

Specialty Residential Playbook

Your guide to making the right call
and insuring hard-to-place risks.



**Occupancy**

Rental

Seasonal



Owner

Vacant

**Structure Type**

Single-family

Duplex

3- or 4-family

**Age**

Any age

**Condition**

Fair or better

In the Shotgun

Bill and Midge recently purchased a **turn-of-the-century shotgun house**. The paint is flaking and the yard wasn't well kept by the previous owner.

The house is in **relatively good shape**. The **roof is sound**, although a few shingles are loose and need to be re-fastened.

The home's age and cosmetic issues make it **ineligible for a standard homeowners policy**.

How can you help?

Dwelling Insurance (DP-1)

Essential coverage for rental, seasonal, owner-occupied and vacant homes.

In this case, you could consider our **DP-1 program**.

You know it as a "dwelling" or "fire insurance" policy, providing flexible, essential coverage. Liability protection and many other coverages can be added as options.

Highlights

- Protection classes 1 - 10
- Accepts title held by an individual, business, corporation, LLC, or estate*
- Named peril protection
- Market valuation
- ACV

More DP-1 Scenarios	Policy Solutions
Landlord with lower value rental	DP-1 Rental
Hunting cabin without electricity	DP-1 Seasonal
Pole barn, boat house, camping structure	DP-1 Seasonal for Standalone Structures
Fair-condition home under renovation, on the market, or between tenants	DP-1 Vacant

*Liability not available.

**Occupancy**

Rental

Seasonal

**Structure Type**

Single-family

Duplex

3- or 4-family

**Age**

80 years or newer and roof 20 years or newer

**Condition**

Above average or better

The Picket Fence

Nathan is a plumber who owns a couple homes, which he rents out for side income. Last week, he closed on a **1950s-era 3BR ranch** with an **attached garage**, a lovely garden and a nice white picket fence. The home was **immaculately kept** by the previous owner.

The carrier that issued Nathan's primary homeowners policy balked on covering this property due to its age and the intended use as a **rental property**. Now, he's come to you to see what can be done.

What play will you make?

Dwelling Insurance (DP-3)

Comprehensive coverage for rental or seasonal homes.

For homes that would not qualify for HO-3 solely because of their intended uses as seasonal or rental properties, there's an easy solution: our **DP-3 program**.

Whether it's a rental property or a seasonal home, DP-3 offers **comprehensive protection**, replacement cost settlement, superior claims service and the kind of comfort and peace of mind customers deserve.

Highlights

- Protection classes 1 - 10
- Accepts title held by an individual, business, corporation, LLC, or estate*
- Comprehensive coverage
- Replacement cost settlement
- Optional coverage add-ons

More DP-3 Scenarios	Policy Solutions
Landlord with nice, 4-family rental property	DP-3 Rental
Well-kept rental home, currently between tenants	DP-3 Rental with Vacancy Permission
Newly-remodeled vacation home on the lake	DP-3 Seasonal
Family vacation home, occasionally rented out	DP-3 Seasonal with Occasional Rental option

Occupancy

Seasonal

✓ Owner

Structure Type

✓ Single-family

Duplex

Age

✓ Any age

Condition

✓ Average or better

The Alley-Oop

Alana owns a **modest, well-kept, 100-year-old home** in an urban neighborhood that, over the past decade, has undergone a lot of redevelopment. Across the alley are brand-new, mixed-use developments that include condominiums, luxury apartments and high-end retail.

Now that the neighborhood has changed so much, her **home has a significantly lower value than the average value** of the properties surrounding it.

She needs **essential coverage** in a **value package**.

What's the best solution?

Specialty Homeowners Insurance (HO-10)*

Package coverage for dwellings ineligible for standard lines.

A home may be in great shape, but if it's too far from a fire station, is an older home, or has a valuation different than the average of the neighborhood, you may have a challenge finding a solution.

Our **HO-10** program fills the middle ground between basic and comprehensive coverage – protecting **not just the structure**, but also **personal possessions** and **liability** exposure.

Highlights

- Broad eligibility
- Packaged basic form named peril, liability and personal property coverage
- Actual cash value; may opt for settlement upgrade
- Enhanced coverage endorsement and optional coverages available

More HO-10 Scenarios	Policy Solutions
Budget-conscious customer with prior claims history	HO-10 Standard
Potentially dangerous pet living on premises	HO-10 Standard with Animal Liability exclusion
Customer ineligible for HO-2 wants to approximate same coverage	HO-10 Enhanced with Replacement Cost settlement and Limited Theft coverage
Duplex vacation home with older roof and a fenced in-ground pool	HO-10 Seasonal

*Not available in all states. Take a look at DP-1 instead.



Occupancy

Rental

Seasonal



Owner

Vacant



Structure Type

Single-wide



Double-wide

Triple-wide

Modular

Tiny Home

Park Model



Age

Built before 1976



Built after 1976



Condition



Average or better

Double-Wide Out Coverage

Mallory and Jon are a young couple who have just purchased their first residence — a **new, double-wide manufactured home**, to be placed on a fresh-poured slab.

They need **flexible coverage** that meets their budget. They also need to cover the structure from the moment it leaves the factory, to its placement on the foundation.

What coverage could you offer them?

Manufactured Home Insurance

Comprehensive coverage for factory-built homes.

Our manufactured home program gives you the freedom to **insure any factory-built home**, whether it is a single-wide, double-wide, triple-wide, or 2-story modular. We even cover tiny homes, traditional mobile homes and park models.

We place **no age restriction** on the home and cover rental and seasonal homes, too. Even vacant manufactured homes may be eligible for coverage (under our DP-1 vacant program, although this may vary by state).

Highlights

- Protection classes 1 - 10
- Accepts title held by an individual, business, corporation, LLC, or estate*
- Open peril protection
- Stated value settlement for a total loss
- Optional coverages available

More Manufactured Home Scenarios	Policy Solutions
Newly-purchased manufactured home, not yet occupied	Manufactured Home with Builder's Risk option
Landlord with 4 manufactured home rentals	Manufactured Home Rental (all may be written on single policy)
Manufactured home rented by business	Manufactured Home Rental with Light Commercial permission
Family with manufactured vacation home	Manufactured Home Seasonal

Well, how'd you do?

Were you able to make the right call for each customer? If so, great job! If not, head over to our Agent Toolbox at amig.com/residential. There you will find tools to help you learn about the solutions you can offer for hard-to-place-properties. Build your playbook of products so you can educate customers and grow and retain your business.



We invite you to partner with us.

Why should you write American Modern?

Now that you've reviewed the playbook, you know that we're driven to expertly support you with specialized programs that cover the hard-to-place risks you don't encounter every day. And that means we'll do everything we can to develop and maintain your trust.

We're true partners. We'll listen to your needs and offer customizable, innovative solutions. We make it easy, so that you can focus on what you do best. Together, we can grow your business and retain the relationships you work so hard to build with customers.

Why write with American Modern? Because our business complements yours.

What's in the Agent Toolbox?

- Program Sell Sheets (DP-1, DP-3, HO-10, Manufactured Home, Vacant, Rental, Seasonal)
- Program Training Videos (DP-1 and DP-3, HO-10, Manufactured Home)
- Dwelling (DP-1 and DP-3) Underwriters FAQ
- Vacant Dwelling Underwriters FAQ
- Dwelling Program Reference Tool
- Dwelling Quoting Tips
- Questions To Ask Before You Quote Dwelling Infographic
- How To Choose A Dwelling Solution Infographic
- Vacant Business Infographic

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