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Bio

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Theresa is licensed as a property and casualty insurance Broker, Consultant, and Life and Health agent in the Commonwealth of Virginia, State of Maryland, and District of Columbia for USI Insurance Services LLC, specializing in the common interest community association field. Prior to being licensed as a property and casualty insurance agent, Theresa worked in the common interest community industry for over 23 years as a Senior Executive.

Theresa holds the Professional Community Associations Manager (PCAM[®]) and Certified Insurance and Risk Management Specialists (CIRMS) designations from CAI. She is also past President of the Washington Metropolitan Chapter of the Community Associations Institute (WMCCAI); and is a current member of the Washington Metro Chapter of CAI's Virginia Legislative Committee, Education Committee, and **Quorum** Publications Committee.

She has been honored to be inducted into the WMCCAI Hall of Fame, and is a recipient of the Volunteer of the Year, Educator of the Year, and Committee Chair of the Year awards. Theresa has presented many educational programs on behalf of WMCCAI and CAI throughout her careers in both property management and insurance.



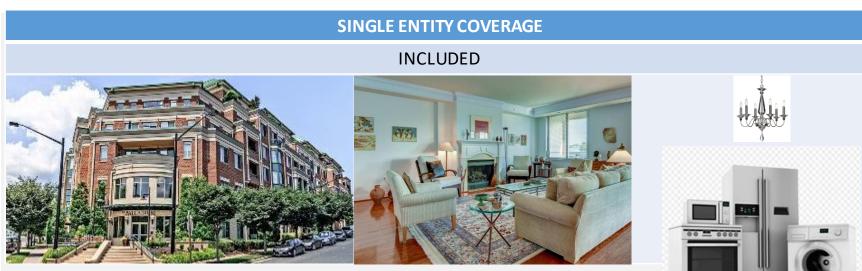
AGENDA

- 1. Current Insurance Market Conditions
- 2. Master policy (Included / Excluded)
- 3. Homeowner's Insurance (HO6 / HO4)
- 4. Three conditions to trigger coverage
- 5. HO6 Sample Policy



Travelers Insurance Company A++XV (Superior - \$2 Billion)

Master Policy



- All Risk" Single entity coverage (aka "Walls-In")
- Blanket building limit \$62 Million | 200% ERC | 200% Replacement Cost (\$124m)
- Ordinance or Law Coverage \$1 Million/per building (B,C) | Full Limit (A)
- Property Deductible per occurrence \$10,000
- Earthquake \$5 Million with \$25,000 deductible & Flood \$500k with \$10,000 deductible
- General Liability \$1 Million with Umbrella \$25 Million





Master Policy

SINGLE ENTITY COVERAGE

EXCLUDED

Liability



Personal Contents (furniture)

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Homeowner's Insurance

HO6 (owner) and HO4 (renter)



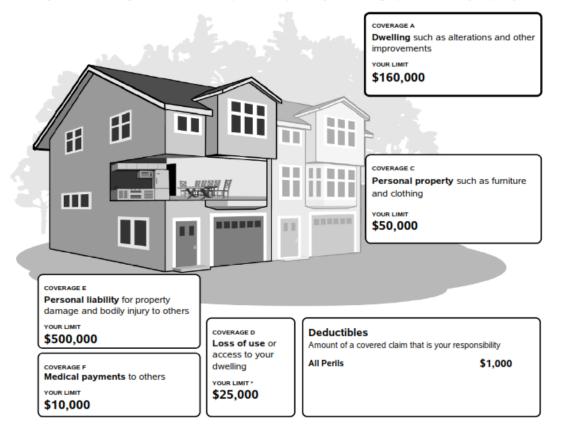
What about Improvements installed by the 1st owner?



SAMPLE POLICY

You're insured!

This document is intended to help you better understand your condominium insurance. Your policy is effective from **July 21, 2019** to **July 21, 2020**. For a complete description of your coverage, please refer to your policy.





SAMPLE POLICY

What isn't covered?

Your policy covers you for many types of loss or damage, but it can't protect you from everything. Some examples:



Floods are not covered

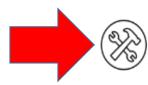
Your policy does not cover flood damage. Please review the Important Information About Flood Damage page for more details and resources.

National Flood Insurance Program Post Office Box 6464 Rockville, Maryland 20849-6464 (888) 379-9531 (800) 427-5593 TDD www.floodsmart.gov



Earthquake coverage is optional

Damage from earthquakes is not covered, unless you specifically purchase coverage for it. Check under the Optional Coverages and Packages section of your Policy Declarations. If you do not see this coverage listed and think you need it, please contact your agent or Travelers representative.



It's not for home maintenance

Repairs due to wear and tear or lack of upkeep are not typically covered under your policy.

