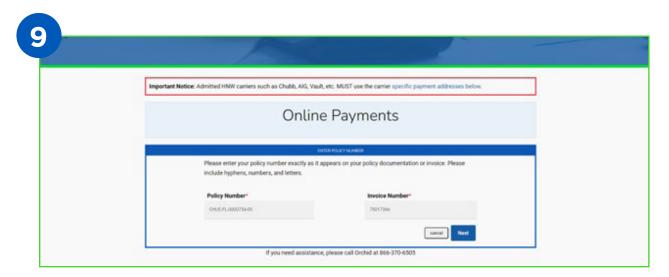
Your receipt will look like this.



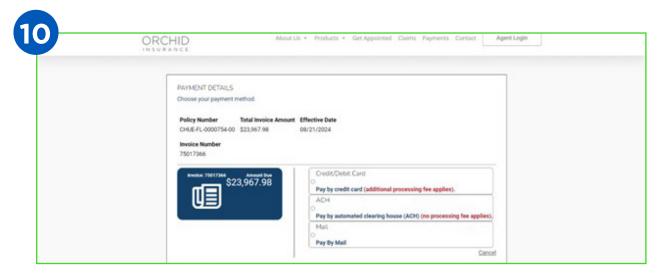
Once the payment has been posted, the status will change to "Issued" and the amount due will show \$0.00.

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If the insured prefers to make the payment themselves through Orchid's Payment Portal, they will need the policy number and the invoice number.



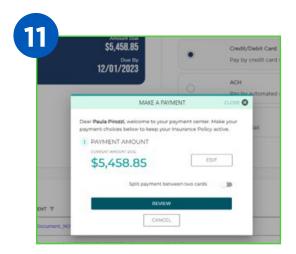
The insured will select the payment method by clicking the radio button.

**NOTE:** There is an additional fee added by the processing vendor for payments made with credit or debit cards.

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# Making A Payment



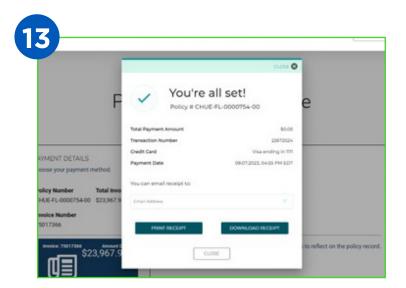
If paying by credit or debit card, the insured will be able to split the payment between two cards by selecting the button. To make the payment on one card select "Review".



After entering their credit card information, the insured will see this screen showing the payment amount, processing fee (if any), and total payment. Select "Pay" to proceed with payment or "Go Back" to choose another method.

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After their payment has been processed, they will have the option to email, print, or download a copy of your receipt.

**NOTE:** Please advise the insured that once the window is closed, there is no way to retrieve their receipt.

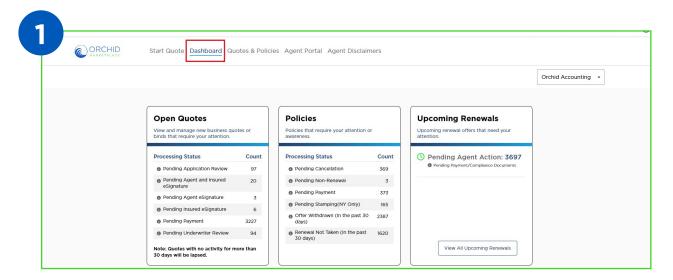


Their receipt will look like this.

#### Notes:



# **DASHBOARD**



Orchid has introduced the new Dashboard to assist with managing your book of business. When you log in to Marketplace you will still land on the page to start a quote. Select "Dashboard" to navigate to this screen.

Let's take a look at the function of each tile:

**Open Quotes** allows you to view any quotes that are pending additional action such as e-signatures, or payments. Simply hover over the pending action and select it, this will bring you to the list of quotes.

