



SCOTT

Affordable Housing Insurance

What Can I Do About It?

SCOTT
INSURANCE

Affordable Housing
Practice

How Do You Feel About Insurance?



Affordable Housing
Practice

OUT OF CONTROL

Trapped in a system where you are forced to buy whatever the insurer gives you at whatever price they quote?

DECEIVED OR SURPRISED

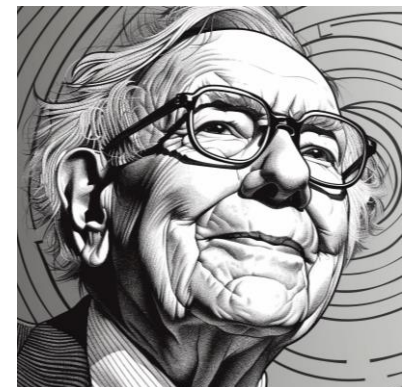
Costs don't line up with underwriting forecasts?

EXHAUSTED

Another painful and time-consuming line item to manage?

ANNOYED (OR MAYBE EVEN ANGRY)

Frustrated by an opaque, expensive process that seems to be rigged against you?



What Can You Do About It?

THINGS YOU *CAN'T CONTROL*

- Challenging property market
- Interest rates
- Inflation
- Weather

THINGS YOU *CAN CONTROL*

Partnership Changes

- Insurance Company
- Broker/Advisor
- Wholesaler

Structural Changes

- Raise Deductible(s)
- Loss-Sensitive Programs
- Risk Bifurcation

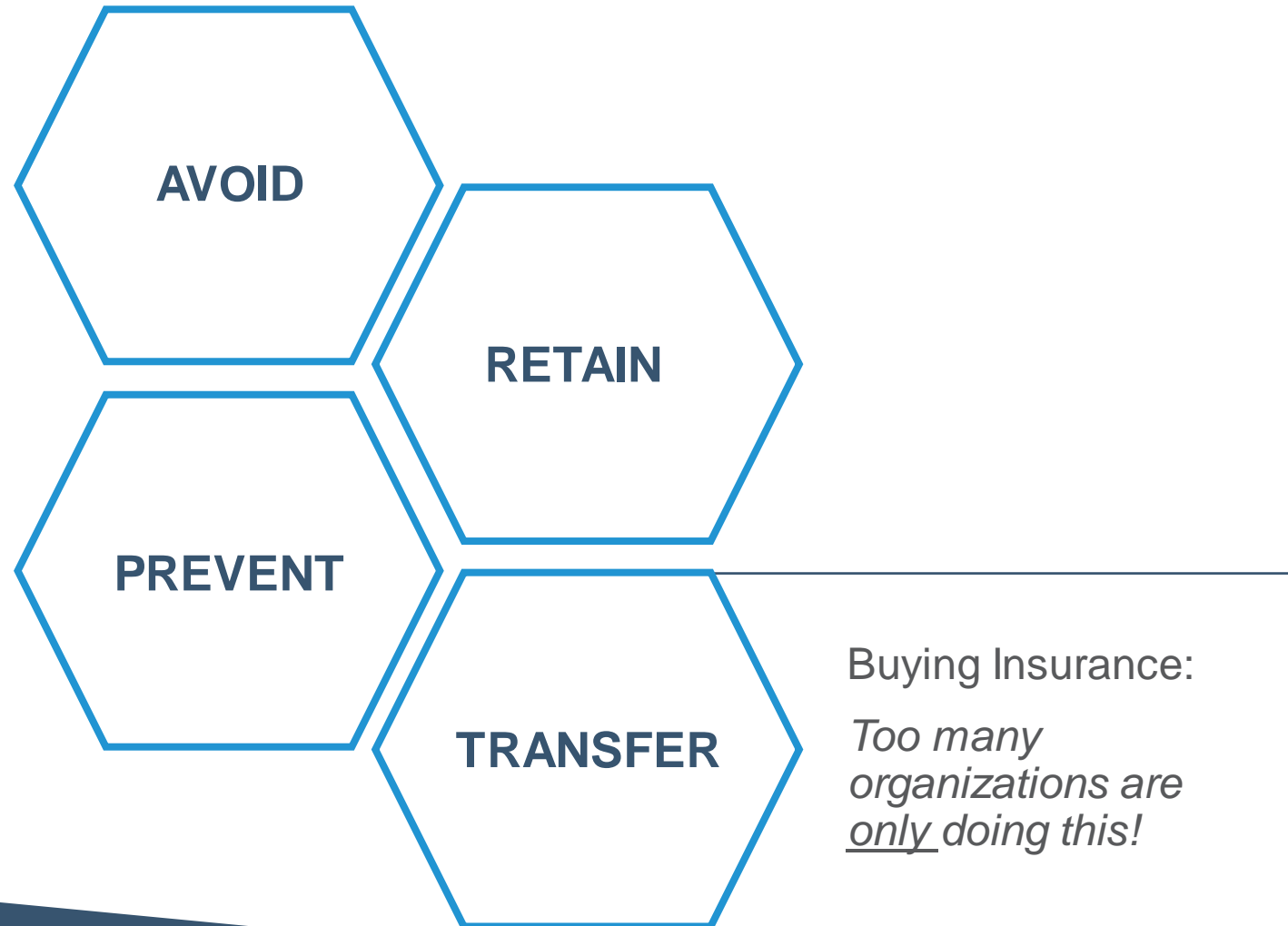
Marketing Changes

- Start Earlier
- Remarket Program
- Underwriter Visit
- Enhance Statement of Values

