



Habitational Insurance Solutions for the **Hard Market**

February 24, 2022



NSM
Insurance Group

Build Success.®

Today's Agenda

HabPro Introduction

Our Appetite

Recent Wins

How to Get Appointed & Win

Q&A



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HabPro Introduction

\$1.3B+ In Premium

1M+ Clients

25+ B2B and B2C Programs

10K Broker Relationships

14 Office Locations

1K Employees

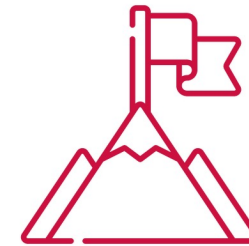


NSM
Insurance Group

Build Success.®

32 YEARS
STRONG

ENTREPRENEURIAL
MINDSET



**Sustainable and
Consistent Industry
Leader Celebrating
31+ Years in the
Business**



**Global Footprint
in US and UK**



**Superior Service
with 90% Client
Retention Rate**



**Long-Standing
Partnerships with
A+ Rated Carriers**

Our Specialty Programs

We have more than 30 best-in-class specialty insurance programs in the US and UK — specifically designed to help agents meet the unique needs of their clients



Learn more at [nsminc.com](https://www.nsminc.com)

Our Mission









At HabPro, our mission is to **provide best-in-class insurance solutions for non-admitted apartment and condo risks** in the small and middle market space.

We are committed to:

- Serving the habitational market
- Specialized underwriting expertise and white-glove service
- Crafting creative solutions so today's challenging market doesn't slow you down
- Helping appointed agents meet their business goals



HabPro: The Best Home for Habitational Risks

-  A+ rated national carrier
-  Broad, competitive coverages
-  Exclusive policy forms
-  Creative, flexible solutions
-  Specialized habitational expertise
-  Top-notch service
-  In-house claims team
-  Dedicated underwriters

THE POWER OF PARTNERSHIP



Team HabPro



Joe Mossbrook, Program Director

TEAM VANGIERI



Todd Vangieri
Underwriting Manager



Michael Luu
Sr. Underwriter



Daniel Costello
Underwriter

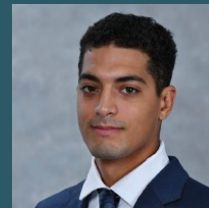
TEAM HOWLEY



Davis Howley
Sr. Underwriter



Austin Patrick
Underwriter



Greg Natale
Underwriting Asst.

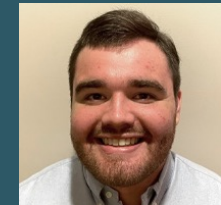
TEAM MATTHEWS



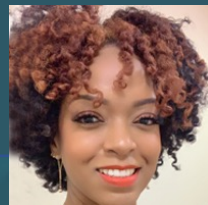
Reid Matthews
Business Dev. & Production Mgr - Retail



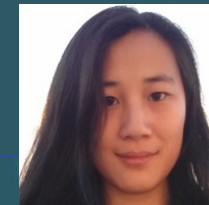
Matt Davidowich
Underwriting Asst.



Corey Blackledge
Underwriting Asst.



Landa Corvoisier
Sr. Underwriting Asst., Renewals



Katherine Zoerkler
Underwriting Asst., New Business



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Our Appetite

Eligible Classes

- ✓ Non-coastal apartments and condominiums
- ✓ Multi-family homes
- ✓ Subsidized housing (up to 15%)
- ✓ Mixed-use buildings (up to 30% mercantile)
- ✓ Student housing (up to 100%; not owned or operated by a college/university)
- ✓ 55+ Independent living communities
- ✓ PC 1-8



Ineligible Classes

- ✘ Risks in Alaska, Florida, Hawaii and the five boroughs of NYC
- ✘ Non-sprinklered frame buildings with 4+ stories
- ✘ PC 9 or 10
- ✘ Boarding, rooming and/or halfway houses
- ✘ Skilled nursing and assisted living facilities
- ✘ Vacant buildings
- ✘ Timeshares or condo/hotel mix
- ✘ Hotels/motels
- ✘ Owner-occupied dwellings
- ✘ Mercantile buildings (more than 30%)
- ✘ Buildings 35+ years old without updates (roofs within 25 years)

