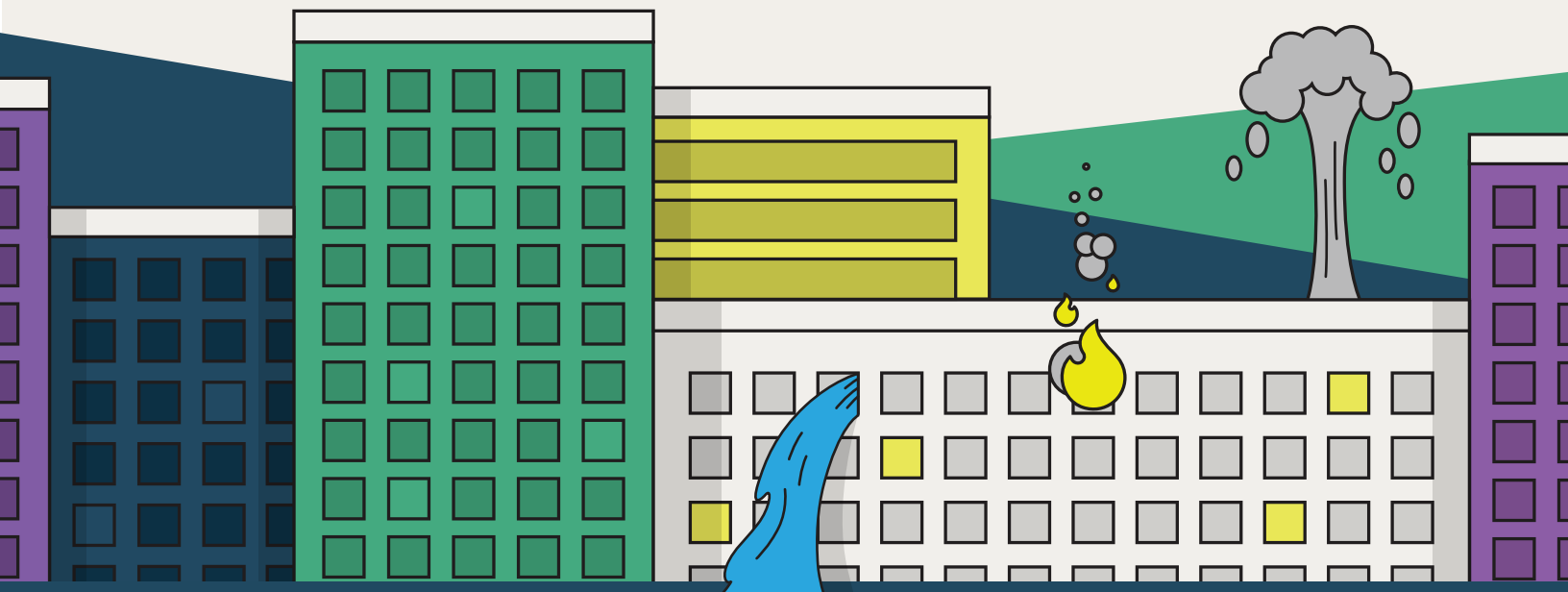




A WHITEPAPER FOR INSURANCE PROFESSIONALS

The Solution to Resident Liability



The Problem

As an insurance professional specializing in the multifamily Property & Casualty space, you likely find yourself in a difficult position at each policy renewal. Increasing premiums, rising deductibles, fewer coverage options, and poor loss history for catastrophic claims can create challenging conversations with your clients.

There is a solution. One that can mitigate and even prevent premium and deductible increases and claims made on P&C policies, thereby making the renewal process less painful.

The solution, the Waiver, powered by RLL's resident liability program.

How exactly does the RLL Resident Liability Program help you and your clients?

Consider this scenario.

A resident moves into your client's property and provides the required proof of renters insurance coverage but then cancels the policy shortly after. The property manager never receives the notification of the canceled policy. The resident causes damage to the unit that should've been covered by renters insurance and your client is left to pay for repairs.

Property damage from residents represents billions of dollars in losses. Repairs are often paid for by property owners out-of-pocket, especially when repair costs don't reach their exorbitant P&C deductibles.

The RLL Resident Liability Program solves this problem and addresses the exact scenario just described.

Did you know? 51% of renters cancel their policies?

When the property owner adopts the RLL program, every occupied unit in their portfolio is protected at resident move-in or lease renewal. Coverage doesn't expire or lapse because the property owner is the named insured on the master policy. The owner, your client, is in control.

