Quick Reference Card (QRC) — North Carolina

Binding Criteria (HO-3/5 may be considered when combined coverages A,B,C,D are less than $5 million)

<table>
<thead>
<tr>
<th>Form</th>
<th>Min. - Max. Limits</th>
</tr>
</thead>
<tbody>
<tr>
<td>HO-3/HO-5</td>
<td>Cov. A: $150,000 - $1,000,000</td>
</tr>
<tr>
<td>HO-4</td>
<td>Cov. C: $10,000 - $150,000</td>
</tr>
<tr>
<td>HO-6</td>
<td>Cov. A: $25,000 - $1,000,000 (A+C combined)</td>
</tr>
<tr>
<td></td>
<td>Cov. C: $10,000 - $500,000</td>
</tr>
<tr>
<td>All Forms</td>
<td>Section II Personal Liability $100,000 - $500,000 Med Pay to Others $1,000 - $5,000</td>
</tr>
</tbody>
</table>

Files to be Submitted to Underwriting

Windstorm or Hail Rejection Form, if excluding Windstorm or Hail

Evidence of Wind Opening Protection, if discount was applied

Scheduled Personal Property

<table>
<thead>
<tr>
<th>Property</th>
<th>Max Per Item</th>
<th>Max Class</th>
<th>Max Total Schedule</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jewelry</td>
<td>$50,000</td>
<td>N/A</td>
<td></td>
</tr>
<tr>
<td>Furs, Silverware, Fine Arts</td>
<td>$25,000</td>
<td>N/A</td>
<td></td>
</tr>
<tr>
<td>Cameras</td>
<td>$15,000</td>
<td>N/A</td>
<td></td>
</tr>
<tr>
<td>Firearms</td>
<td>$10,000</td>
<td>$20,000</td>
<td></td>
</tr>
</tbody>
</table>

Payment Plans (Down payment is required prior to binding for all new business closing submissions except Mortgagee Bill & Paid in full at closing)

<table>
<thead>
<tr>
<th>Payment Type</th>
<th>Pay Plan</th>
<th>Money Due at Inception</th>
<th>Inst. Amt</th>
<th>Inst. Fee</th>
<th>Inst. Due</th>
</tr>
</thead>
<tbody>
<tr>
<td>Paid in Full - Check/EFT</td>
<td>Full</td>
<td>Full payment + policy fees</td>
<td>n/a</td>
<td>n/a</td>
<td>n/a</td>
</tr>
<tr>
<td>Paid in Full at Closing</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Paid in Full - Credit Card Mortgagee Bill</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Installments by Check Installments by Credit Card</td>
<td>2-Pay</td>
<td>55% of premium + policy fees</td>
<td>45%</td>
<td>$3</td>
<td>On 180th day</td>
</tr>
<tr>
<td></td>
<td>4-Pay</td>
<td>31% of premium + policy fees</td>
<td>23%</td>
<td></td>
<td>On 90th, 180th, 270th day</td>
</tr>
<tr>
<td>Installments by EFT</td>
<td>10-Pay</td>
<td>25% of premium + policy fees</td>
<td>8.3%</td>
<td>$2</td>
<td>Every 30 days</td>
</tr>
</tbody>
</table>

**Outside premium financing is ineligible**

Quote Variables

<table>
<thead>
<tr>
<th>Quote Variables</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Age of Named Insured (HO-3/5)</td>
<td>Insureds who are age 27 or older are eligible for a discount</td>
</tr>
<tr>
<td>Companion Policy Discount (all forms)</td>
<td>Discount applies when a named insured has an auto or umbrella policy through the same agent, or UPC flood</td>
</tr>
<tr>
<td>Construction Permit Age (HO-3/5/6)</td>
<td>Discount applies when a permit is provided by the local municipality for the renovation of a home and the value of the permit is equal to or above $1,000</td>
</tr>
<tr>
<td>Fire Protective Devices / Secured Community Theft Discount (all forms)</td>
<td>Approved and properly maintained burglar alarms, fire alarms, automatic interior sprinklers and dwellings located in a secured community may receive a discount. Alarms must be professionally installed</td>
</tr>
<tr>
<td>Hip Roof (HO-3/5/6)</td>
<td>In territories 110, 120, 130, 140, 150 and 160, a discount applies when the home is constructed with a hip roof covering the entire structure. Not applicable if there is a skylight, overhangs that exceed 18 inches</td>
</tr>
<tr>
<td>IBHS Discount (HO-3/5)</td>
<td>In territories 110, 120, 130, 140, 150 and 160, a discount applies when the home is certified by the International Institute for Business &amp; Home Safety (IBHS) as meeting the standard for one of the Hurricane Resistance Designations</td>
</tr>
<tr>
<td>Minimum Deductibles (all forms)</td>
<td>Barrier Islands (Terr. 110 &amp; 120): $1,000 AOP / 1% Named Storm deductible 18 NCJUA Coastal Area Counties (Terr. 130, 140, 150, 160): $1000 AOP / 1% Named Storm deductible All other counties and territories: $500 AOP / Wind deductible cannot be lower than AOP</td>
</tr>
<tr>
<td>Rating Echelon Determination (all forms)</td>
<td>Criteria used for echelon placement at new business include: liability limit on prior homeowner or renter policy, insurance score, and prior claims. (Claims resulting from natural causes are not counted towards the number of claims in echelon criteria)</td>
</tr>
<tr>
<td>Roof Age Discount (HO-3/5/6)</td>
<td>Discount applies for roofs 10 years old or newer; only HO-6 properties within structures less than 4 stories are eligible</td>
</tr>
<tr>
<td>Wind Opening Protection Discount (HO-3/5/6)</td>
<td>Discount applies if a residence is equipped with opening protection installed by a licensed contractor with the proper permits, or has been certified by a qualified professional as meeting the following requirements: All exterior openings including windows, doors, skylights, and vents are protected (roof ridge vents and soffit vents do not need to be protected) and meet the minimum requirements of the International Residential Building Code, or Impact resistant glass on all windows meeting the minimum requirements of the International Residential Building Code. Discount is not available when any IBHS discounts apply</td>
</tr>
<tr>
<td>Windstorm or Hail Exclusion (all forms)</td>
<td>The perils of Windstorm or Hail may be excluded when the property is located in a designated catastrophe area and those coverages are purchased through the North Carolina Underwriting Association. Signed form required</td>
</tr>
</tbody>
</table>
Underwriting Guidelines

