



Grupo Nacional Provincial (GNP) Seguros Mexico Homeowners (MXHO) Insurance Agent Handbook

**International Insurance Group, Inc.
A Subsidiary of NFP Corp.**



Overview

This handbook provides an overview of:
How to obtain a quote, program eligibility,
policy exclusions, legal requirements, E&O,
special underwriting endorsements, and more.

GNP MXHO Affiliate Agent Commissions

Mexico Homeowners Insurance Program

IIG will forward commissions to Producer within 20 days after the last day of the calendar month in which the policy was bound

Login anytime to the affiliate area menu and click the button to review your agency's commissions



PRIMARY INSURED CONTACT INFORMATION

Primary Insured name should appear same as listed on title/deed. Only one entity may be legally recognized as Primary Insured. Don't enter more than one entity's name.

Preferred Beneficiary Endorsement is required to add additional named insureds, co-owners, trusts, lienholders, etc., onto the policy.

The application's Preferred Beneficiary question initiates automated endorsement request, with prompts to email the supporting documentation to: mxho@mexicoinsuranceonline.com

Mexico law automatically considers marital partners as named insureds. A spouse may simply present proof of I.D., and a copy of marriage certificate, in order to be recognized as insured.

INSURED PROPERTY DETAILS

Property Type

Eligible: Single Family Homes and Condos/Townhomes

Not Eligible: Multi-family dwellings (Duplexes, Triplexes, etc.) nor Commercial Risks (Apt. Bldgs., Bed & Breakfasts, etc.)

Postal Code of Insured Property

Enter the five digit Mexico postal code

Premium amounts, catastrophic deductibles and coinsurance amounts, vary by geographical location.

For help finding postal codes, visit GeoNames.org

Construction Quality

Choose construction quality based on materials used

	Economic	Intermediate	Good	Deluxe
Exterior	Stucco, Vinyl Paint	Brick	Stone facade	Marble, Polarized Glass
Floor	Tile, Vinyl Tile	Low Quality Carpet	Quality Carpet, Ceramic Tile	Marble or Granite Flooring, Fine Rugs
Walls	Stucco, or plaster and paint	Knockdown, Vinyl Paints, Wallpaper	Decorative Plaster, Good Quality, Ceramic or Wood Trim	Imported Wood Trim, Upholstery Fabrics, Mirrors, Textured Plaster
Bathrooms	Minimal and Austere	Medium Quality White Fixtures, Tile	Glazed Ceramic Coatings, Marble, Colored Fixtures, Marble, Granite	Imported and Decorated Ceramics, Quality Mirrors, Textured Plaster
Window Frames	Thin Gauge Glass	Double Pane	Two Inch Wide Aluminium Frames	Greater Than Two Inch Wide Aluminium Frames
Door Locks	Common	Medium Quality	High Quality or Imported	High Security Plates, Imported, Controlled Key Reproduction, Digital System or Magnetic Access
Carpentry	Simple Doors and Closets, Pine or Equivalent	Varnished Pine Wood	Imported or Exotic Woods (Cedar, Mahogany, or Similar) Closets with Quality Fittings	Fine Wood Doors, Specially Designed Closets, Fine Wood, High Quality Fittings

Determining Building Replacement Cost

Square Footage selection, is combined with the

Construction Quality selection, to provide a

Suggested Building Replacement Cost

The Suggested Building Replacement Cost is provided to aid those unsure about the coverage amount needed. The calculation is based on Mexico national average costs.

Contacting local contractors for estimates and/or appraisals may also help in determining **Building Replacement Cost**.

“Why does a condo need building coverage?”

Condo owners need coverage for the portion of the structure they own, such as: interior walls, alterations and fixtures. This typically includes: cabinetry, countertops, floor coverings, kitchen and bathroom fixtures, electrical, plumbing, etc.

“What if the condo association already has a Master Policy?”

Master policies cover the commercial building’s concrete shell, and common areas, not the interiors of privately owned units. Advise customers to carefully read their association bylaws and covenants to better understand what they’re responsible for.

Primary Use: Choose One... (there's no difference in cost)

Owner Occupied or **Rented to Others** (On Occasion or Full-Time)

Rented to Others automatically adds coverage for
Loss of Rental Income and Rental Liability

Distance from the Ocean or a River:

Hydro-meteorological coverage Premium, Deductible, and
Coinsurance amounts can be affected by the distance from the
ocean or a river (please note: elevation is not considered)



“How far is 500 meters?”

500 Meters is approximately:

1640 Feet

546 Yards

0.31 Miles

4½ Football Fields

Theft Prevention Measures: (theft premium discounts)

Controlled Access with 24 Hour Security = 10 %

Certified Central Alarm System = 15 %

Both = 24 %

None = 0 %

Construction Type

Eligible: Masonry/Concrete/Steel, Foam-block or
Concrete with Foam, and Wood Frame

Not Eligible: **Manufactured Home, RV, and Other**

Roof Type

Eligible: Masonry/Concrete, Tile, and Wood
Frame with Composition Shingles

Not Eligible: **Palapa, Metal, Wood Shingle, Wood
Shake, Rolled Roofing, and Membrane
Roofing**

BUILDING COVERAGE

Building Replacement Cost

Never include value of land, views, or prestige of the location. Replacement Cost should be based solely on estimated expense to rebuild structures (i.e.: materials and labor).

