

### Home Renovation and Construction Projects

Clients today are remodeling their homes and/or building their dream homes at rates that have never existed before! According to CNNMoney.com, The Harvard University Joint Center for Housing Studies estimates that Americans will spend nearly \$160 billion on home remodeling projects over the next 12 months (12/7/2006). In addition, new home construction is topping the charts as well.

Having proper insurance can be one of the most stressful parts of completing your dream room or home. Many insurance companies are not comfortable underwriting course of renovation and/or construction policies. There are so many risks that are involved with a renovation/construction—at all stages of the project. In addition, having an insurance company that understands projects change in both scope and design and being comfortable to work with each client and be flexible over time is extremely desirable.

One of our key partners, AIG Private Client Group, has assisted clients with proper risk management and insurance from simple renovations to the most sophisticated new home construction. By having access to one of the broadest course of renovation and construction policies available in the marketplace today is most beneficial to our clients.

Have you asked your clients recently what home improvements they've done? Based on statistics—they probably have done some significant changes to their home in the past few years. Having proper insurance during (and after) a renovation is integral to having proper insurance-to-value; as well as having an insurance company on your client's "side" to manage successful risk management is most helpful.

Do you know where clients are spending money? Here are the top 5 renovation/addition trends in the US:

**Upscale garages:** Who knew that those smelly, greasy spaces overstuffed with junk and empty boxes would morph into showplaces for *Home Improvement* types?

**Caving:** People want more personal space - for both mom and pop. Apparently, married people often like time alone. Who knew?

**Rejuvenation rooms:** No, this is not simply to work out in. These are one-stop sites for exercising, meditating, yoga, sauna and fancy steam showers.

**Heated patios:** Northerners want to reduce their winter workouts shoveling snow, so they're installing heated patios, walkways and driveways.

**Snoring rooms:** Husbands (never wives) have often been banished for excessive snoring but it must be a lonely feeling to trudge out of the master bedroom suite and down to the living room couch. Now they don't have to!



**Just last week...historic home renovation in Palm Beach went up in flames.**

Please speak to any one of our AIP team members if you have any questions about Course of Construction or Course of Renovation insurance.

Wouldn't it be great to have a solution for your client that may be getting ready to start the project of their lifetime!

### **What one of our partners is saying about working with us:**

*"It is a huge relief to me, and my agency, to know that I have an option for our most valued clients. Discovering AIP has been like lifting a huge weight off of my shoulders!" -Doug K. (IL)*

Questions...please do not hesitate to ask any one of your AIP team members!

### Welcome to Affluent Insurance Program, LLC (AIP)

We are a wholesale company designed to provide retail brokers nationwide, access to serve your elite clientele complete asset protection for their personal insurance needs.

#### **Available Products:**

- Homeowners (\$1mm and above)
- Flood, Excess Flood, Wind, E/Q & other catastrophe coverage
- Collections (fine art, jewelry, wine, etc)
- Individual Excess Liability up to \$100 million available
- Group Excess Liability
- Kidnap & Ransom Coverage for family and key employees
- Directors & Officers Liability
- EPLI & Workers' Comp coverage for private staff
- Aviation and Yacht coverage

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on your Personal Lines Accounts!**

**Join AIP and start creating solutions for your most  
valued clients TODAY!**

Based upon your clients individual risk analysis we will provide you with a tailor made policy package. It is our extremely successful relationships, and volume of business placed with our Insurance carriers, which affords us unlimited resources to provide the highest quality products for you and your elite clientele.

We look forward to working with your agency in a VERY efficient and professional way.  
Let us impress you.