



**HALCYON
UNDERWRITERS**

YOUR PARTNER IN PRODUCTION, MAKING THE DIFFERENCE

Halcyon Agent News



**Do You Have Enough Coverage to
Rebuild Your Home?**

What is Insurance to Value?

By: Jason Mata, PIAM, CPII, CPIM, DAE

Business Development Manager / Compliance Officer | 321-527-2180 | jmata@halcyonuw.com

These are questions you need to be asking your Insureds:

Imagine how devastating it would be to lose your home in a fire. Now... **imagine not being able to rebuild it completely because you didn't have the correct amount of insurance.**

Selecting the proper amount of coverage is the single most important decision you can make with your Homeowners policy. Without it, you may not have enough coverage to rebuild after a total loss. This is called "insurance to value." Below are some explanations and tips to help you make the right choices for your needs — and remember, if you need help, we're just a phone call away!

What is insurance to value?

Insurance to value is the relationship between the amount of coverage selected (typically listed as "Coverage A" or "Dwelling Coverage" on your policy declarations page) and the amount required to rebuild your home. Insuring your home for anything less than 100% insurance to value could mean you wouldn't have enough coverage to replace your home in the event of a total loss

Why is the cost to rebuild different from the market value?

A home's market value reflects current economic conditions, taxes, school districts, the value of the land and location, and other factors unrelated to construction cost. The cost to rebuild your home is based only on the cost of materials and labor in your area. It is important that you insure your home based on its reconstruction cost, NOT its current market value

Why is reconstruction more expensive than new construction?

New-home builders typically build many homes at once, and solicit bids from various sub-contractors to receive the best pricing. Their business model is based on economies of scale. For example, they may purchase 20 bathtubs at once, securing a lower unit cost. These economies of scale don't exist when building a single home.

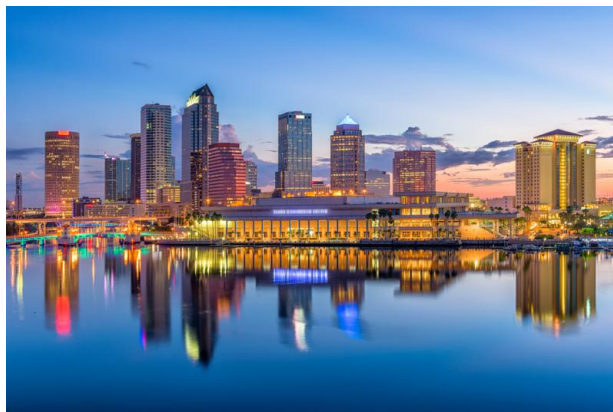
How can I make sure I have the correct amount of insurance?

Work with your agent to provide detailed information at time of purchase to be sure that you receive a thorough and accurate quote.

Ask us about additional coverage options that may be available.

Review your insurance to value calculation on a regular basis with your agent.

Tell your agent about any changes or improvements that you make to your home.



**Halcyon Underwriters is proud to present our
new market:**

Tower Hill Insurance

Appetite -

- Commercial BOP
 - Office/Retail
 - Commercial Residential (Condo's, Apt Buildings, Townhouse Communities - 2002 or newer const.)
 - Homeowners Associations
 - Mercantile Advantage - Retail, Wholesale, Distributor business classes
 - Self-Storage Facilities - mini-warehouse operations (fully fenced), Single or Multi-Location, indoor and outdoor storage.
 - Hotels/Motels
 - Manufactured Home Parks
- Commercial Property
 - Up to \$30M TIV, 25 years or newer construction
 - JM or higher
 - 1 mile from coastal water, excluding barrier islands
 - Assisted Living Facilities (Property Only)
 - Same classes as Commercial BOP and many more
- Available in AL, FL, TX and SC
- Direct Bill Only (No Financing)

Submission Requirements -

- 3-years of currently valued loss runs
- Completed Acord Applications

Contact your assigned Underwriter or for more information you can reach our marketing team at marketing@halcyonuw.com

**Halcyon Underwriters is proud to present our
new market:**

State Auto

Appetite -

- Monoline WC Only
- Healthcare
- Manufacturing
- Schools
- Hospitality

Click [HERE](#) for a recent success list.