Glass Breakage Coverage

Limit should be based on cost to replace all exterior and interior glass, including: sliding glass doors, windows, glass block, skylights, mirrors, stained glass, etc.

Loss of Use (Loss of Rents)

Reimbursement coverage , for up to 6 months, for additional lodging expense, or for loss of rental income

Debris Removal

Coverage for expense of demolition, clean-up, and disposal

Value of Personal Property

Include the value of Furnishings, Appliances, Electronic Equipment, and other contents.

Theft Coverage

Select the portion of personal property to be covered (i.e.: coverage for electronics, jewelry, artwork, etc.).

Jewelry and fine art have a \$14,000 MXN limit, not to exceed 10% of the insured sum. More expensive items will require a special coverage endorsement.

Liability

We recommend at least \$300,000 for liability coverage.

Those renting out their properties often seek higher limits.

Special Underwriting Requests

For requests to the underwriters, please submit:

- Recent Photographs of the Item(s) to be insured**
- Written Request with Insured's Signature and Letterhead**
- Supporting Documentation** (appraisals, receipts, work orders, estimates, etc.)

Please include quote/policy number, and send to:

Email: mxho@mexicoinsuranceonline.com

or

Mail: International Insurance Group
214 East Birch Avenue
Flagstaff, Arizona 86001

Hydro-meteorological Coverage Considerations

Our program doesn't require storm shutters!

Mandatory 10 day waiting period, from policy inception date, before Hydro-meteorological coverage begins.

Exterior Asset Hydro-Meteorological Coverage Exclusions

Items in open air, Palapas, Solar Panels, Swimming pools, Etc.

(see [GNP MXHO Terms and Conditions](#) for complete list)

Exclusion only applies to Hydro-Meteorological coverage, while Liability, Fire and All Risk, Earthquake, etc., are not effected.

Catastrophic Peril Deductible/Coinsurance Example

Let's say we have a *\$250,000 building replacement cost*,
with a *2% Deductible*, and a *10% Coinsurance*.

Then, let's say there is a *partial loss of \$100,000*:

Multiply insured sum by deductible percentage to determine deductible amount

$$\$250,000 \times 2\% = \$5,000 \text{ (deductible amount)}$$

Then, subtract the deductible amount from the loss amount

$$\$100,000 - \$5,000 = \$95,000 \text{ (remaining loss amount)}$$

Next, multiply the remaining loss amount by the coinsurance percentage

$$\$95,000 \times 10\% = \$9,500 \text{ (coinsurance amount)}$$

Finally, add deductible and coinsurance amounts to determine insured's expense

$$\$5,000 + \$9,500 = \$14,500 \text{ (insured's out-of-pocket expense)}$$

In the above example the insured's out of pocket expense would be \$14,500, and the carrier would be covering the remaining \$85,500.

Dangers of Underinsuring

Insufficient funds to rebuild, or replace insured property

Shortfall in coverage becomes insured's out-of-pocket expense

Increased chance of unsatisfactory customer claims experience

Increases the agency's Errors and Omissions exposure

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MEXICO HOMEOWNER'S INSURANCE QUOTE

 **GNP Home Owners**

\$918.83 USD

[\[Buy Now!\]](#)

[\[Coverage Explanation\]](#)

[Email My Quote](#)

[Modify My Quote](#)

[Modify My Coverage](#)

Email My Quote:

Click button and enter customer's email address

Modify My Quote:

Goes back to the first page of the quote form

Modify My Coverage:

Goes back to the second page of the quote form

[Coverage Explanation]:

Provides an itemized quote printout, plus access to T&C

[Buy Now!]:

Continues to application, disclaimers, and payment

Example of the Quote Printout

[Coverage Explanation]

“Ctrl P”
to print/save pdf file



Mexico Homeowners Insurance Quote

Quote Number: 10573920
 Postal Code of Insured Property: 23900
 Dwelling Type Condo
 Insured Name Test Test
 Phone Number: 1 234567890
 Email Address: none@none.com

Agency/Brokerage Name: International Insurance Group - MM
 Address: 1 Flagstaff AZ 86001
 Phone: 888-467-4639
 Email: mike.mercer@iigins.com
 (mailto:mike.mercer@iigins.com?Subject=Mexico Home Owners Quote #10573920)

