



TripleNet[™]INSURANCE



You have seen this type of ad before. “Do you have enough insurance business owner?” But have you even seen “Mr. Landlord, what will the bank think now that no rents will be coming in?” There is something new that will help. Read on...

A.J. Wayne has helped develop a new type of coverage called Triple Net Lease Insurance. This basically covers the loss of rent resulting from a physical loss of the property that makes it contractually possible for the tenant

to either vacate or abate rent payments. Besides financially protecting the landlord, such insurance might make the difference in obtaining, maintaining and/or getting better terms on a loan.

Ours is the only monoline coverage of this type and as such is less expensive than package policies that require the purchase of coverages not needed. Moreover, our approach also provides a legal reimbursement if the lease is breached by the tenant. We call this unique feature Lease Enforcement Coverage and demonstrates our commitment to specifically protect the financial interests of landlords.

This new program will be aimed at landlords renting to large multi locational commercial tenants like Walgreens, Right Aid or CVS having established successful business models. Our appetite, will of course evolve, but for now we are cutting our teeth on this class. The security under this program is a large A+ VX international insurer. We will market to all fifty states on a non-admitted basis. A. J. Wayne maintains non-resident surplus lines licenses on almost all states.

Good prospects are available through finance companies, mortgage brokers and associations that cater to landlords having the types of tenants cited above.

Minimum premiums for the Triple Net coverage is \$5,000 and limits up to \$1,000,000 of rents are currently available. Our base rate is \$2.00 per \$100 of rents and waiting periods start at 7 days. The policy form is available by request. Get your sales kit: Al Wayne (773) 305-7680 alwayne@ajwayne.com



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