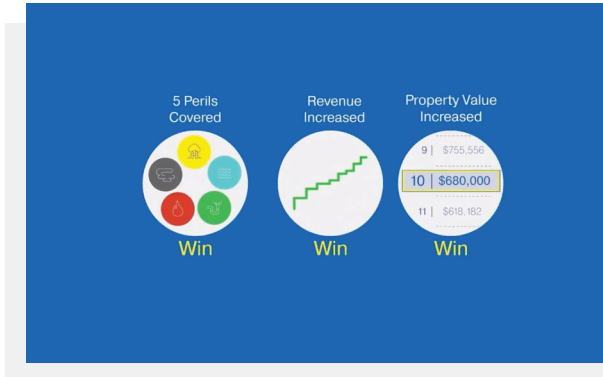
The Resident Liability Program transfers risk from the owner to the RLL policy, much like the car rental industry damage loss waiver. There is no insurance sold to the resident. The Waiver releases the resident from the lease requirement to maintain renters insurance, and it waives the resident's responsibility to indemnify the owner for the damage they cause to the property. Resident caused losses are transferred to the RLL policy and away from the owner, the resident, and the owner's property policy.



Make money for your clients, make money for yourself.

The cherry on top is that property owners can include the cost of the Waiver as additional rent for the resident. Doing so creates incremental revenue streams, increases cash flow and NOI, while also increasing the NAV of the property.

The extra cherry on top is RLL's robust commission structure for agents. As a broker or an agent, all you need to do is provide RLL an introduction to the owners and we will take care of the rest, while you receive commissions.

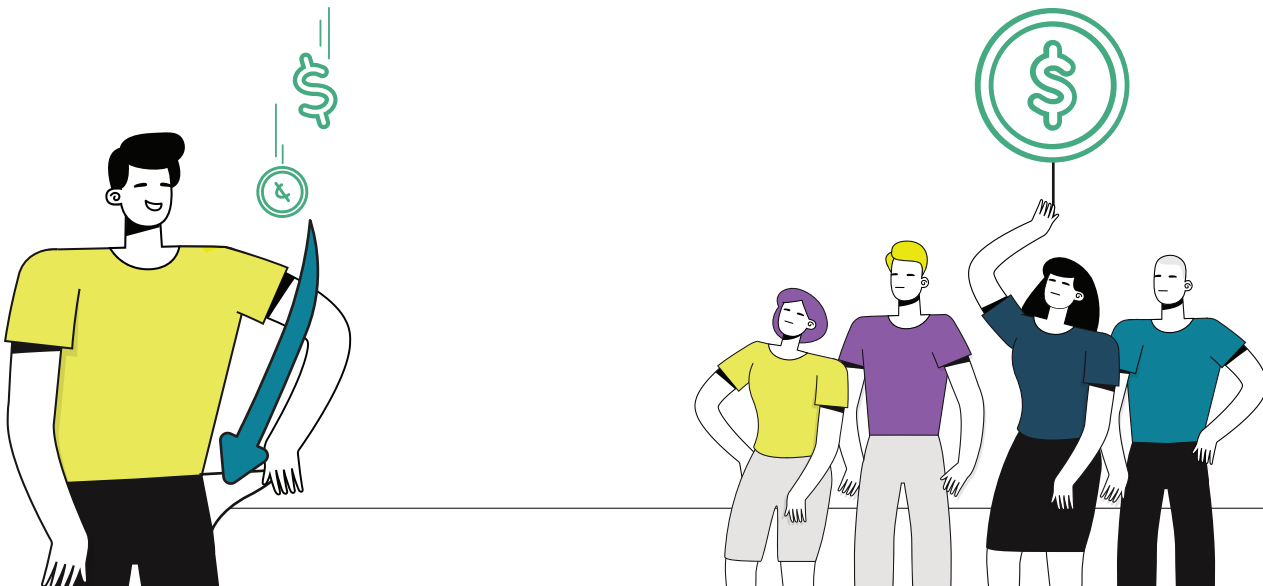


RLL is an insurance company.

[Watch Video](#)

RLL handles everything from start to finish in-house: account management, customer service, claims, billing, receivables, IT support, policy management, and reporting and monitoring. This all comes at no extra cost to the owner. No back-office support is required. Calls and emails are answered by an expert at RLL—a REAL PERSON, not outsourced to any call center or automated system. We are specialists in protecting owners from the accidental acts of residents.

Astute consumers know that if you want exceptional products and services, it's best to go directly to the source. RLL is the industry standard for a resident liability program.



Integration and Implementation

RLL seamlessly integrates with all major property management software providers through APIs; implementation is turnkey. Each unit's coverage is added in the property management software, which is then transferred daily to RLL. Property owners and managers receive access to an RLL user account to audit coverage, file claims, and view invoices.

The Nuts and Bolts of RLL

RLL is a boutique, customer-intimate insurance company based in Salt Lake City, Utah, and is licensed to insure in all 50 states. RLL has employees in Utah, New York, Texas, Louisiana, South Carolina, and California, with IT professionals located domestically and internationally.

RLL offers multiple insurance products to protect property owners from accidental resident-caused damage due to fire, smoke, explosion, water discharge, and sewer backup, along with endorsements for pet damage, biohazard remediation, loss of rent, and content coverage.

Visit www.rllinsure.com for more information.

