



For Agents and Brokers

Affordable Housing Insurance



HAI Group®

Our programs aren't for everyone.
That's what makes them so good.

As an agent or broker, your experience, knowledge, and commitment set you apart. So do the products you recommend, which are carefully chosen with your customers' needs in mind.

If you're looking for coverage for your affordable housing prospects, you've come to the right place. Agents and brokers across the country work with HAI Group because we've been creating insurance programs for the affordable housing industry for more than 30 years. It's our sole focus, so you can rest assured that we understand the unique challenges your customers face.

Underwritten by Housing Enterprise Insurance Company, Inc., (HEIC), an admitted carrier rated "A" by AM Best, our programs include comprehensive property and casualty coverage designed for nonprofit and for-profit providers of affordable housing, mixed-income housing, and tax-credit-financed housing.

Your customers will enjoy 24-hour in-house claims services, risk management services designed specifically for affordable housing, complementary products, original industry research, and more.

Focus

- Affordable and mixed-income housing
- HUD-financed properties
- Low-income senior housing
- Section 8
- Tax credit developments

Reach

Trusted by more than 1,500 customers nationwide, we insure more than \$65B in building values across the United States.



Looking to get appointed?

To be considered, simply complete and email the following forms to memberservices@housingcenter.com.

Required:

- Agency Certificate of Errors & Omissions Coverage (\$1M minimum limit)
- Copy of agency license
- Copy of individual agent license(s)
- [W-9 form](#)
- [Signed sub-producer agreement](#)

Once you submit this information, we'll be in touch with you to discuss next steps. In the meantime, feel free to reach out to us with questions.

Place an Opportunity

If you're interested in placing an opportunity with HAI Group and you're not yet an appointed agent, call us at 800-873-0242, ext. 291 so that an Account Services team member can assist you. Note that a full submission is required with a 30-day lead time preferred. We'll need:

- [Affordable Housing Supplemental Questionnaire](#)
- Completed ACORD Apps
- Currently valued five-year loss runs, plus current year (within last 60 days)
- Statement of values with COPE information (locations must be broken down by building)

Ineligible Risk

- Assisted living
- Commercial cooking
- Group homes and mobile homes
- Shelters
- Single Room Occupancy (SRO)
- Student, transitional, and short-term housing
- Vacant buildings and buildings with more than 10% vacancy