

BEYOND TRADITIONAL DWELLINGS. BEYOND BASIC.

the PRODUCT

Just the Basics - DP-1 with Extended Coverage Great Lakes Insurance SE (Surplus Lines)

We specifically created this program to provide a simple solution for hard-to-place accounts with short-term and/or long-term challenges. **Just the Basics** is a Concorde designed surplus lines dwelling product providing fire & extended coverage through **Great Lakes Insurance SE**.

WHY CHOOSE JTB?

- **No Insurance Scoring**
- **No Protection Class Restrictions**
- **No Inspections or Photos Required**
- **No Prior Coverage Required**
- **Direct Bill** to Your Client with Payment Options Available
- **Online Quote, Pay & Bind** with Automated Renewal Process
- **Annual Policy** with 25% Minimum Earned Premium
- **Broad Claim Appetite** - up to 4 Claims or \$50,000 in Paid Claims at the Risk Location
- **Broad Ownership Appetite** - Individual, Trust, LLC & Partnership Eligible

WHAT'S ELIGIBLE?

We write the tough accounts that aren't a fit for your primary carriers. Eligibility criteria can be found on the following pages, but here are a few highlights:

- **Coverage A Limits** - \$30,000 - \$500,000
- **TIV Limits** - Up to \$600,000
- **Dwelling Ages** - 1850 & Newer
- **Occupancies** - Primary, Secondary / Seasonal, Rental, Short-Term Rental, Vacant, Under Renovation
- **Locations** - Protection Classes 1-10
- **Construction Types** - Nearly Any!
- **Condition Concerns** - Eligible
- **Unrepaired Damage** - Eligible

WHAT'S COVERED?

Our product provides **DP-1 Basic Named Peril** coverage for direct physical loss to property caused by the following perils:



Fire



Lightning



Explosion



Windstorm



Hail



Smoke



Aircraft / Vehicles



Riot / Civil Commotion



Volcanic Eruption



Vandalism/Malicious Mischief
Available for all occupancies except Under Renovation.

Quote & Bind Online with



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RISK CHARACTERISTICS & ELIGIBILITY

HOME LOCATION

Protection Classes 1-10 Accepted

MULTIPLE LOCATIONS

Maximum of 4 locations with the same:

- State
- Occupancy
- Liability Limit
- Medical Payments Limit
- Deductible

Primary & Secondary/Seasonal occupancies are not eligible for a multi-location policy.

ACREAGE

- **Up to 20 Acres:** Property, Liability and Medical Payments Coverage
- **Over 20 Acres:** Property Coverage Only

WOOD BURNING STOVE / FURNACE

- Primary Heat Source in House or Detached Structure Acceptable
- Supplemental Heat Source Acceptable

ROOF

Roof exclusion is required on new and renewal business if the roof is:

- 20 Years or Older
- Wood Shake Shingle

The exclusion applies to Wind and/or Hail damage to roof surfacing and contractor related repair expenses.

Age of roof determined by:

- Year of original installation
- Year of complete replacement of roof surface
- Year of the roof section with the largest square footage if only a partial replacement of roof has been made

Type of roof surface determined by: Roof surface type covering the largest percentage of the roof area.

ELECTRICAL

- Minimum of 100-amp Service Required
- Knob and Tube Wiring is Not Acceptable



DWELLING AGE

1850 & Newer

OCCUPANCIES

Primary

Secondary/Seasonal

Rental

Short Term Rental

Vacant

Under Renovation Occupied

Under Renovation Unoccupied

CONSTRUCTION TYPES

Frame

Masonry Veneer

Joisted Masonry / Brick

Log Home

Mobile / Manufactured Home

Modular Home

Geodesic (Dome Home)

Earth Home

Straw Built Home

Container Home

Tiny Home - Permanently Sited

Yurt - Permanently Sited

CLAIMS

This program has a broad claims appetite, with up to 4 prior claims or \$50,000 in total claims paid at the risk location eligible. See Page 5 for Underwriter Referrals.

