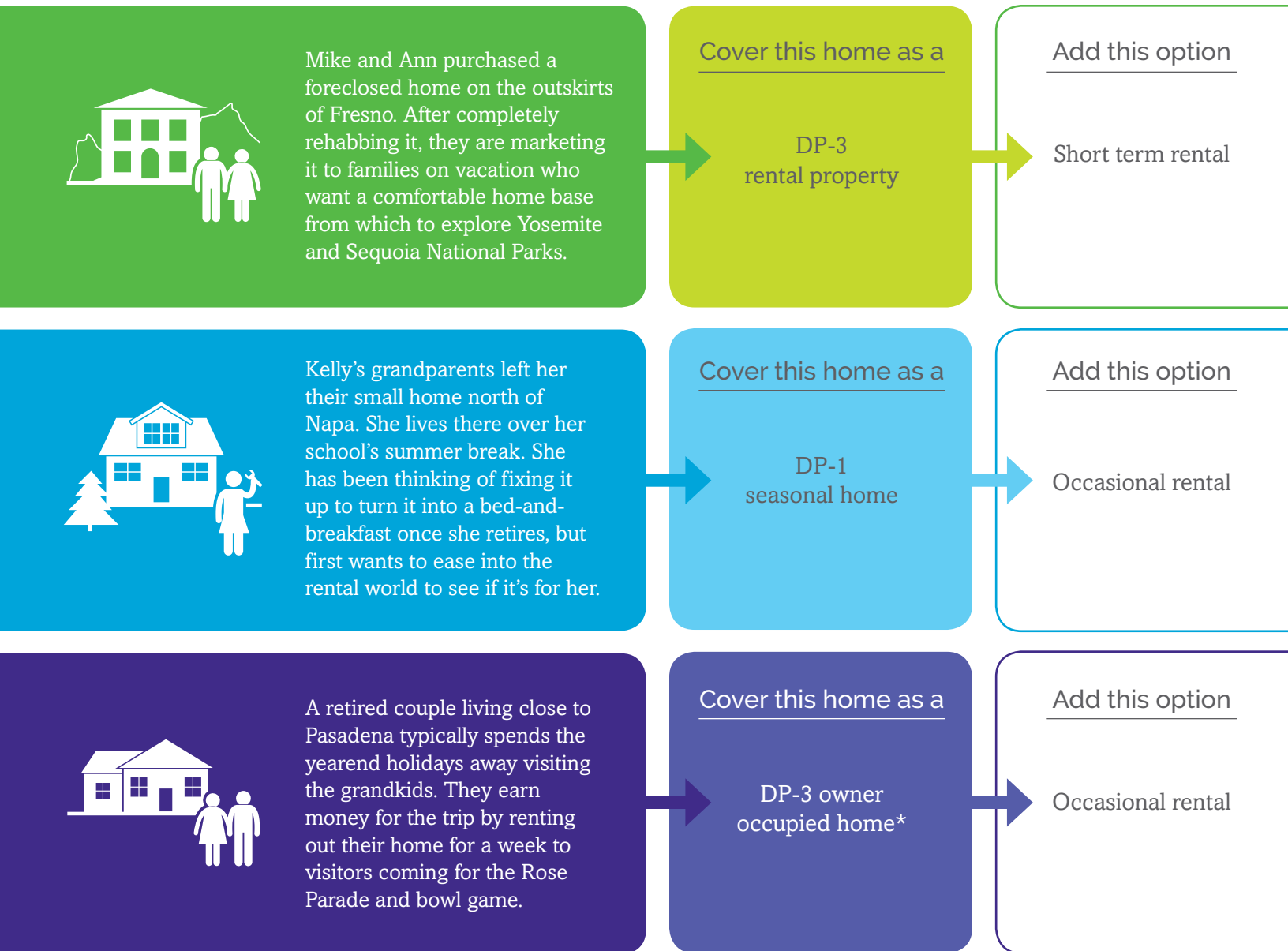


# Help customers insure their vacation rentals . . . and find a new market for yourself.

What are your options when a customer tells you about putting their home or rental property on Airbnb or VRBO? HO-3 coverage typically excludes rentals, and most actual rental property policies require or assume a 12-month lease. The small scale rules out a commercial policy, too.

**American Modern® has a solution for you.** Cover the property as a DP-1 or DP-3 risk, and modify it to allow for shorter stays. It's very easy and requires no extra work by you or the property's owner. Here are some examples of when it can apply:



\* California's DP-3 program accepts owner occupancy that can be modified for an occasional rental, but the HO-3 program does not offer that option.



# Quoting is easy.

Just ask 2 questions, then make a yes or no choice.

## 1 What is the occupancy?



**Rental property** –  
revenue-generating property  
occupied by a tenant with a lease

OR



**Seasonal risk** –  
part-time residence used  
less than 5 months per year

OR



**Owner occupancy** –  
primary residence for at  
least 5 months per year

## 2 How will the home be protected?

DP-3 offers comprehensive coverage and replacement cost settlement for a rental, seasonal or owner occupancy. Age and condition restrictions apply.

DP-3

OR

DP-1

DP-1 offers named peril coverage and ACV settlement for any occupancy. There is no age limit and condition requirements are looser.

## Modify the occupancy

**A For rental property** (or in California a **full-time owner occupancy**), add the Short Term Rental option. It modifies the policy to permit rental terms of less than 3 months.

On the Basic Coverage screen, under Credits / Surcharges / Other, select **Yes** from the pull down menu for the third question.

**B For a seasonally used home**, add the Occasional Rental option. It modifies the policy to cover infrequent rentals. There is no defined term.

On the Basic Coverage screen, under Miscellaneous Coverages, select **Yes** for the Occasional Rental question near the bottom of that section. Make sure the Short Term Rental question is set to **No**.

Credits / Surcharges / Other	
Inspection Fee	▼
Supplemental Heating Device	▼
Will the dwelling be used for short term rental?	Yes ▼
Is the risk a Floating Home suitable for	

A

Miscellaneous Coverages	
Water Backup of Sewer or Drains	▼
Equipment Breakdown \$500 Deductible	▼
Occasional Rental	Yes ▼
Replacement Cost Loss Settlement on	▼

B

The dec page will list the modified coverage. There is no special reporting to do or additional form to sign. Just book the policy and your customer is protected.

## Have an underwriting question about a property?

Call J.E. Brown at 800-955-8213.

Coverage is subject to policy terms, conditions, limitations, exclusions, underwriting review and approval, and may not be available for all risks or in all states. Rates and discounts vary, are determined by many factors and are subject to change. Policies are written by one of the licensed insurers of American Modern Insurance Group, Inc., including American Modern Home Insurance Company d/b/a in CA American Modern Insurance Company (Lic. No 2222-8).