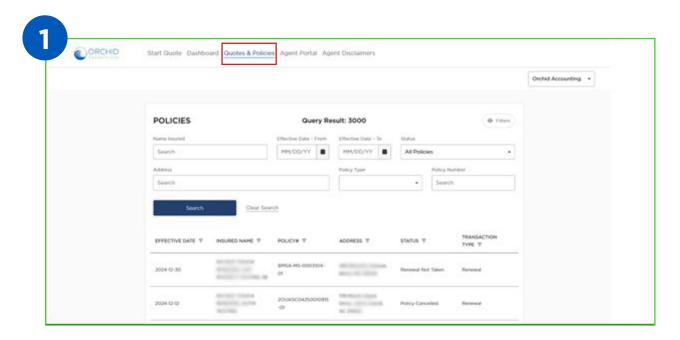
**Polices** allows you to see the processing status on policies that need your attention such as pending cancellations.

**Upcoming Renewals** provides you with of upcoming renewals that need attention. You will also be able to select the button "View All Upcoming Renewals" soon to see what renewals are coming up.

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# **VIEW POLICY DETAILS**



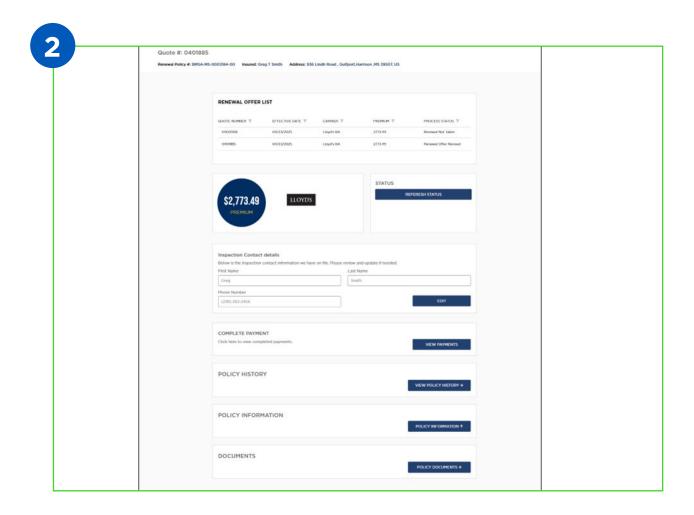
From the agent landing page, select Quotes & Policies. You are able to search by scrolling through the policies or by selecting "Filter" and entering the policy number or risk address then select "Search". Once you select the policy, it will direct you to the policy where you can view the policy details, documents, and can initiate an endorsement.

**NOTE:** If a policy is not in an issued and active status, It will not show the Endorsement button.

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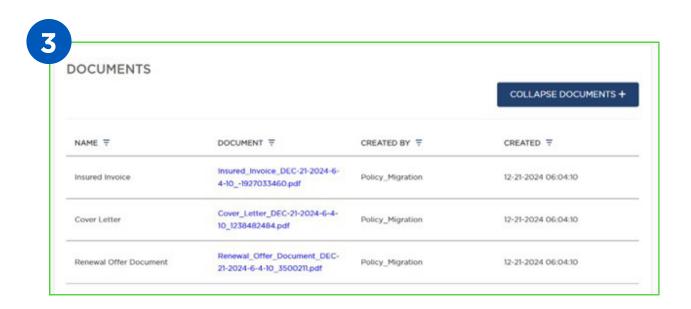
# **View Policy Details**



The new policy view makes it easier for you to locate the information you need. You can view the payment history, policy history, policy information (all insured, risk, and coverage details), and documents.

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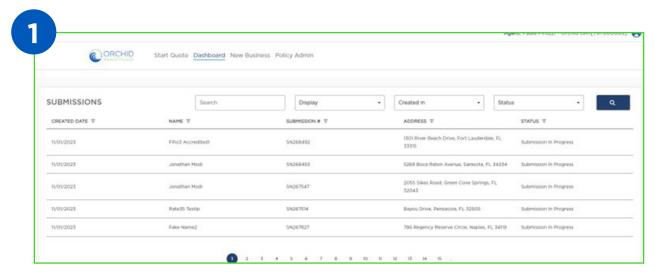


Use the blue hyperlinks in the Documents section to download documents that have been generated for the policy.

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# **ENDORSEMENTS**



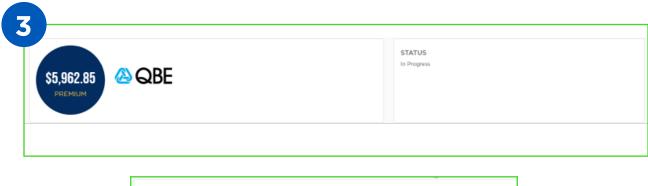
From your Dashboard, search for the policy you need to endorse and select it by clicking on the row with the name of the insured.

