

Small Business Special Risk



About Arrowhead

Established in 1983, we provide quality insurance coverage with top rated insurance companies for multiple commercial and personal lines products.

- \$2.7 billion* written premium
- 783 employees
- 3,200 agencies in 6,000 locations nationwide

*2018 YTD all programs under management

Carriers

Everest Indemnity Insurance Company "A+" (XV)

Steadfast Insurance Company "A+" (XV)

Product Info

- Limits available from \$250,000 to \$10 million for commercial occupancies, and up to \$20 million for habitational occupancies (HOA, apartments, and multi-unit condos)
- Total insurable values (TIV) from \$250,000 to \$10 million for commercial occupancies, and up to \$20 million for habitational occupancies (HOA, apartments, multi-unit condos)
- Minimum premium \$2,500



HOW TO QUOTE ONLINE AT [ARROWHEADEXCHANGE.COM](https://arrowheadexchange.com)

- Log in to ArrowheadExchange.com and select Producer from the home page
- Select Commercial Earthquake on your left navigation, then click Get a Quote or Renewal Quote
- Enter underwriting information
- Option to print a quote form to present to your client
- Request to bind coverage online. Arrowhead reviews all submissions before coverage can be bound
- Required upon binding:
 - Surplus lines information
 - Inspection contact and phone
 - Mortgage and loss payee info (if applicable)
- Payment terms are the same as our standard program requirements
 - Policy premium is due and payable to Arrowhead General Insurance Agency within 40 days from the policy effective date.
- Policy issued after binding



BENEFITS TO USING [ARROWHEADEXCHANGE.COM](https://arrowheadexchange.com)

- Faster binding/issuance and improved cash flow
- Decreased acquisition costs for new and renewal business
- Fast underwriter response and improved underwriting guidelines
- New and renewal business processing from quote to binding
- Online policy inquiry and endorsements



TARGET MARKET

- Perils = DIC including EQ, Flood, and EQSL; or named perils only
- California locations only
- Total insurable values (TIV) from \$250,000 to \$10 million for commercial occupancies, and up to \$20 million for habitational occupancies (HOA, apartments, multi-unit condos)
- Limits available from \$250,000 to \$10 million for commercial occupancies, and up to \$20 million for habitational occupancies (HOA, apartments, and multi-unit condos)
- TIV under \$5 million must purchase full limits
- TIV of \$5 million+ must purchase a minimum loss limit of \$2,500,000
- Per Unit deductible 5%–25%. Five deductible options provided on each quote
- Minimum EQ deductible = \$50,000
- Minimum Flood deductible = \$50,000
- Valuation = Replacement cost, BI = Actual loss sustained
- \$300 policy fee / \$300 inspection fee*

**An inspection fee is billed on all new business and every third year on renewals.*



PROGRAM RESTRICTIONS

- Risks with tuck-under parking, poorer construction types or older construction will immediately be declined
- Location address used to search soils database to determine adequacy of soils
- Soft soil situations or very high liquefaction will be declined
- Renewals - property age requirements:
 - Wood Frame: 1960 or newer
 - Wood Frame above Reinforced Concrete Garage: 1960 or newer
 - Reinforced Joisted Masonry (concrete block): 1965 or newer
 - Concrete Tilt-Up: 1976 or newer
 - Reinforced Concrete/Steel Frame/Metal: 1970 or newer
- New Business - property age requirements:
 - Wood Frame: 1970 or newer
 - All other construction classes: 1980 or newer
- All property locations will be inspected to verify submitted information is accurate
- 25% minimum earned premium
- No single family dwellings
- HOA, apartments and multi-unit condos are accepted (4 unit minimum)
- No HOA's that consist of only common area values
- Additional coverages available to include:
 - Business income (not to exceed 40% of account TIV)
 - Building ordinance
 - Full Coverage A, B and C are sublimited to 10% of all building values (must meet year built requirements—please contact us for further information)

Underwriting Questions

Contact us at:

CommEQ@ArrowheadGrp.com

For all other questions, please contact your assigned underwriter, or:

Keith Richardson, Underwriter

619.881.8598

KRichardson@ArrowheadGrp.com

For more info, visit us at
ArrowheadGrp.com.