



## GLA June 11th, 2024 Meeting Minutes

6:30-6:35 –Jeff

- Welcome to all!
- **Don't forget to pick up our new flyers to hand out** to potential members. There is a free meeting coupon inside. And the member who recruits the most members will win a prize at the Holiday dinner. Let the challenge begin! **And now the membership is half price for the rest of the year!!**
- **Also, we are running an ad campaign on Facebook.** Please like the page. See screen behind me for QR Code and Facebook Page name, GLAofNC.
- **Our Coffee Chat** is next Tuesday, **June 18th, 2024** at Amoroso's Bakery. These are very popular!
- Do we have any guests or new members that would like to introduce themselves? Yes, 3.
- **Do we have any GLA sponsors or Corporate Members that would like to stand and introduce themselves to the group?** Yes, Lisa with Evans Air and Jeff with Rent-A-Home.
- Finally do we have any members that have any questions, comments or announcements? (Limit to 3 minutes.) Preston is looking for a new family home near Starmount.

6:35- 6:36 – Jeff– We are taking a break from reviewing our vendor list until 2025. If you find a good one email Jenn at [info@greensborolandlord.com](mailto:info@greensborolandlord.com).

6:37 – 6:40 - Jeff– Introduced Lisa McGee with Comparison Insurance Agency

6:41 – 7:25 – Lisa - Started her program on "Everything Insurance".

Click here for link to video of ½ of the meeting, <https://youtu.be/nQulN-fLPZI>

See following pages for full presentation.

7:25 – 7:30 - Jeff

- Thank you Lisa!
  - **Reminder – Coffee Chat is next week Tuesday the 18th** at Amoroso's Bakery off College Rd.
  - Next Month - **NO MEETING! Vacation Month. Back in August with the Greensboro Criminal Unit – Gangs – And How to Spot them Around Your Properties**
  - **Please pick up a handful of flyers from Jenn and bring a guest in August.**
  - **Thank you** everyone and have a very nice evening!
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Lisa McGee



**Comparion**<sup>TM</sup>  
Insurance Agency

# About Comparion



- About Me
- Our Story
- Philosophy
- Products and Services
- Your pre-submitted questions
- Final Q&A



# About Me

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- I started with the company in 2018 when we were still Liberty Mutual.
- Life insurance and protecting my clients' biggest investments/assets are my passions.
- I have won multiple awards for protecting my clients above and beyond.



# Our Story

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- In 2022, Comparion Insurance Agency was created to transition former Liberty Mutual exclusive agents to an agency that delivers a unique value proposition to carriers with over 2,000 agents in approximately 180 cities in 44 states.
- Comparion is owned and backed by Liberty Mutual Group, a Fortune 100 company, founded in 1912.



# Philosophy

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Our Leadership team has over 200 years of cumulative insurance experience.

At Comparion, we have a philosophy of staying close to our customers and agents, so sales leadership is located throughout the country in our larger storefronts.



# Products & Services

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We offer customers 50+ insurance companies nation wide with product breadth including car, home, life, pet, renters, umbrella, jewelry and much more.

We use our scale to deliver a first-rate customer experience through consultative insurance experts located in your community.