Key Coverages

- Robust property enhancement endorsement, which includes various sub-limit coverages
- Business income
- Equipment breakdown
- Ordinance & law (up to 10% for B & C individually or combined)
- Hired & non-owned auto

**We do not currently offer Umbrella, Earthquake, Flood or D&O coverage.*

AUTHORITIES

Property Amount Subject:
\$15M max.

Policy Premium:
\$100,000 max.

Average Policy Premium:
\$25,000

Referral triggers

Recent Program Enhancements

- **Bigger footprint**
 - Now available in all states (excluding AK, FL & HI)
- **Larger appetite**
 - Blanket coverage up to \$25M per policy
 - Risks closer to the coast
 - Enhanced Tier 1 capabilities along the Atlantic Coast (not directly along the coast from southern VA to GA)
 - Traditional and non-traditional accounts
- **More coverages**
 - Ordinance & Law Coverage D
 - 180-Day EPI
 - X-wind property for TX (non-Tier 1)

2021 premium growth: 50%

Effectively controlled rate increases — unlike providers with legacy pricing models

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Recent Wins



Recent Successes

Market Rate Apartment Complex (Northern TX)

- Coverage: Property
- Total premium: \$29,678
- Insured's incumbent carrier lost capacity in the state and the account needed to find a new home with a short fuse time period
- We utilized our **new Texas X-wind property product** to assist our agent in placing competitive x-wind coverage, which they married to a wind-only policy to provide superior coverage for their insured



Recent Successes

Portfolio of Student Housing Complexes (IL)

- Coverage: Property
- Total premium: \$51,081
- Insured unexpectedly lost access to coverage via their prior property management company
- Agent was in a bind with little time to place the renewal
- We screened the account over the phone, processed the submission immediately and had best-in-class terms in the agent's hand by that afternoon



Recent Successes

Market Rate Apartment Complex (Northern AL)

- Coverage: Package
- Total premium: \$38,445
- The E&S habitational space is filled with deals that are constantly forced into multiple policies to meet coverage and pricing requirements
- For this beautiful new purchase, HabPro delivered a one-stop package solution at competitive pricing
- Allowed the agent and client to quickly finalize closing in a fast-paced real estate market (and prior to the holidays!)

Agent Feedback

“ Working with HabPro has been an absolute game-changer for our agency and our clients. From the underwriting to servicing to the depth of market knowledge they have — it’s all been first-class. ”

—Akiva Sussholz, Crown Risk Services

“ HabPro is our first stop for surplus lines habitational accounts. The entire HabPro team provides industry-leading service at all stages of an account. Through this ever-changing habitational market, we consider HabPro to be a leading partner in delivering success for our clients every day. ”

—Scott Yeldell, Hull & Company



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**How to Get Appointed —
And Win with HabPro**

GET APPOINTED WITH HABPRO

BEFORE YOUR COMPETITION
BEATS YOU TO IT



Criteria for Appointed Agents

We're looking for:

- ✓ **Agents with a portfolio of apartment and condo accounts/commercial real estate (CRE) agents**
- ✓ **Retail and wholesale agents**
- ✓ **Partners committed to growing together**
 - We want to earn the privilege of being your go-to insurance partner — and grow our businesses together
- ✓ **Entrepreneurial drive**
 - Our agent partners share our commitment to thinking differently and working creatively

Take the Next Step

➤ Interested in getting appointed?

- Please contact **Joe Mossbrook** (jmossbrook@nsminc.com, (610) 808-9499).
- We will quickly set up a meeting to see if we're a fit and get rolling!

➤ Are you an appointed agent with an immediate need?

- Send us your submissions today!



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Q&A / Feedback Session



Build Success.™

**Hard market.
Easy solution.**



Program Director

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