Claims can be reported at:
www.cgains.com/claims



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RISK CHARACTERISTICS & ELIGIBILITY

THE FAST & EASY DWELLING OPTION FOR YOU & YOUR POLICYHOLDER



Online Quote, Pay &
Bind for Most Accounts



NO Photos Required



NO Inspections Required



NO Insurance Scoring



All Accounts Direct Billed
with Payment Options



Nearly All Ages, Types,
Occupancies & Locations



NO Prior Coverage
Required - Lapses OK



Condition Issues or
Unrepaired Damage OK



Broad Claims Appetite

FIXED QUALIFIERS

At the beginning of the peteRATER+ quoting process, the following qualifiers must be reviewed with your insured and agreed to before proceeding with a quote:

- I (WE) have a resident or non-resident insurance license for the state in which this account is located.
- I (WE) agree that Concorde General Agency will provide pre-filled fields by utilizing 3rd party data and default limits to simplify the application process.
- I (WE) understand that Concorde General Agency does not guarantee the accuracy of the data or the appropriate selection of coverage or limits.
- I (WE) agree to review and update features of home to ensure accuracy.
- I (WE) have documented that 3 carriers have declined to write this account.
- I (WE) understand that this product is a DP-1 with extended coverage and LOSS PAYMENT is on an Actual Cash Value (ACV) basis.
- I (WE) understand that an applicant is ineligible for this product if they have had 4 or more losses or claims incurred at THE LOCATIONS IDENTIFIED IN THIS APPLICATION in the past 36 months.
- I (WE) understand that an applicant is ineligible for this product with daycare, farming, lodging, auto repair, or any other business activity on premises.
- I (WE) understand that an applicant is ineligible for this product if marijuana/cannabis is growing on premises, (indoor or outdoor).
- I (WE) understand that an applicant is ineligible for this product when a heat reclaiming device, such as a space heater, is used as a primary heat source.
- I (WE) understand that an applicant is ineligible for this product when dwellings are in foreclosure, or homes with any tax liens.
- I (WE) understand that an applicant is ineligible for this product when applicants have been convicted of arson or insurance fraud.
- I (WE) understand that an applicant is ineligible for this product when dwelling has more than 4 individual family units OR is a condominium, townhome, fraternity, sorority.
- I (WE) understand that this quote/policy includes an absolute animal exclusion for all liability losses if Liability Coverage has been selected.
- I (WE) understand that this quote/policy includes an exclusion for swimming pool, spa liability losses if Liability Coverage has been selected.
- I (WE) understand that this quote/policy includes an exclusion for trampolines if Liability Coverage has been selected.
- I (WE) understand that this quote/policy includes an exclusion for pre-existing damage.
- I (WE) confirm the dwelling is not located on an island.
- I (WE) confirm the dwelling was not constructed for commercial use and is now converted to residential use.

PRODUCT QUESTIONS & QUOTING ASSISTANCE

800.726.1611 ext. 8996

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COVERAGE OVERVIEW

Coverage Form - DP-1 Fire and Extended Coverage

Named Perils Included - Fire, Lightning, Smoke, Windstorm, Hail, Explosion, Internal Explosion, Volcanic Eruption, Riot or Civil Commotion, Aircraft & Vehicles

States Available - AR, AZ, CO, IA, ID, MN, MT, ND, NE, SD, WI & WY

Settlement - Actual Cash Value (ACV) - *Replacement Cost Minus Depreciation*

Coverage A - Dwelling (Required)

Values \$30,000 - \$500,000

Coverage B - Other Structures (Optional)

Maximum 30% of Coverage A Dwelling Limit

Properties with Other Structures only are not eligible.

Coverage C - Personal Property (Optional)

Maximum 50% of Coverage A Dwelling Limit

Coverage D - Fair Rental Value (Optional)

Maximum 20% of Coverage A Dwelling Limit

Not available for Vacant occupancy.

Deductible Options (All other Perils / Wind & Hail)

- \$2,500/\$2,500
- \$2,500/\$5,000 - **Default**
- \$2,500/\$10,000
- \$5,000/\$5,000
- \$5,000/\$10,000
- \$10,000/\$10,000

Vandalism and Malicious Mischief (VMM)

Included for Primary, Seasonal, Rental, Short Term Rental and Vacant

Not Available for Dwellings Under Renovation (Occupied or Unoccupied)

Personal or Premises Liability Options

- \$100,000 - **Default**
- \$300,000

Increased limit not available for Under Renovation occupancies.

Medical Payments Options - *Not available for Under Renovation occupancies.*

- \$500
- \$1,000 - **Default**
- \$2,500
- \$5,000

Additional Living Expense - Optional endorsement available for Primary occupancies only. Limit is included in the TIV maximum calculation.

Total Insured Value (TIV) Maximum - \$600,000

In this a-la-carte program, you can add optional coverages as outlined above not to exceed the program TIV maximum. TIV equals the sum of coverage limits chosen. Example: Dwelling (A) + Other Structures (B) + Personal Property (C) + Fair Rental Value (D) or Additional Living Expenses Limit (if applicable).



HOW TO QUOTE

Nearly all accounts are fully written online! Quote, Pay & Bind using the peteRATER+ Platform on Concorde's website, www.cgains.com. Simply choose Personal Lines, then Dwelling to get started!