## Types of Insurance We Offer

- Home
- Renters
- Landlord
- Auto
- Life
- Pet

# Comparison insurance partners

TRAVELERS 

PROGRESSIVE

Dairyland

FOREMOST  
INSURANCE GROUP

HARTVILLE  
PET INSURANCE

Jewelers Mutual  
EST 1913

STILLWATER  
INSURANCE GROUP 

American  
MODERN

ASSURANT

National General  
Insurance 

Safeco Insurance  
A Liberty Mutual Company

Tower Hill  
Insurance 

NEPTUNE 

Openly

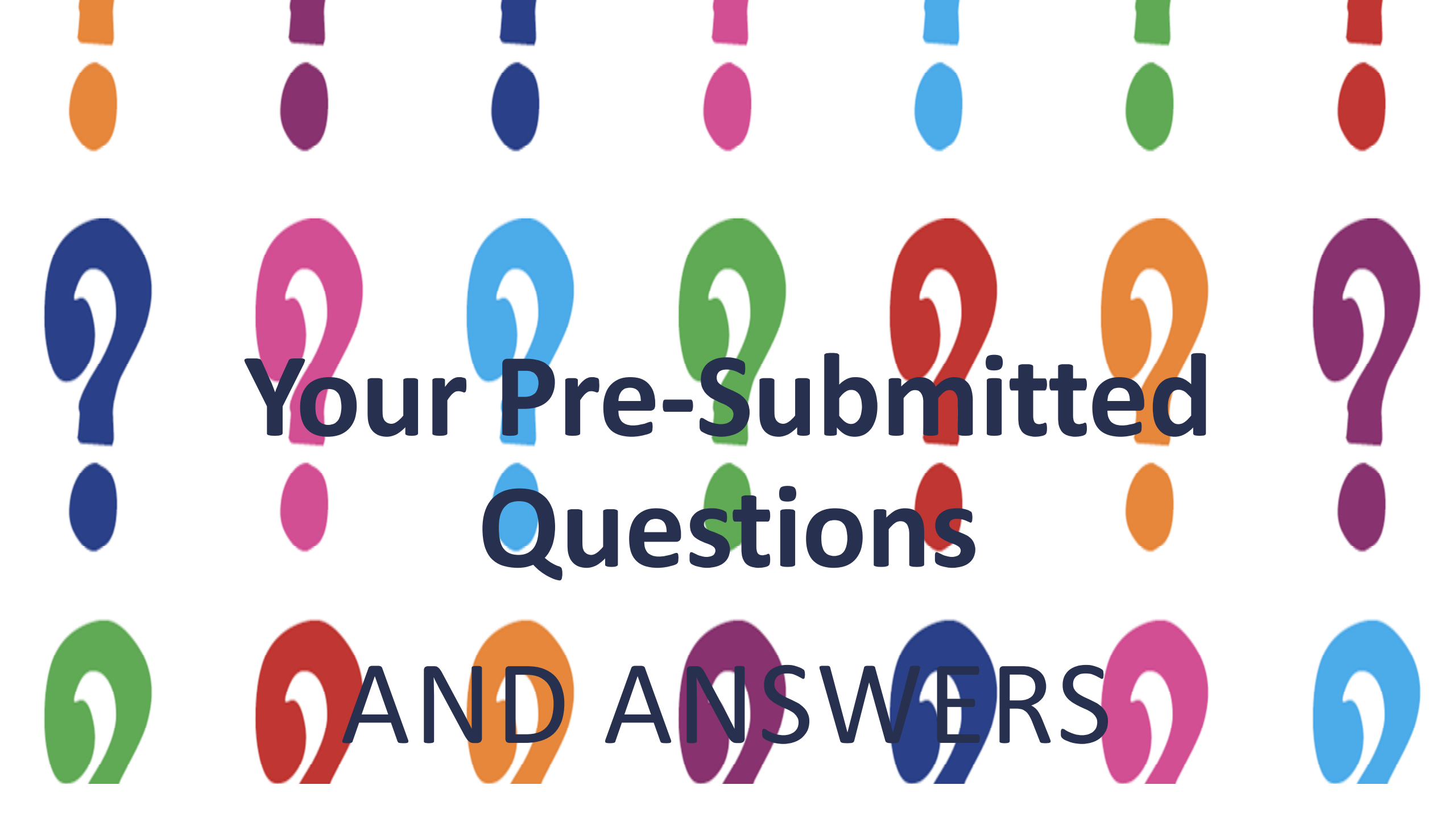
STEADILY.

RLI  
DIFFERENT WORKS

Protective 

I'm Local!





**Your Pre-Submitted  
Questions  
AND ANSWERS**

“One item that always confuses our members is requiring Worker’s Compensation from an individual contractor that has no employees and does not use subcontractors. How does this benefit the contractor and landlord? They have no coverage if they get injured. We understand that these are called ‘Ghost Packages’.”

- **No problem! Here is the NC General Statute 97.19:**
- *Any principal contractor, intermediate contractor, or subcontractor who shall sublet any contract for the performance of any work without obtaining from such subcontractor or obtaining from the Industrial Commission a certificate, issued by a workers’ compensation insurance carrier, or a certificate of compliance issued by the Department of Insurance to a self-insured subcontractor, stating that such subcontractor has complied with G.S. 97-93 for a specified term, shall be liable, irrespective of whether such subcontractor has regularly in service fewer than three employees in the same business within this State, to the same extent as such subcontractor would be if he were subject to the provisions of this Article for the payment of compensation and other benefits under this Article on account of the injury or death of any employee of such subcontractor due to an accident arising out of and in the course of the performance of the work covered by such subcontract.*



Yeah, that makes sense.

peacock



- The key point here is that businesses that subcontract any work without obtaining from the subcontractor a certificate of workers' compensation coverage may be responsible for workers' compensation injuries sustained by the subcontractor's employees. Note a few key points about this "up-the-chain" workers' comp liability:
  1. an up-the-chain contractor may be liable for injuries to "employees" of a subcontractor, but not for injuries to the individual subcontractor himself;
  2. the provision applies regardless of the number of employees employed by the contractor or the subcontractor; it is not subject to the three employee threshold that typically triggers coverage under the NC Workers' Compensation Act:
  3. Like most other employers, under NC workers' comp law a contractor is required to provide workers' compensation coverage for its OWN employees if it employs three or more workers.