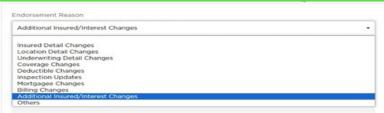


When the policy loads, you will see any previous endorsements that have been completed. Select "New Endorsement" to initiate an endorsement.

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The Endorsement screen will appear. The status in the top right tile will show "In Progress". Use the drop down menu below "Endorsement Reason" to select the reason for the endorsement.

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### **Endorsements**



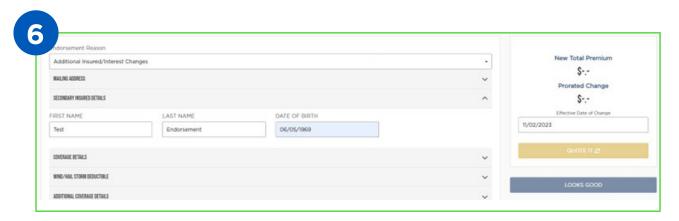
- 1. Enter all relevant information for the endorsement.
- 2. Enter the effective date of change.
- 3. Click on "Quote It". If your endorsement results in a change in premium, that will display now, along with the new full annual premium.
- 4. When you are satisfied and ready to proceed with the endorsement, click on "Looks Good".
- 5. Upload any supporting documents, then scroll down and select "Submit Changes".
- 6. Once you select "Submit Changes" you will see a pop-up window letting you know that you are all set. An underwriter must review and finalize the request. You will receive a notification once the endorsement is processed, as well as a copy of the endorsement Declaration page via email.
- 7. Once you return to the Agent Dashboard, you can find the new Declaration page in the Documents section. You can also make a payment for any endorsements that resulted in additional premium.

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To update a mailing address, your endorsement reason will be "Others". You will then type in the change, "Update mailing address".

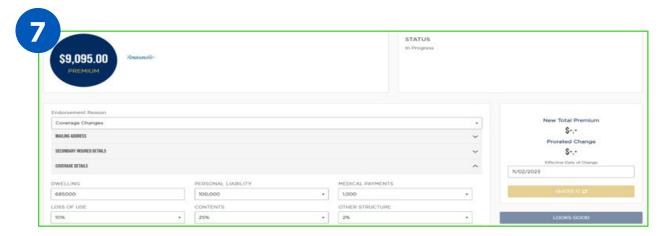


Secondary Insured Details - This is where you will be able to add an individual. The endorsement reason selected should be "Additional Insured/Interest Changes".

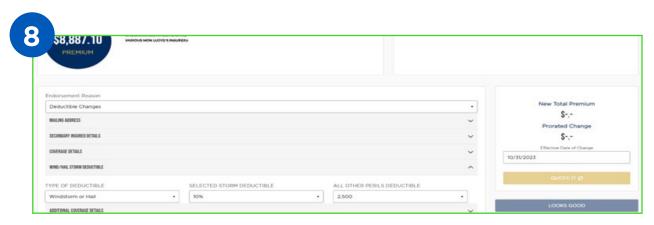
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## **Endorsements**



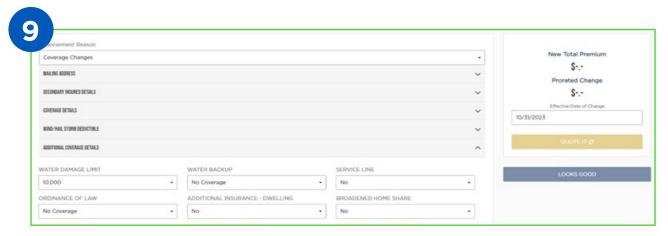
Coverage Details, your endorsement reason should be Coverage Changes.