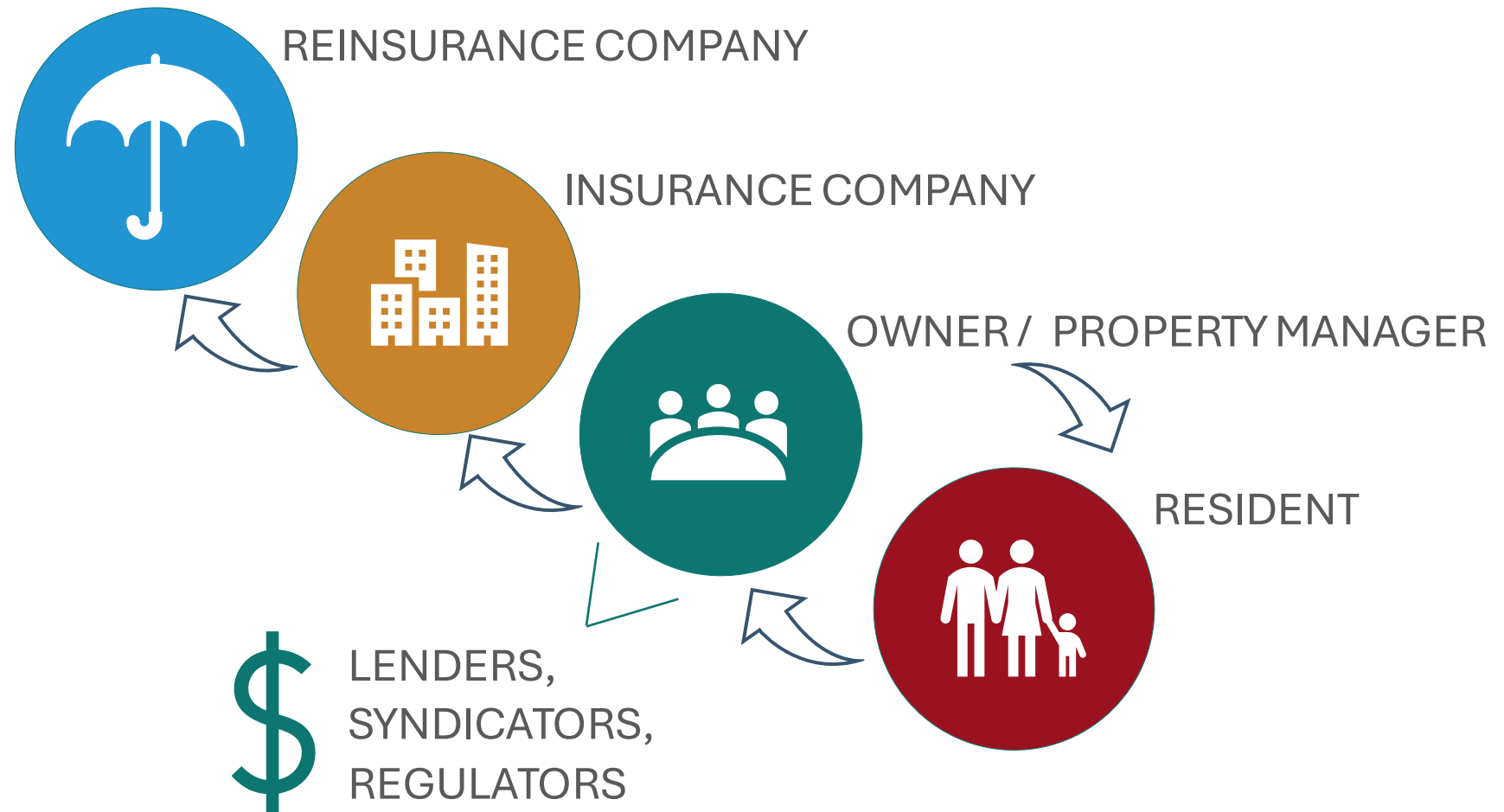
Performance Changes

- Prevent Claims
- Self-fund Losses
