LeaseGurd

INSURANCE TOOLS FOR

PROPERTY OWNERS & MANAGERS

LeaseGuard is an exclusive suite of insurance products strategically designed for residential Property Owners and Property Managers.



INCREASED NOI

INCREASED PROTECTION

BEST IN CLASS SUPPORT

REDUCED ADMIN BURDEN

Security Deposit Waiver

A one-of-a-kind insurance policy that replaces traditional security deposits, and other alternatives, while improving protection all at no cost to the property.

Coverage

- Protection Up To 3x Monthly Rent
- Protection against Property Damage, Evictions, and Skipped Rent
- Quick and Convenient Claims Process

Benefits

- Competitive Advantage
- Increased Tenant Closing Ratios
- Reduced Collections Reliance

Tenant Liability Waiver

An A Rated insurance policy integrated with a verification process that protects against property damage due to tenant negligence.

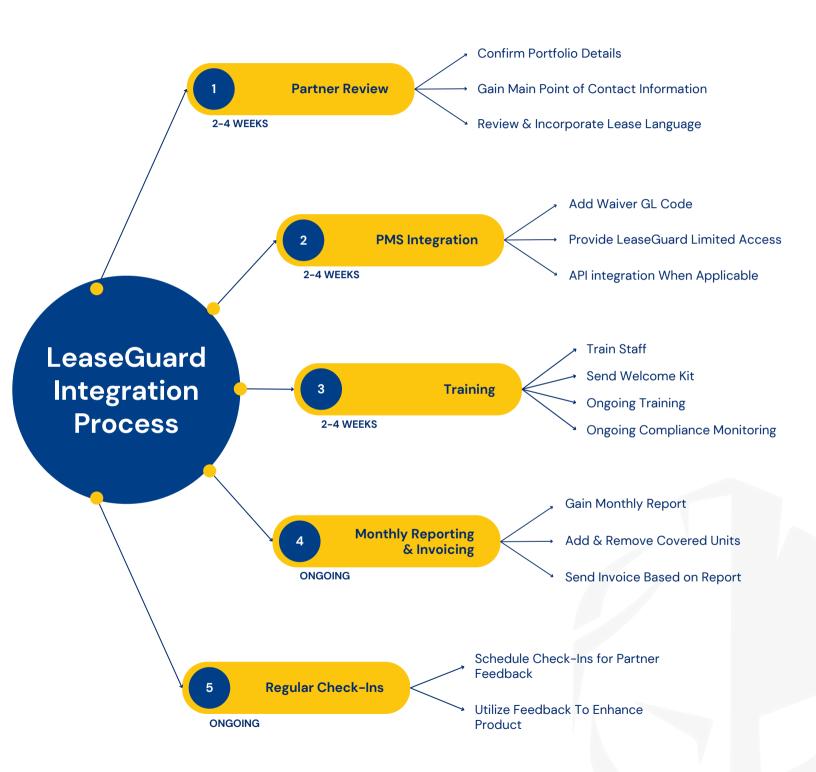
Coverage

- \$100K \$300K Protection For Property Damage Due To Tenant Negligence
- Optional Contents Coverage
- Optional Displacement Coverage

Benefits

- Tenant Compliance
- Eliminates Tenant Insurance Tracking
- Peace of Mind







LEASEGUARD USE CASE

A Real Life Scenario

SOLUTIONS & BENEFITS

We presented the following solutions after fully comprehending the objectives of our client, which have met and continue to meet expectations.

CLIENT BACKSTORY

In their search for a better solution for their tenant legal liability, renters insurance, and security deposit alternative providers, a client who owns 11,000 units across 28 communities and 7 states contacted LeaseGuard. They were using multiple providers at the time. Their objectives were crystal clear: to reduce risk by acquiring more coverage and better systems, while gaining better pricing with streamlined underwriting and implementation processes.

1. Tenant Liability Waiver (TLW)

- Broadened coverage including covered causes of loss, non-negligent contents & tenant displacement coverage (dedicated)
- Cost savings of roughly 5% per unit per month while offering the above enhancements.
- Within 12 months our service team verified coverage on all units in their portfolio reducing risk associated with HO4 policies.
- Our Client Success Team facilitated a smooth onboarding process with ongoing satisfactory client support.
- The client added an additional revenue stream by implementing an associated "admin fee" that they considered to be fair and reasonable.

2. Security Deposit Waiver (SDW)

- The client offers LeaseGuard's SDW to as an option for all new and renewed leases in lieu of a traditional security deposit.
- With the owner being the named insured and there being no underwriting of specific tenants, everything was much simpler in terms of claims, reporting, invoicing, etc.
- The form is the cleanest in the industry as a true security deposit replacement without leaving room for interpretation or lengthy claims adjusting.
- Claims experience changed from weeks of back and forth to claims resolution and payment within 72 hours of receiving the notice of occurrence (photos, description, estimate/invoice, and other supporting documentation).
- The client implemented an additional "admin fee" that they believed to be fair and reasonable, generating a new source of income.

FINANCIAL IMPACT

The client implemented an "admin fee" for the TLW of \$7.79 per unit per month. This results in an increase in NOI of approximately \$515K in the first year and closer to just over \$1M in year two.

A \$4 monthly "admin fee" per unit was put in place by the client for the SDW. Currently, the adoption rate is around 68%, which will result in an additional NOI of about \$185K over the course of the first 12 months and rise to \$375K the following term.