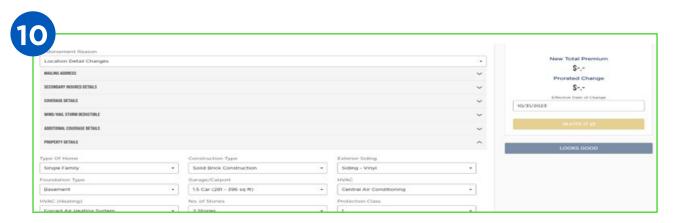
Wind/Hailstorm Deductibles, endorsement reason should be "Deductible Changes".

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Additional Coverage Details, your endorsement reason should be Coverage Changes.

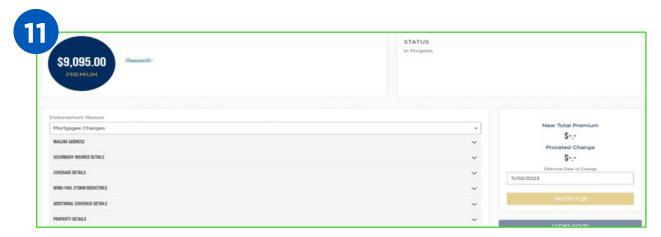


Property Details, your endorsement reason should be Location Detail Changes.

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### **Endorsements**

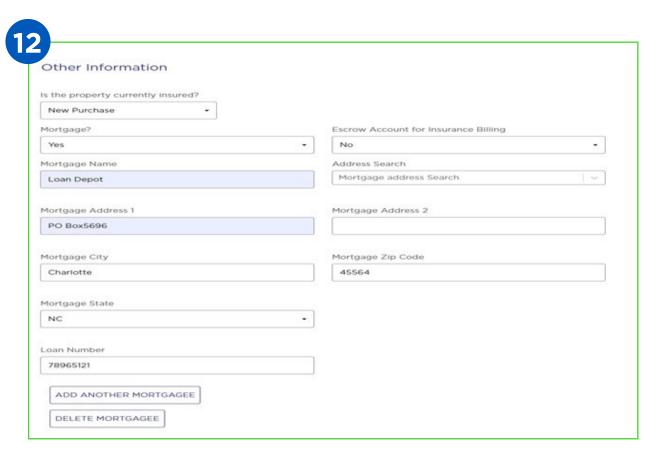


Underwriting Details, your endorsement reason should be Mortgagee Changes.

To add or edit a mortgage, you will need to select "Underwriting Details". Scroll to the bottom and enter the mortgagee information. Once entered, scroll back to the top and select "Quote It".

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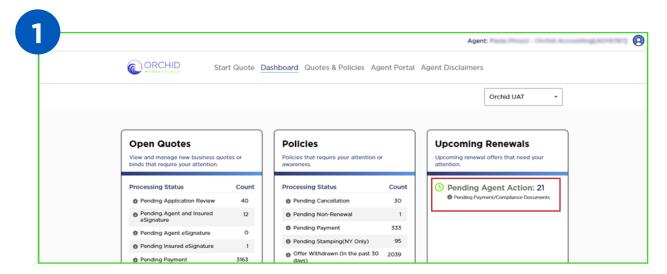
The first mortgagee on the policy will define if the policy is mortgagee or insured billed, please select accordingly. Also note that Orchid will only be able to place two mortgagees on file.

**NOTE:** You can make multiple endorsements in the same transaction. For example, adding a mailing address and changing the Wind Deductible. Since you are only able to select one reason from the Endorsement Reason drop down, you would select "Deductible Changes" since that is the most impactful and may generate a change to the premium.

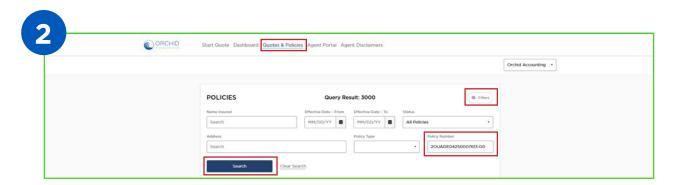
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# **AGENT RENEWAL**



