

Volume Builder (VB)

What if residential builders could obtain a long-term, cost-effective insurance solution that encompasses the exposures builders face?

Zurich offers its Volume Builders (VB) insurance policy which combines traditional general liability with a home builders limited warranty. This policy is designed to provide residential contractors with solutions that embrace their unique range of exposures, offering low cost of risk with the ability to cover subcontractors.

Targeted customer profile

Zurich's Volume Builder policy targets home builders who meet the following criteria:

- Annual builder revenue from home sales of \$20 million to \$100 million
- Builders of predominately single-family detached homes
- Contractors with an established customer service department that has written warranty and construction performance guidelines
- Builders with effective quality controls in place for land purchases, building process, quality control processes and documentation, front-line management accountability and subcontractor management

Coverage features

- Provides broader coverage than a traditional general liability policy, with the ability to include subcontractor coverage
- Allows builders to be proactive in repairing construction problems
- Helps eliminate frictional costs of construction defect claims by managing risk through exceptional customer services practices and use of a home builders warranty
- Provides a Home Builders Limited Warranty including:
 - Transferable warranty to subsequent home buyers within each state's statute of repose
 - Binding arbitration helps eliminate frictional costs of construction defect claims repair costs through the state's statute of repose
 - Contractor flexibility in determining whether an incident is a construction defect
- Reduces the burden of insurance certificate tracking
- Occurrence limits up to \$5 million are available
- Two-year policy with limits applying for term of the coverage

For more information on volume builder insurance for the construction industry, please contact your broker or Zurich's regional executive.

Risk engineering services*

- Professional risk engineering consultants are customer-focused and dedicated solely to the residential construction industry
- Best practice consulting services including:
 - Corporatewide and project/operations risk assessments
 - Quality assurance process consulting
 - Construction and management practices improvement
 - Claims investigation assistance
- Seminars on key issues regarding construction industry risk management
- IRMI Online's Contractual Risk Transfer subscription
- Annual Home Builder Summit with presentations from industry experts on topics such as building science, litigation, economics, customer service and best practices

Claims services*

- Professionals who are industry leaders in handling residential construction defect claims and who routinely address unique and complex claim handling situations for residential contractors
- Claims administration by cross-disciplinary teams of claims adjusters, risk engineering consultants and underwriters, as well as legal counsel and other experts as appropriate
- Liability cost-containment services
- Electronic claims efficiencies, including RiskImage, a paperless claims process; RiskIntelligence, a web-based risk management information system; and Risk Access® Online, web-based access to actual claim file documents

Why Zurich

- Leadership and influence through active participation in key construction and insurance industry associations
- Professionals who specialize in the industry and understand the technical and operational aspects of construction
- Creative solutions aimed to reduce customer's cost of risk while enhancing profitability
- Innovative coverage policies and extensions that address industry-specific needs
- Customized programs that fit the unique risk appetite and coverage needs of the customer
- Integrated underwriting, risk engineering and claim account teams
- Domestic and global coverage capabilities
- Zurich's financial strength, which is rated "A" (Excellent) by A.M. Best and "A+" (Strong) by Standard & Poor's

For more information

For more information on volume builder insurance for the construction industry, please contact your broker or Zurich's regional executive. You may also visit www.zurichna.com or contact the customer inquiry center at 800-382-2150.

Zurich

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* Risk engineering and claims services are provided by Zurich Services Corporation.

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