- A subcontract is an agreement for a company to do work as part of a larger project. The up the chain provision applies not only to first tier subcontractors, but to all the subcontractors down the line from the initial agreement. There is no requirement that the subcontract agreement be in writing. Even an informal agreement for a subcontractor to do work will expose the general contractor to risks associated with injuries to the subcontractor's employees. The parties may not enter into an agreement to shift responsibility away from the general contractor and any such agreement is void.
- The provision does not typically apply to property owners. In general, homeowners and other property owners are not subject to the NC Workers' Compensation Act for work on property they own. So a property owner who contracts with a company to improve or repair property is not covered by the provision, but a contractor hired by the homeowner would be responsible for injuries to employees of its own down-the-chain subcontractors. In general, up-the-chain liability for workers' comp injuries in NC does not reach the landowner.
- Not surprisingly these situations frequently appear in the context of construction projects. Typically a landowner will contract with a general contractor to improve real property by building a house or commercial building. The general contractor will then subcontract portions of the project to other people or businesses, like framing contractors, electrical contractors or plumbing contractors. These subcontractors may themselves bring in their own subs. Unless the general contractor obtains a certificate of insurance from its subcontractor prior to entering into the subcontractor agreement the general contractor may be held responsible for workers' compensation injuries to the subcontractor's employees. The same applies to down-the-chain subs.



- A contractor can protect itself from liability for its subcontractor's employees in two ways: 1) obtain a current certificate of workers' compensation coverage from its subcontractors prior to letting the contract and obtain renewed certificates as they expire; 2) purchase a blanket workers' compensation policy insuring all of its employees as well as those of its subcontractors. A contractor should also carefully control access to the job site and know who is working for whom.
- A problem can arise under NC workers' comp law when a sole proprietor or other business with no employees seeks to subcontract for work. The general contractor may be legitimately concerned that, while it would not be responsible for injuries sustained by the sole proprietor subcontractor himself, it would be liable for any employees subsequently hired by the sole proprietor and brought on the job site. So how can a general contractor protect himself from the risk that a subcontractor will bring later-hired employees onto the job site without the knowledge of the general contractor? The answer is a workers' compensation "ghost policy."
- A ghost policy provides insurance only if the sole proprietor or other business subsequently hires employees. The sole proprietor is typically excluded from coverage under the policy. Since the policy initially insures no one, it is called a "ghost policy." Ghost policies typically cost \$800 to \$1000 per year.

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# Please explain the Short Term Rental Endorsement

- Short-term rental insurance is designed for short-usage cases and not year-round rentals to the same tenants. For the latter, you will need landlord insurance.
- This endorsement provides coverage for Airbnb and Vrbo
- This endorsement provides coverage for short-term rental exclusions in the base contract and other coverage enhancements.

# Renter's Insurance

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Why every tenant needs their  
own Renter's insurance.





- Protection of personal Property- This will cover the loss or damage of personal property due to events like theft, fire, or vandalism.
- Liability Coverage- Protects your tenant and you if someone is injured in your rental property. It can also cover medical expenses and legal fees if you are sued. If you allow pets in your rentals I especially recommend that you make your tenants carry renters insurance.
- Coverage for Additional Living Expenses- If the rental becomes uninhabitable due to a covered event, renters insurance can help pay for temporary living expenses while the home is being repaired.

## What are the best options for insuring our vacant properties?

- If it is going to be vacant for more than 6 months you will need to take out a special unoccupied or vacant home insurance policy.
- Because unoccupied and vacant homes often pose a greater risk of damage, vacant home insurance can be expensive. The average cost is about 50% – 60% more than a standard insurance policy for an occupied home.
- Policy guidelines vary by carrier.

## What if you stay at the property?

- If you live and rent out in the same building you will need either the short-term rental endorsement, or you will need to have a form DP1 or DP3 if the tenant is a long-term renter.

**“What is the status of the 3rd party inspectors? Especially in regard to requiring new roofs when the property owner can prove that the roof was recently done.”**

- The insurance companies hire the 3<sup>rd</sup> party inspector, and then the inspector communicates with the underwriter, and the underwriter then communicates with me.
- Any client of mine that has proof of a new roof I can keep their policy active.
- Types of proof that are acceptable to any of our carriers: Paid receipt, roof permit, contractor receipt.

What is the insurance agencies requirements/restrictions on Emotional Support Animals.





## Definitions:

- Under the Fair Housing Act, tenants and homeowners with disabilities are allowed to have service animals and emotional support animals in their homes/apartments. They can also have them in common areas of a housing complex. You have this right regardless of whether your lease has a “no pets” policy. It also covers people who want to become tenants or homeowners and guests of tenants or homeowners.
- An emotional support/comfort/therapy animal (ESA) is any animal that provides emotional support, well-being, or companionship that help symptoms of a person’s disability, such as anxiety or depression. The ESA is not necessarily individually trained. Instead, it offers support just by being present for the person with a disability.



## Rules and Restrictions

- Our agency has no defined rules against Emotional Support Animals.
- All carriers have their own rules.
- Carriers will not see Emotional Support Animals and Service Animals the same way.
- If the animal is on the carrier restricted list then it will be rejected, and any claims made because of the animal would be denied.



# QUESTIONS

# Thank you



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