Submission Requirements -

- 4-years of currently valued loss runs
- Completed Acord Applications
- Copy of NCCI Experience Mod Worksheet

Contact your assigned Underwriter or for more information you can reach our marketing team at marketing@halcyonuw.com



Personal Lines

Homeowners Non-Renewals and Rate Increases - First Things to do when your Insureds call for help!

Over the past 8 months we've seen a dramatic increase in carriers changing their Homeowners Appetite in Florida and other carriers leaving the Florida Marketplace all together.

Here are a few of the changes affecting the High Value Marketing Place:

1. Ironshore pulls out of High Value Homeowners effective 10/1/19.
2. AIG Non-Renews thousands of FL Homeowners, Excess Flood and Jewelry Policies
3. Chubb Non-Renews hundreds of policies in Central Florida

4. Lexington goes to 10% Hurricane deductibles in Tri-County after 9/1 for any home valued under \$500k
5. Carriers both Admitted and Non-Admitted take double digit rate on policies.

What can you do when insureds impacted by these changes call in?

1. Where are they located? What market changes affected them? We are having great success in rounded accounts where home/auto discounts can be applied with either Chubb or Nationwide.
2. Be sure to review all updates on the home. Confirm that when you are remarketing you have information on ALL updates to the home. Four points are more important than ever when remarketing accounts.
3. Consider new carriers – Vault? ICAT? Tower Hill? – Consider these options for some of your non-renewals. Send your submissions to PLSubmissions@halcyonuw.com
4. Major rate increase? Be sure to review the wind mitigation rating on the account. Many homes built before 2002 are rated as having original roofs even when this is not the case. A wind mitigation form can sometimes save insureds thousands of dollars by applying FBC credits, and updated attachment credits.
5. CONTACT YOUR UNDERWRITERS. Your Halcyon team is here to discuss each non-renewal with you and help you come up with the best solution for your insureds! If you send us an email with your concerns, we can research the account and contact you with a strategy to help you retain the business.

Personal Lines Contacts: Click [Here](#)



Word of the Day...

"Halcyon" - what does that word mean?

Calm, serene, or tranquil,
A time in the past marked by peace and happiness,
Of or relating to the halcyon bird

**[Primary & Excess Private
Flood Market Click Here -](#)**

Do You Get Tired of Completing Acord Applications?

Halcyon's Marketing Team has created a new online application for Personal Lines which can be emailed directly to PLSubmissions@halcyonuw.com.

Forget the cumbersome applications!! Click [Here](#) for the Application.



Halcyon Small Business

Don't Let Your Clients Turn to Another Agent Because You Lost Your Contract

During the third and fourth quarters, several carriers must review their overall book of business and determine who is successful at writing accounts and meeting the premium requirements and who is not so lucky.

If you are in danger or losing a company contract, give us a call, as we can help many of the admitted carriers with a book roll.

Halcyon does not charge annual fees or require a large premium requirement to maintain your agency agreement with us. We are looking to build long-lasting relationships with our agents and can protect your clients from leaving you.

Learn more about which carriers we represent by visiting our website or clicking [here](#) for a printable list.

Contact your Small Business Underwriter today!

[Click Here - USLI Instant Phone Quote Products](#)

Halcyon Announcement!!

Have you rated any of our online products yet?

USLI and Utica First both offer +2 points extra commission and fast turnaround for online rating via Halcyon's website.

Agents have quick and easy access to online quoting or instant phone quotes with products by USLI, High Value Home Quotes, our Private Flood Program and the new Utica Residential Contractors Program for Florida.

Click [Online Rating](#) or visit our website today.

Learn More
About Us



Team Member Spotlight: Yedila Pereda



The relationship we have with our agent partners is very important to us. While we work with you on a day to day business level, we thought you'd like to know a little information about one of our teammates.

In this picture, we have our Middle Market Assistant Underwriter, Yedila Pereda who works with Vice President / Sr. Production Underwriter Augusta Godinho.

Years at Halcyon: 7 Years

Years in Insurance: 12 Years

First Job: Cashier at Winn Dixie

Favorite Movie: Set It Off

Favorite Vacation spot: Siesta Key, Florida

If I'm not at work, you can find me.... Shopping with my teenage daughter and or working on the backyard

Motto: Respect to be respected

Favorite Childhood Memory: Waiting for my dad to get home from work

Hobbies: Cooking, shopping, music

Bucket-list Item? Visit the Duomo, one of the largest Churches in Europe. Dubai is also on my list.