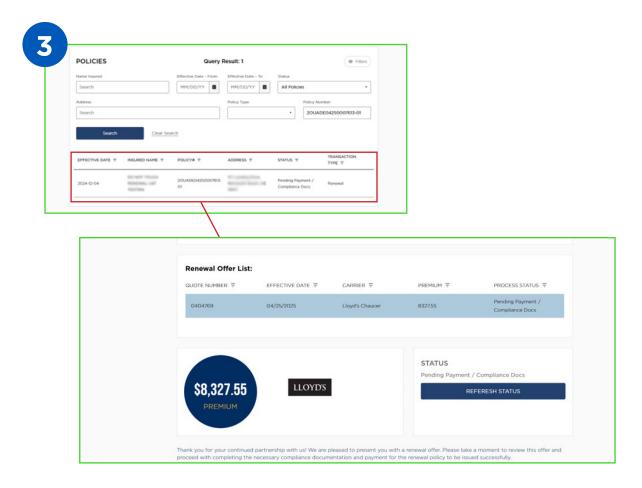
Once logged in select "Dashboard". You will see active quotes, policies and renewals. From this dashboard you can select any item to drill down further.



Search by "Policies" from Quotes & Policies form the Marketplace landing page. From the" Policies" screen select "Filters", enter the policy number and select "Search".

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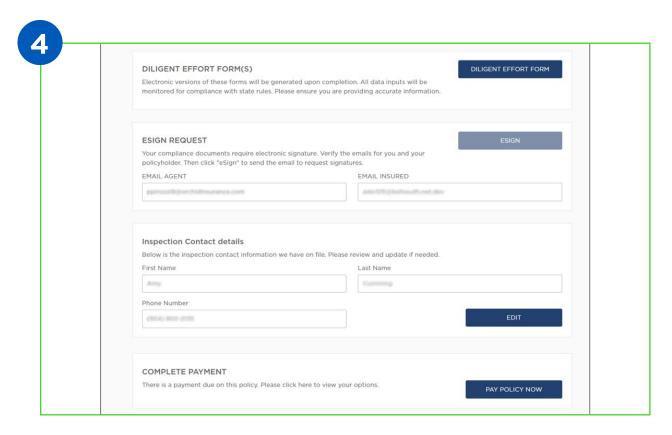


The results should include the policy you searched for. Once you select the policy you will see the renewal offer and its status. You will notice the Processing Status is Pending Payment/Compliance Docs. To view the renewal package, scroll to the bottom of the page.

**NOTE:** If you need to make any revisions to the quote, please contact our Renewal Underwriting team by emailing renewals@orchidinsurance.com or calling (772)226-5546.



## **Agent Renewal**



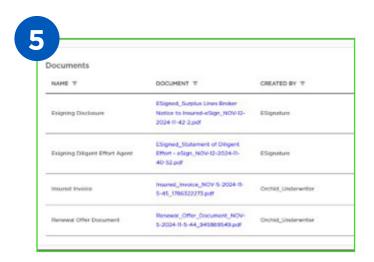
By selecting "Diligent Effort Form" you will complete any compliance documents required and obtain electronic signatures. Selecting "Pay Policy Now" allows you to make a payment on behalf of the insured. The policy will not issue unless both are completed.

Once the Diligent Effort is completed you will need to obtain the required e-signatures. Ensure the email address is correct, select "ESIGN". Once the e-signatures are completed the button will show "Competed" and be inactive.

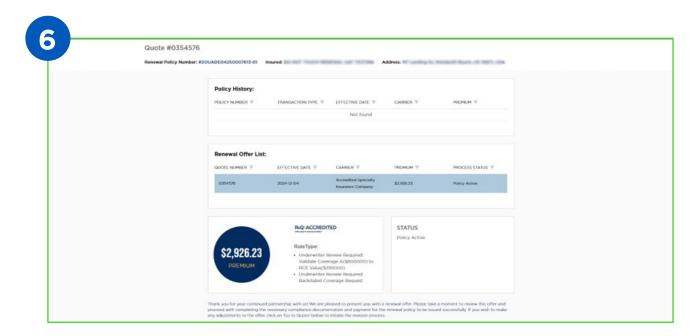
**NOTE:** You are able to edit the Inspection Contact details on this page.

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Below the policy details you will find the Document section. You can download the quote to review and present to your insured by selecting the links in blue.



Once all compliance docs are received, and the payment has been made and processed, the Policy Status will change to "Policy Active" and the policy documents will be issued.