- Fight with Claims Adjusters

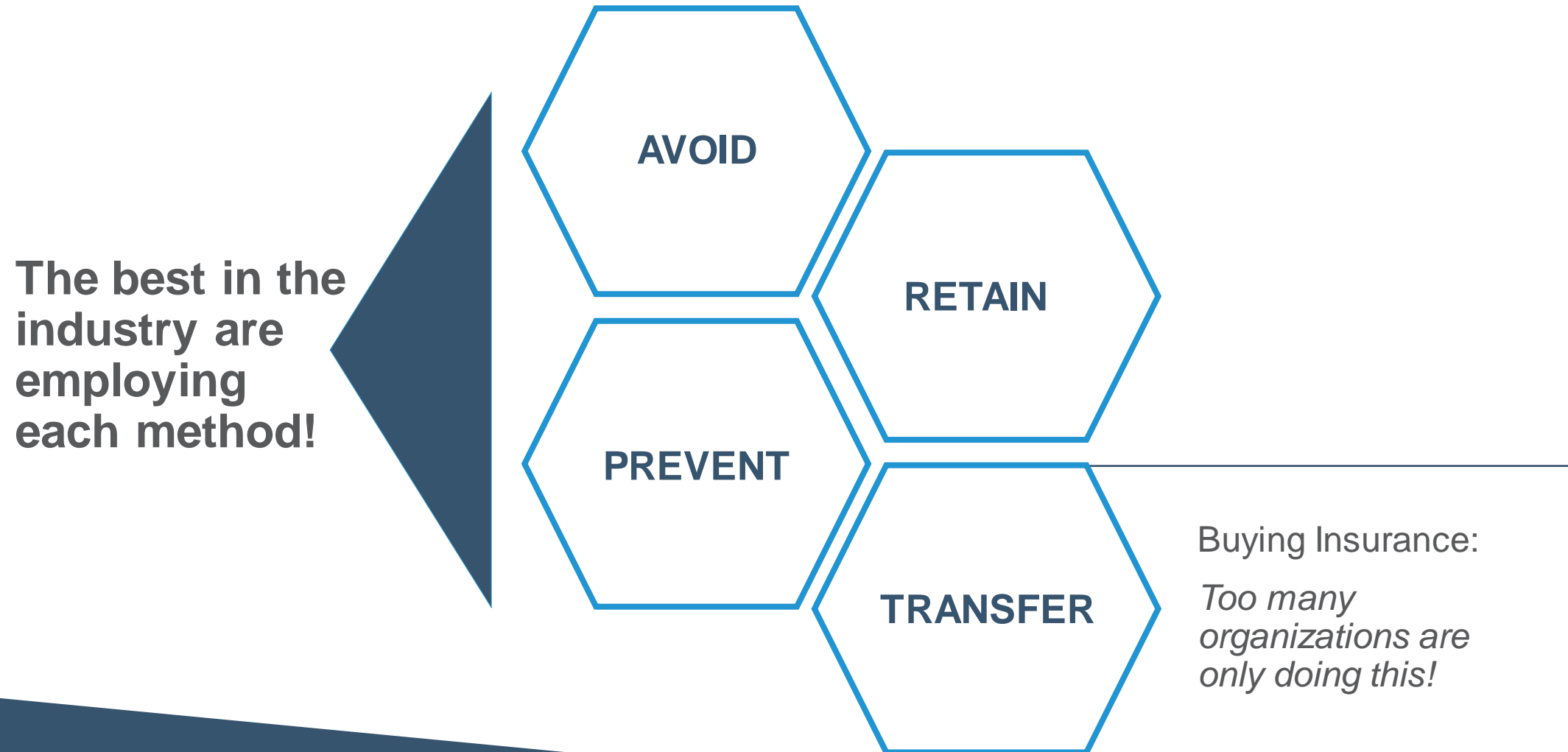
What Can You Do with Your Risk?