View Our Training Videos:
cgains.com/petepplus

PAYMENT OPTIONS

MORTGAGEE BILL

PAY IN FULL

Single EFT Payment
from Insured's Account

4 PAY PLAN

Down Payment +
3 Installments at
60, 150 & 240 Days
EFT or Paper Statement
Options Available

10 PAY PLAN

Down Payment +
9 Monthly Installments
EFT or Paper Statement
Options Available

Down Payments

30% + Taxes and Fees

Pay Online:

cgains.com/payments

Mail a Check:

Concorde General Agency
720 28th St S
Fargo, ND 58103



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UNDERWRITING REFERRALS

While most accounts can be quoted, paid and bound online, accounts with prior Electrical Fires with claim payment exceeding \$10,000 will need to be submitted for underwriter approval. If you have selected a quote that needs to be approved, please call or email the Underwriter and reference the quote number. **Underwriting Exceptions will be considered if:**

- The agent was an employee of the agency that provided the coverage at the time of the fire loss OR
- The agent has a personal relationship with the applicant and detailed knowledge of the claim OR
- The agent has access to the claim records from the referring agency or from the applicant.

Documentation will be required on the origin of the fire, suspected cause and extent of the damage.

INELIGIBLE RISKS

Accounts will receive a **Decline** status if any of the following exposures are present:

- Roof Year is 20 years or older and roof exclusion is not added
- Roof Surface Material is Wood Shake Shingle and roof exclusion is not added
- Coverage A Dwelling limit less than \$30,000
- Coverage A Dwelling greater than \$500,000
- Coverage B Other Structures > 30% of Coverage A Dwelling Limit
- Coverage C Personal Property > 50% of Coverage A Dwelling Limit
- TIV > \$600,000 (Dwelling + Other Structures + Personal Property + Fair Rental Value OR Additional Living Expenses Limit)
- Electronic delivery not accepted for mail address outside of the US
- Primary occupancy with NO primary heat source
- Coverage A Dwelling Limit < 50% of *peterATER+* Replacement Cost Valuation
See valuation parameters below if no valuation is returned by peterATER+.
- If there is ANY knob and tube wiring
- If there is not 100-amp service
- If there are solar panels on the roof
- If risk location state is CO and Munich Re Wildfire Score is > or = 15
- If risk location state is CO and county is Grand or Costilla
- If risk location state is AR and construction type is Mobile/Manufactured Home or Modular Home
- If dwelling has been vacant for 2 years or longer.
- If more than 1 FIRE claim within the past 36 months
- If Fire Loss Cause = Candles/Matches, Space Heater, Smoking, Unknown/Other
- If Fire Loss Cause = Cooking, Brush/Leaves/Garbage, Fireplace Ash/Embers, Bonfire/Firepit, Car Fire > \$10,000
- If Claims = 4 or more and/or Claim Payments total is > \$50,000
- If Claim Type = Liability, the Dwelling location is ineligible for Liability and Medical Payments coverage

If *peterATER+* does not return a Replacement Cost Valuation:

Mobile / Manufactured Homes

- Coverage A Dwelling limit < \$40/sq ft ineligible
- Coverage A Dwelling limit > \$100/sq ft ineligible

All Other Construction Types

- Coverage A Dwelling limit < \$50/sq ft ineligible
- Coverage A Dwelling > \$250/sq ft ineligible

Required Documentation: Agencies must keep a Just the Basics program application - signed by the insured - on file. Concorde may request this application for audit and claim purposes. This application can be generated in *peterATER+*.

POLICY SERVICING

ENDORSEMENTS

Policy changes and cancellation requests can be sent through the Concorde Policy Portal or emailed to submissions@cgains.com for processing by our Policy Services Team.

Monied endorsement requests are subject to the parameters outlined in the COVERAGES section of this guide. You will be notified if we cannot proceed with your request.

RENEWALS

Agencies are notified by email when the renewal policy is available in the Concorde Policy Portal at www.cgains.com.

A copy of the policy will also be mailed to the insured and any additional interest.

NON-RENEWALS

Non-Renewals are at the discretion of the underwriter. A Non-renewal is generated 90 days prior to expiration and is available in the Concorde Policy Portal at www.cgains.com. A copy will be mailed to the insured and additional interest.

Reasons for non-renewal include, but are not limited to:

- Over 4 losses within 3 years
- Wildfire Score that is ineligible for the product

CLAIMS

Claims can be submitted online at cgains.com/claims.

PAYMENTS

Payments can be made online at cgains.com/payments or mailed to: Concorde General Agency
720 28th St S, Fargo, ND 58103

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POLICY SERVICING & BILLING QUESTIONS

800.726.1611 ext. 8998