Advice for Success: Never Give Up

If I wasn't doing this, I'd: I would probably be in the medical field.

Pet Peeve: When people blow their nose in public.

Greatest Challenge: Working with the general public and staying fit

My favorite work memory is: Annual Halloween Contest, when we all dress up

What would your perfect day consist of? Waking up close to the ocean surrounded by family and friends.

What is the biggest change you have seen so far: I have learned to listen to others.

Favorite Quote and Why? "Don't expect others to do what you do for them". Because you might be disappointed.

If I could have met anyone in history, it would be: Albert Einstein

My favorite part about my job is: Retaining a customer

What influenced you to join insurance: A childhood friend motivated me to join her company.

First purchase if you won the lottery? A lake house

Little-known fact: Afraid of Rats

One thing you cannot live without? My family and air conditioning

Would you use
Express Pay for
Payments
online?

Yes

Select

Did You Know?

Halcyon offers premium financing arrangements with very competitive rates for your commercial accounts. Contact your Halcyon Team for a free quote on any new or renewal account.

No

Select

All Direct Bill commission statements are emailed to the agent on file by the 10th of each month.

IMPORTANT - Halcyon requires direct deposit of your commission payments via ACH for all Halcyon policies. Signing up is EASY! Please make sure we have an updated [ACH Payment Form](#) on file for your agency to receive commissions via direct deposit and send to [Compliance](#).

COMING SOON: PAY ONLINE!! Agents or Insureds will be able to use credit cards to pay their invoices online.

Claims Update!!



Halcyon's [website](#) now has direct reporting available for all claims, ensuring faster access for appointed agents using online reporting for many of our companies.

Please use our claims links by clicking [CLAIMS](#) to report any claims. If you need assistance filing any claim, please contact your assistant underwriter.

Is Your Agency File Up to Date? Has your office merged or changed names? We need to update your agency file!

Halcyon Agents must have an active E&O, ACH Direct Deposit Payment Form and W9 on File Annually in order to remain an active agent. Please add us as a certificate holder today.

Send the completed copy to compliance@halcyonuw.com.

Call or Email Today - [Click Here for our Staff Directory](#)

Take a look at our overall 2019 Middle Market Successes below!



What Are We Writing? Halcyon 2019 Middle Market New Business Success List

Halcyon is participating in the "Challenge for Hope" race for Give Kids the World.

We've accepted the challenge to raise money for Give Kids The World Village.

Every day, this nonprofit "storybook" resort provides cost-free vacations to children and families battling critical illnesses, and we believe those vacations create happiness and hope when these families need it most.

When a child is diagnosed with a critical illness, their family's life become full of unexpected and unpredictable challenges, from doctor appointments to hospital stays and medical treatments.

But for one week, children and families have the chance to laugh, play and simply spend time together – both at the Village and at Central Florida's world-class theme parks and attractions.

Give Kids The World Village becomes a home-away-from-home during their once-in-a-lifetime trip and it doesn't cost the families a cent.

That's why we're taking on the Challenge for Hope. On **November 9th**, we'll join fellow Challengers at the Village, as we walk, run, roll, or stroll through a 5K that captures the magic families experience during their stay.

Thank you from all of us and the great kids you're going to help! To Help Support our Fundraiser - you can visit our team page. **TEAM HALCYON**

Halcyon's Employees will be participating this year on Saturday, November 9th.

Check out our Business Development Manager talking about his personal experience during the race [HERE](#).



It's easy to join our mailing list!

Just send your email address by text message:

Text
HALCYON
to **22828** to get started.



Message and data rates may apply.

Why Halcyon? Check out the many reasons in the video above!

[WHY HALCYON](#) | [OUR CARRIERS](#) | [CONTACT US](#) | [RATING](#) | [DIRECTORY](#)

2301 Lucien Way, Suite 360
Maitland, FL 32751
TEL - (407) 660-1881: FAX - (407) 660-0525
TOLL FREE - (800) 393-9090

STAY CONNECTED WITH US...



Share



Share

www.halcyonuw.com