Dwelling Exterior
• Dwelling cannot be in poor condition, have debris or unrepairable damage
• Dwelling cannot have a tree overhanging the roof or deemed by the company to be a safety or habitability concern
• Dwelling must be on a 1 or 2 unit residence
• Dwelling cannot be a considered a historical dwelling (i.e., listed on a historical record)
• Dwelling cannot have burlar bars (quick release bars also ineligible)
• Dwelling with an open foundation of less than 6 feet must be completely enclosed with material such as block, brick, siding, or lattice, unless the dwelling is built on pilings/piers for flood control purposes
• Dwelling may not have an underground oil tank. Properties that previously had such a tank may be considered if the tank has been removed (not abandoned in place) and any contaminated soil remediated. Supporting documentation is required in order to be eligible
• Dwelling or garage in buildings of 4 or more units must be separated from units on either side by masonry firewalls, with parapets extending through the roof (parapets are not required for year of construction 2006 or newer)
• All outbuildings on the premises must be well-maintained

Dwelling Interior
• A business must not operate in any way on the residence premises. Incidental business activities must be performed off premises (i.e., no on-site bindery)
• Dwelling must be protected by functioning smoke detectors in good working order located close to or near the kitchen and all sleeping areas

Location
• Dwelling cannot be isolated, and it must be visible from 2 other dwellings and a public road
• Property must be 5 acres or less (over 5 acres must be referred to underwriting for approval prior to binding)
• Dwelling cannot be located on a farm, orchard or grove and may not have farming activities or ranching operations taking place
• Dwelling cannot be located within 2,000 feet of any sinkhole activity or where mines subsidence has occurred
• Dwelling cannot be located entirely or in part over any body of water
• Dwelling located in an area that has been condemned for any reason, including urban renewal or where commercial or high density development has occurred
• Dwelling located in Special Flood Hazard Areas (SFHA) must have a flood policy in force and be in compliance with matching building requirements (maximum available)
• Dwelling may not be located in, over, adjacent to, or within 100 feet of a commercial property
• Dwelling located within 200 feet of the intersection of S. Virginia Dare Trail and Cape Hatteras National Park Rd in Territory 110 are ineligible
• Risks located on Bald Head Island in Territory 110 are ineligible
• All properties are subject to exterior and/or interior inspection

Occupancy
• Vacant properties are ineligible
• Dwelling cannot be an unoccupied home for sale, in foreclosure, or have foreclosure pending
• No more than 2 (2 families may reside at each residence unit)
• Dwelling must be occupied 3 or more months in a 12-month period
• Properties occupied less than 9 months is ineligible, or must either be in the care of a professional management firm, have a central monitored alarm, or be in a gated/guarded community
• Dwelling located in a flood zone or within 36 months of natural disasters during the current year. Minimum 1-year continuous rental period

Construction
• Metal homes that do not contain a chassis, are bolted to a slab, and meet all current building code requirements
• Mobile homes or manufactured homes (i.e., HUD-plated), motor homes, houseboats, houseboats and trailer homes are ineligible
• Modular homes are acceptable, when conforming to this definition: A modular home is built in 2 or more factory inspections and conforming to all state, local and regional building codes at the destination. The sections are transported to the building site, assembled, and approved by local building inspector or code official
• Hardiplank or similar concrete-based siding is rated as masonry veneer
• Dwelling cannot be constructed of obsolete, unconventional, do-it-yourself or irreversible design or materials, including but not limited to log homes, dome homes, or earth homes (log siding is acceptable)
• Dwelling must have a certificate of occupancy and may not be an unfinished, newly constructed home
• A finished dwelling undergoing additional construction or renovation must have the work completed within 90 days
• Dwelling must not contain Exterior Insulation and Finishing System (e.g. Dryvit) or asbestos. EIFS installed 2002 & newer is ineligible
• Construction or renovation of the home by the insured or someone other than a licensed contractor is ineligible
• Homes originally constructed for non-habitation purposes are ineligible

Loss History
• Three (3) or more claims within the previous three (3) years, may be used to reject or non-renew home, as well as for some non-renewable cancellations
• The deduction for prior claims will be increased the premium on a policy, as long as all damages resulting from prior losses have been repaired or otherwise remediated, with supporting documentation provided
• Liability losses within the past five (5) years are subject to underwriting approval

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Tampa, FL 33631

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Attn: Accounting Dept
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Sarasota, FL 34232

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256-382-3378
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