Coverage	Insured Sum	Deductible	Coinsurance	Premium
Dwelling and Other Structures				
Dwelling and Other Structures	\$140,000.00	\$500.00	0%	\$72.94
Building Limit for Hydro-Meteorological Events	\$140,000.00	1%	10%	\$28.00
Building Limit for Earthquake	\$140,000.00	2%	20%	\$92.29
Personal Property				
Personal Property	\$50,000.00	\$500.00	0%	\$26.05
Personal Property Limit for Hydro Meteorological Events	\$50,000.00	1%	10%	\$10.00
Personal Property Limit for Earthquake	\$50,000.00	2%	20%	\$16.48
Consequential Losses				
Debris Removal	\$13,000.00	\$0.00	0%	\$9.05
Loss of Use	\$13,000.00	\$0.00	0%	\$5.34
Glass Breakage				
Glass Breakage	\$7,000.00	\$500.00	0%	\$15.25
Theft				
Home Furnishings	\$10,000.00	\$500.00	0%	\$64.10
Liability				
Liability	\$300,000.00	\$0.00	0%	\$77.80
Premium				\$417.29
NA Tax				\$70.77
Fee				\$50.00
Total				\$538.06

This is only a quote and does not indicate coverage has been bound.

The loss settlement for building and contents coverage is replacement cost. The coverage form is based on a Mexican "All Risk" policy form which is subject to conditions and exclusions. For more specific information on coverage please review the terms and conditions of the policy. (Hyperlink to terms and conditions).



Damage Insurance Policy - Mexico Homeowners Insurance Policy			
Applicant			Policy No.
			Version 0
			Location 1
			Policy Period Day Month Year
			From 12:00 Hrs. on 2016
			To 12:00 Hrs. on 2017
			Duration 366
			Premium for Amendment
Issuance Date Day Month Year 2016			Net Premium \$1,166.85
			Means of Payment Intermediary
Form of Payment Annual			Installment Surcharge -
			Currency Dollars
			Policy Fee \$25.00
			V.A.T. (16%) \$190.70
			Total Amount Payable \$1,382.55

Grupo Nacional Provincial S.A.B. undertakes to pay indemnity to the Insured for loss or damage sustained by such property items as specified below, and / or for civil liability legally ascribable to the Insured arising from any of the risks explicitly contracted for under this Policy in conformity with the General Conditions and the Particular Conditions set forth in the Policy, the latter having precedence over the former.

Insured Location		Description of Amendment	
Located less than 500m. from high tide and less than 250m. from a lake, pond, or river.		New Policy	
Detail of Coverage Items		Policy Period	Day Month Year
Coverage Items included Insured Sum Deductible Coinsurance Premium		From 12:00 Hrs. on 2016	
I. Damage sustained by real property, arising from Fire All Risk		To 12:00 Hrs. on 2017	
Damage sustained by real property - basic \$250,000.00 \$1,000.00 - \$119.65		Duration 366	
Hydro meteorological Risks \$250,000.00 2% 10% \$637.50		Total Updated Amount	
Earthquake and/or Volcanic Eruption \$250,000.00 2% 20% \$250.00		Total Previous Amount	\$1,382.55
Property in the Open Air - - - -		Total Amount for Amendment	-
II. Damages sustained by contents, arising from Fire All Risk		Total Current Amount	\$1,382.55
Damage sustained by contents - basic \$10,000.00 \$1,000.00 - \$4.79		Discounts Applied Package Policy	
Hydro meteorological Risks \$10,000.00 2% 10% \$25.50			
Earthquake and/or Volcanic Eruption \$10,000.00 2% 20% \$5.00			
III. Consequential Loss			
Debris Removal \$10,000.00 - - \$6.96			
Extraordinary Expenses \$12,000.00 - - \$1.93			
IV. Glass Breakage			
Glass Breakage \$13,000.00 \$500.00 - \$28.32			
V. Theft			
Home Furnishings \$1,000.00 \$500.00 - \$6.41			
VI. Home Civil Liability			
Owner's Civil Liability \$300,000.00 - - \$77.80			
Leaseholder's Civil Liability - - - -			
Total for Coverage Items \$1,166.85			
Insured		General Conditions Applicable October 2015	

The Spanish documentation prevails over that which is in English. This document is not proof of payment for the policy.

Article 25 of the Law of the Insurance Contract.

If any of this Policy's contents or any amendments thereto should not be in agreement with the offer, the Insured may request, within 30 days following the day on which they receive the Policy, the corresponding changes to be made. Once said term expires, the provisions in the Policy or the amendments thereto shall be deemed accepted.

Grupo Nacional Provincial, S.A.B.

Example of the Declarations Page

Declarations, Claims instructions, and General Conditions, all provided in English, and Spanish

Terms and Conditions

Login to the Affiliate Area and click the Forms Menu button under Mexico Home Owners to access the [GNP MXHO Terms and Conditions](#)

There's also a hyperlink located at the bottom of each quote [Coverage Explanation]

Click "Ctrl" and "F" at the same time to utilize the "Find" feature to locate key words in the terms and conditions



Forms Menu

Terms And Condition Documents



GNP Terms and
Conditions

MEXICO INSURANCE ONLINE

Mexico homeowners insurance questions?

Visit our online help center at:

mexicoinsuranceonline.com

and click the button

Need Help? Click Here

Send us an email:

mxho@mexicoinsuranceonline.com

Call us toll free:

844-273-5527