

BROKER BULLETIN

TO: All Brokers and Agents

DATE: December 2nd, 2021

FROM: Warren Ting, B.A. (Hons.), FCIP, CRM
Vice President, Underwriting

RE: Underwriting Department – 2022 U/W Property Manual Changes,
Reinstatement of NSF/Short-Rate Charges, Inflation for 2022

It's been a while since a broker bulletin has been sent out so I just wanted to send you all an update of the changes taking place as we all look forward to a more normal 2022. Here are some of the changes:

2022 Underwriting Property Manual Changes

Our underwriting manual has not had any changes for over two years and 2022 will see a few minor tweaks in terms of our underwriting guidelines to make it more clear and easy to understand. Some of the notable changes include:

- A few risks added to the "Risks not written" list from "Refer to Underwriting". (Risks in which that are on risk with us already will be grandfathered)
- Water coverage - Refer to Underwriter for "waterfront" risks
- Many definitions of guidelines and underwriting requirements clearer and easier to follow
- No rate changes for any of the property lines

The manual will be effective January 1, 2022 for new business and February 1, 2022 on renewals. This manual will be uploaded to our Broker Portal. We will have both the old manual and new manual on the Broker Portal for the time being and will be taking down the old manual effective December 31, 2021.

Please take the time to go over our manual and if you have any questions, please feel free to contact us.



Reinstatement of NSF Charges/Short-Rate Guidelines

Effective January 1, 2022, we will reinstate the NSF service charges and short-rate guidelines. We have had these accommodations for almost two years and will be re-enacting these rules.

Inflation Adjustment on Property in 2022

As we continue to monitor the inflationary trends and react to market conditions, we have adjusted our inflation factors to take into account increased costs in labour, transportation and building materials. Our inflation factor will increase on property to 5% in 2022. You will start to see 2022 renewals with this change moving forward.

Auto Rater – Effective January 1, 2022

Effective January 1, 2022, our Auto Rater Manual has been updated. It will be posted on the Broker Portal labelled, “Effective January 1, 2022 – Automobile Underwriting and Rate Manual – Auto Rater Renewals and New Business”

If you have any questions or comments, please feel free to contact us. Thank you for your continued business and support at HTM and I want to wish you and yours a wonderful holiday season!