The Risk Transfer Portal



What Can You Do with Your Risk?



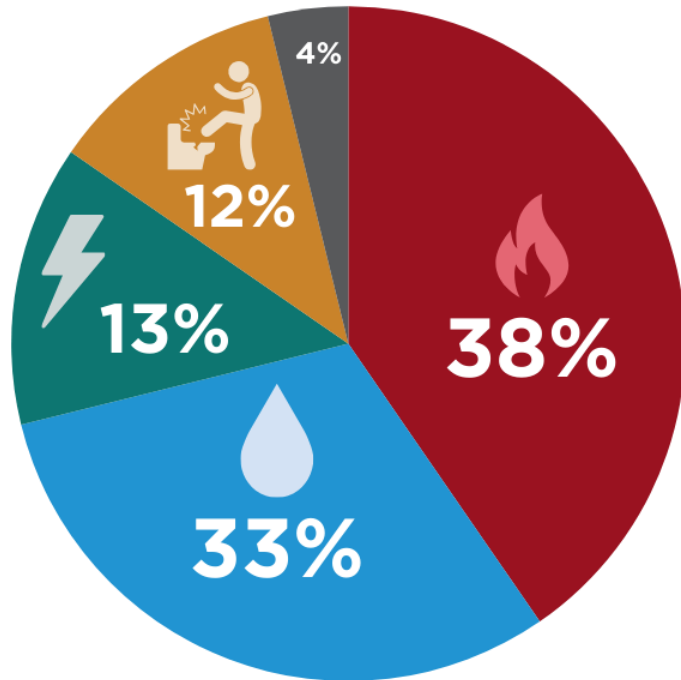
Capex vs. Insurance: How to Decide?

POTENTIAL RISK MITIGATION OPTIONS:

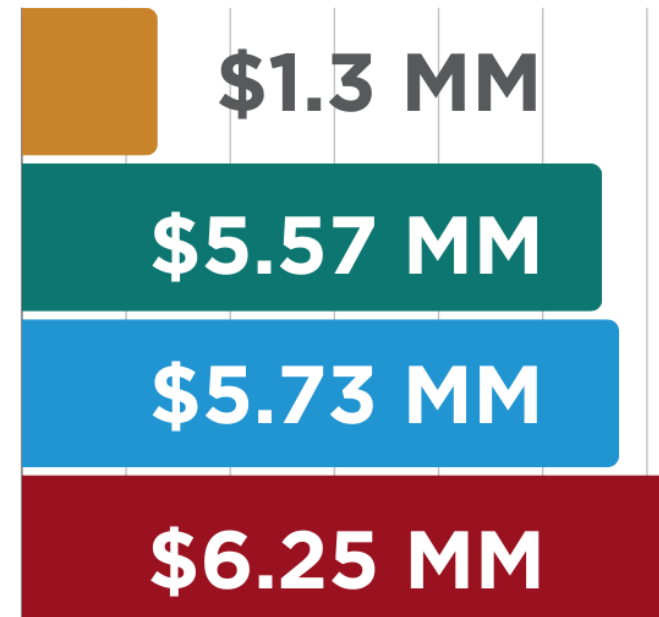
- Lighting
- Fencing
- Cameras
- Sprinkler Alarms
- Sprinkler Head Caps
- Flood Dams
- Water Overflow Sensor
- Bollards
- Stove Top Fire Stops
- Fire Extinguishers
- Re-Keyed Locks
- Enforcement of No-smoking Policies
- Tenant Rules for E-bikes/Scooters, Christmas Trees, Grills
- Housekeeping Procedures
- Training and Informational Postings



**CLAIM CATEGORY:
% BY FREQUENCY**



TOTAL COST OF CLAIM CATEGORY



**AVERAGE COST:
\$100,782**

Ask the Right People

Who Actually Knows Your Risk?