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## **FAQs**

#### Where do I start a quote in Orchid Marketplace?

Once you log in using your single sign on, you will start a quote from the page you land on. It is important to take note of the submission and the full quote number as the status will change throughout the process. For example, it may start as 0218383, and once you complete the application, it will become 0218383-01. If you generate the quote and go back to select a different carrier, a new quote number will be generated. Please be sure to update the Replacement Cost Estimator and the risk information.

#### How can I get an additional quote?

From "My Dashboard" search for the submission number. Select the desired result. On the top line select the quote number. Scroll down and select "Go To Quote". Then select "Return To Available Markets". Please be sure to update the Replacement Cost Estimator and the risk information on the new quote.

#### What do I do if I am not able to navigate to the next page?

Verify that each field has a valid response, these are mandatory fields. Once all are completed you will be able to move forward.

#### Where do I go to see a policy status?

From Orchid Marketplace, select "My Dashboard" from the top left corner of the page. Search for the policy in question. The status will determine the next steps. If it is referred contact Orchid at 866-370-6505. Please check the Agent Dashboard frequently for any updates.

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# What do I do if my application is referred or there are no open markets?

Contact Orchid at 866-370-6505 for further assistance. Please have the quote number available. Once the issue has been reviewed, you will receive an email notification.

#### What is the difference between the status of "Bound" and "Issued"?

"Bound" indicates that an offer of insurance has been made and generates a binder. Once the payment has been received and processed, the status will update to "Issued", and the policy package will be available.

#### How do I enter a claim?

When you select "Go To Application", there is a section called "Agent Questions". Select "Add Claim" under "Claims History".

#### How do I make a payment?

Login to the Orchid Marketplace and select My Dashboard to search for the policy that needs payment. Select "Pay Policy Now". On the right side you will see the options to make payment. You MUST select the invoice – in the gray box on the left – before you can select a payment option (credit card, ACH, or mail a payment). It may take up to 24 hours to reflect the payment. You may also direct your insured to the Payments tab on our public website www. orchidinsurance.com. Orchid does not provide a payment plan, but you may seek financing from external sources.

**NOTE:** If the invoice has already been paid, it will remain gray rather than changing to blue when you attempt to click on it to make payment.

There is an additional fee applied on payments made by credit card.

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#### When does payment need to be made?

Insured billed policies must be paid in 15 days and mortgagee billed policies must be paid in 30 days.

#### What is the new overnight payment address for Orchid?

Orchid Insurance SL-MO-R1LB #956397 3180 Rider Trail S. Earth City, MO 63045

# If a mortgage exists on a policy, will it automatically bill the mortgagee?

Yes, as long as escrow billed was selected.

### Are declarations pages being hard copy mailed to the insured?

Yes

### Why am I having a problem uploading a document?

File names cannot contain special characters or spaces.

#### How far in advance can I quote?

Quotes are good for 30 days. If a change is made to the quote, it will be good for 30 days after the change.

#### Can my new business policy be agency bill?

No, all policies will be insured billed or escrow billed.

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#### **How do I find Policy Documents?**

Login to the Orchid Marketplace, select My Dashboard to search for the policy you want the documents for. From the Policy details screen scroll down to the Document section. There may be multiple pages be sure to use the scroll on the bottom left of the screen.

#### How do I make an endorsement?

From My Dashboard, search for the policy. Once you are at the policy details screen scroll down. You will see a list of any processed endorsements. Below that select "Add Endorsement". Please note that the policy must be in the "Issued" status for you to initiate an endorsement. Issued means that we have received payment. The endorsement will refer to our underwriting team for completion. Once completed you will receive notification.

You may also submit a case for the endorsement in the Agent Servicing Portal.

#### How do I cancel a policy?

A cancellation request must be made through the Agent Servicing Portal. Please include the Lost Policy Release (LPR) signed by the insured along with any supporting documentation such as closing documents for a sale of a home, or proof of other coverage. Once completed you will receive notification.

### How do I reset my password for Orchid Marketplace?

Select "Forgot Password" after entering your User ID.

Please contact Orchid by phone, 866. 370. 6505 for further assistance.

### How do I obtain credentials for a new user at my agency?

The principal for the agency will need to submit a request through the Agent Servicing Portal.

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#### www.orchidinsurance.com 1-866-370-6505

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