HOME INVENTORY CHECKLIST

Keeping an inventory of the items in your house can be helpful if you have an insurance claim.

Preparing a list now is easier than trying to write a list from memory later. A detailed inventory can also speed up the claims process and help prove uninsured losses.

Tips for making your home inventory:

- Make a detailed inventory. Your insurance company will want a detailed list of your personal property before paying your claim.
- List purchase dates, values, serial numbers, and brand names, if possible. Keep receipts for expensive items.
- Make lists of your clothing, shoes, jewerly, and accessories. Say how many you have of each item and give a price.
- Take pictures and video of each room in your house. Don't forget closets, drawers, storage buildings, the attic, and the garage.
- Keep documents secure. Put your inventory, pictures, video, a copy of your insurance policy, and any appraisal reports in a safe place.
- Review your policy each year. Ask if it's enough to pay for what's on your inventory.
- Talk to your agent about expensive items. Policies usually limt how much they'll pay for personal property. If you have something expensive, ask your agent about buying more insurance to cover it.

	Date bought	Price
Living room		
Couches		
Chairs		
TV stand		
Coffee table		
End tables		
Lamps		
Rugs		
Curtains		
Decor		1
Family room/office	e	
Couches		
Chairs		_
Coffee table		
End tables		
TV stand		
Bookcases		
Books		
Desk		
Computer chairs		1
Lamps		
Rugs		
Curtains		
Decor		
Dining room		_
Table and chairs China cabinet		-
Buffet	-	-
China dishes		-
Nice glassware		-
Silverware		
Rugs		
Decor		-

	Date bought	Price
Kitchen/laundry ro		
Table and chairs		
Stove		
Refrigerator		
Dishwasher		
Washer		
Dryer		
Microwave		
Toaster		
Can opener		
Mixer		
Coffee maker		
Dishes		
Pots and pans		
Silverware		
Knives		
Glasses		
Rugs		
Decor		
Other		
Fireplace fixtures		
Books		
Memorabilia		
Piano		
Instruments		
Luggage		
Holiday decor		
Toys		
Games		
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US

USI HOME INVENTORY CHECKLIST

	Date bought	Price
Master bedroom		
Bed frame		
Mattress		
Nightstands		
Dresser		
Bookcase		
Desk		
Mirror		
Bed linens		
Rugs		
Curtains		
Decor		
Bedroom 2		
Bed frame		
Mattress		
Nightstands		
Dresser		
Bookcase		
Desk		
Lamps		
Mirror		
Bed linens		
Rugs		
Curtains		
Decor		
Bedroom 3		
Bed frame		
Mattress		
Nightstands		
Dresser		
Bookcase		
Desk		
Lamps		
Mirror		
Bed linens		
Rugs		
Curtains		
Decor		
2000		

Master bathroom Electric toothbrush Hair dryer Electric razor Towels Rugs Decor
Hair dryer Electric razor Towels Rugs
Electric razor Towels Rugs
Towels Rugs
Rugs
Decor
Bathroom 2
Electric toothbrush
Hair dryer
Electric razor
Towels
Rugs
Decor
Artwork
Paintings
Paintings Sculptures
Paintings Sculptures Mirrors
Paintings Sculptures Mirrors Wall hangings
Paintings Sculptures Mirrors Wall hangings Pottery
Paintings Sculptures Mirrors Wall hangings
Paintings Sculptures Mirrors Wall hangings Pottery
Paintings Sculptures Mirrors Wall hangings Pottery
Paintings Sculptures Mirrors Wall hangings Pottery Art & craft supplies Jewelry
Paintings
Paintings Sculptures Mirrors Wall hangings Pottery Art & craft supplies Jewelry Vedding rings Engagement rings Bracelets Earrings Necklaces
Paintings
Paintings Sculptures Mirrors Wall hangings Pottery Art & craft supplies Jewelry Vedding rings Engagement rings Bracelets Earrings Necklaces
Paintings Sculptures Mirrors Wall hangings Pottery Art & craft supplies Jewelry U Bracelets Earrings Necklaces Brooches
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	Date bought	Price
Electronics		
Televisions		
DVD players		
DVDs		
Speakers		
Computers Tablets		
Tablets		
Printers		
Cameras		
Sewing machine		
Video game systems		
Video games		
Cell phones		
Clocks		
Garage and attic		
Refrigerator		
Freezer		
Lawn mower		
Weed eater		
Hoses/sprinklers		
Garden tools		
Power tools		
Table saw		
Tools		
Tool chest		
Auto equipment Workbench		
Workbench		
Ladder		
Patio furniture BBQ grill		
BBQ grill		

	Date bought	Price
Sports equipment Golf clubs		
Golf clubs		
Golf bag		
Skis		
Ski equipment		
Bicycles		
Bicycles Fishing equipment Exercise equipment		
Exercise equipment		
Other items		