INSURANCE
UNDERWRITER



INSURANCE
BROKER/ADVISOR



DEVELOPER/
OWNER GROUP



ONSITE PROPERTY
MANAGER



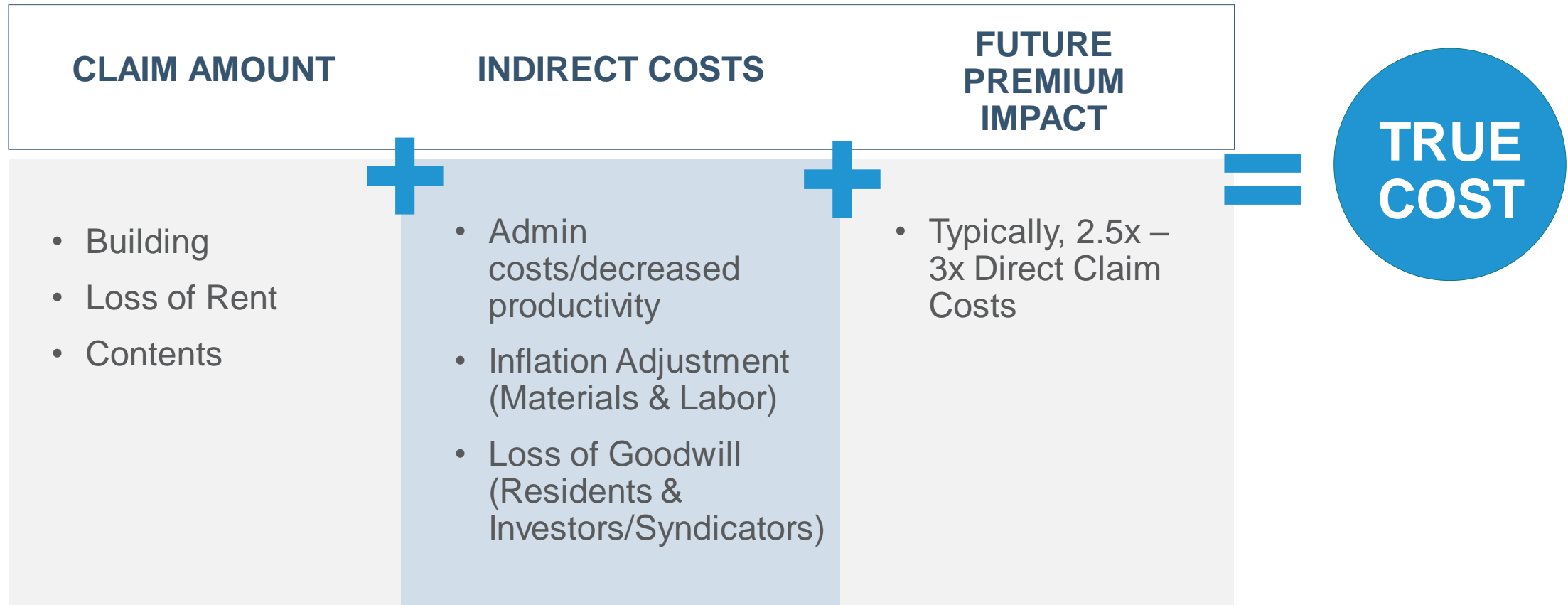
MAINTENANCE
PROFESSIONAL



RESIDENTS



Know the *True* Cost of Your Claims



Understand Your Tradeoffs



OR

A blue icon of a balance scale, symbolizing the concept of tradeoffs or weighing different options.



Understand your portfolio's real risks based on loss history.



All else being equal, **it's more expensive to transfer risk than retain it.**



Retaining risk is only as effective as your prevention efforts.



