

# AMERICAN INTEGRITY SPIN HELPFUL HINT GUIDE

## For Voluntary HO-3

### CHANGES YOU CAN EXPECT IN SPIN

**Reserve Bundle Coverage options** - Added additional reserve bundle endorsement options of Diamond and Silver. These additional levels allow expanded limits for included coverages.

**Additional Interest** - Ability to list 3 interests of each - 3 additional insureds and 3 additional interests.

**Roof Age** - 3 Tab Asphalt Shingle, Composition Shingle roofs over 15 years in age are ineligible. We can accept Architectural Composition Shingles, in good condition, with over 3 years life expectancy up to 20 years.

**C.L.U.E.** - A C.L.U.E report will be ordered on all new business policies at application to verify if loss history is acceptable.

#### Golf Cart Coverage

- Liability/Med Pay – same limits provided under Coverage E and F.
- Physical Damage Coverage is based on limit selected. We will provide up to a maximum of \$30,000 ACV (actual cash value) coverage for up to 2 Golf Carts. Subject to \$250 deductible.
- Premium - \$75 for first \$5000, \$5 for each additional \$1000. Coverage is in \$1000 increments.

**Windstorm Loss Mitigation** - System has been enhanced to only display applicable fields based on the year of construction for the risk.

**Proof of Updates Discounts and Water Loss Prevention Discounts** - Additional discounts are now offered for those policyholders that have made recent system updates. Regular audits will be conducted to verify the required proof of updates (4pt inspection, roof permit, WLP Certification Form) have been provided. Agents need to keep copies in their file.

#### Water Loss Prevention

- A 5% discount can be applied to any age home if an acceptable Water Loss Prevention Certification Form is completed by a licensed plumber. This form is waived for new construction homes. The certification form can be found under the Correspondence tab and the agent must have an acceptable copy on file before adding this credit.
- The discount will expire after 3 years.
- This discount cannot be applied if the Proof of Updates All Systems discount is already applied.

#### Proof of Updates

- All Systems – 10% discount is applied for homes 15 years and older if all systems (electrical, HVAC, plumbing, Roof) have all been updated in the past 5 years.
- Roof Only – a discount is applied to homes 15 years and older if the roof has been replaced in the past 10 years. The following discount is applied based on the age of the roof: 0-5 years, 7% discount. 6-10 years, 4% discount.
- Agent is required to have proof of updates prior to adding the credit. An acceptable 4 point inspection or evidence of the updates for All Systems credit, a copy of roof permit for Roof Only credit.

**Insurance Score changes** - Insurance score is reviewed once every two years, at renewal or request of the insured. Discount level will be updated or removed, which can increase or decrease the discount amount. Added Insurance Score Discounts up to 35% off.

Please note that the tiers have changed only for those with an excellent insurance score. Fair is below 700, good is 750 to 849 and excellent above 850+. These ranges are much broader than our competitors that have changed their credit tiers or recently added them. Applicants are not adversely affected if score is not generated.

Discount Level	Score	Factor	% Discount
No Discount	< 700	1.00	
Level 4 (below avg.)	700 - 749 and "No Hit / No Score"	0.90	10%
Level 3 (average)	750 - 849	0.80	20%
Level 2 (above avg.)	850 - 899	0.75	25%
Level 1 (excellent)	900 or Greater	0.65	35%

At quote – agents will select the level they feel is accurate, but the actual score is not run until application. Premium quote may change at application once score is run and the discount level is confirmed to be different than the level the agent selected in the quote status.

**Zip Code Tiering** - Rating more appropriate for relationship of risk in relation to tidal water.

**Full Water Damage** - Homes over 40 years can be bound by the agent with the Water Damage Exclusion and the option of adding Limited Water. However, with an acceptable 4 point inspection, the agent can request the Water Damage Exclusion removed so policyholder would have full water damage coverage. The removal of the Water Damage Exclusion is by Underwriting Authority level only and must be removed by endorsement. An acceptable 4 point inspection is required along with a signed change request. Documents must be attached to the file for Underwriting review.

**"No Claims" Discount** - For insureds with 3-5 consecutive years with American Integrity Insurance, and no paid claims, they are eligible for a 5% discount.

For insureds with 6 or more consecutive years with American Integrity Insurance, and no paid claims, they are eligible for an 8% discount.

**Different Payment Plans** - Full, Semi-annual, 4-pay, Quarterly, 8 pay, Monthly; check, credit card.

#### **Protection Class**

- 1X – 8X – same rate as the old PC9
- 1Y – 8 Y – same rate as an 8b rating
- We now have a rate for 10W. 10W is for all risks that are within 5-7 miles to a fire station and has a hydrant or accredited water source within 1000'. The SPIN system will allow agents to bind a 10W without referral.
- PC10 is ineligible.

**Seasonal/Secondary Surcharge** - Eligible seasonal/secondary risks will now be surcharged 10%.

**Scheduled Personal Property** - Now can be added in \$1000 increments and each item must be individually described and valued. Underwriting rules requiring appraisals, etc. still apply. This is now a dynamic form which will have all of the valuable possession items listed.

**Change Date** - agents will no longer need to do a cancel/rewrite and can simply change the effective date.

## **WHAT ARE THE BENEFITS OF MOVING TO THE NEW SPIN SYSTEM?**

- Ability for AI to configure/control system without heavy reliance on vendor
- Faster and more streamlined quote process – 360 Value, Location, RCE integrated right in quote, automatic data entry, less fields to complete
- Tasks will go directly to the insured with copy to agency
- Provides agents with the ability to email insured quote, application, forms, etc.
- Enhanced payment options – Credit Card and Checking
- 7 new pay-plan options - Monthly pay, 8-Pay, Mortgage bill, etc.
- Agent can select/adjust client payment plans while inside the policy
- Improved billing invoices and cancellation notices
- Application - Agent can print the application before binding
- Ability to communicate to AI via the system, email and phone
- Complete policy, endorsement and renewal packets are automatically generated
- More data fields transferred via IVANS download (commissions, pending cancellations, date of birth, coverage info, claims info, etc.)