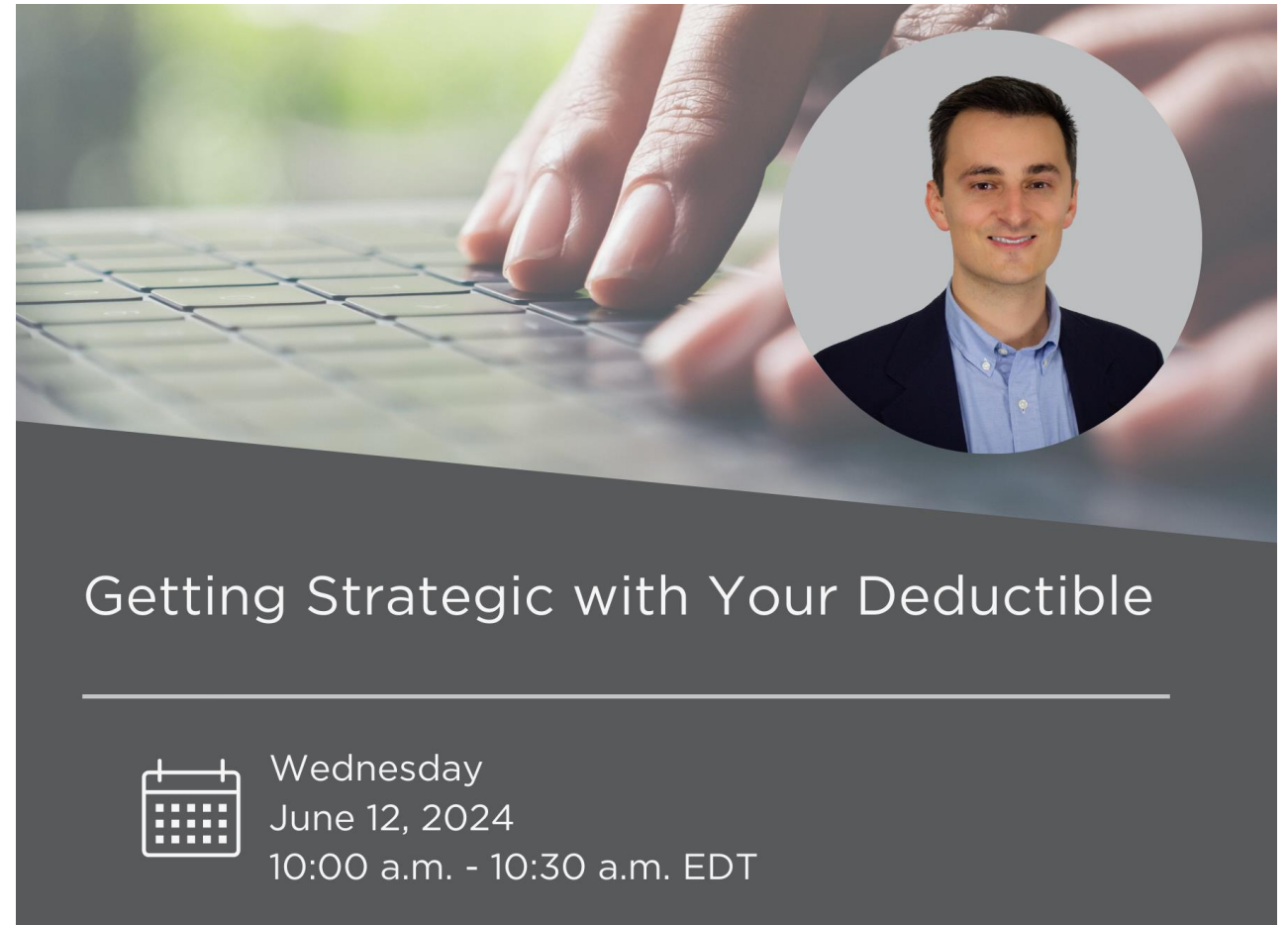
Stop buying insurance for loss levels your investors allow you to self-fund.

Upcoming Webinar



Affordable Housing
Practice

Register Today!

The graphic for the webinar features a background image of a hand typing on a laptop keyboard. Overlaid on the right side is a circular portrait of a man with dark hair, wearing a blue button-down shirt and a dark blazer. Below the portrait, the title "Getting Strategic with Your Deductible" is written in white. At the bottom, a calendar icon is followed by the date and time: "Wednesday, June 12, 2024, 10:00 a.m. - 10:30 a.m. EDT".

Getting Strategic with Your Deductible

 Wednesday
June 12, 2024
10:00 a.m. - 10:30 a.m. EDT