



## Agent Tips on Flood Map Changes

TYPE OF MAP CHANGE	WHAT YOU SHOULD KNOW	WHAT YOU SHOULD SAY
Low- or moderate-risk zone (B, C, X) changing to a high-risk zone (e.g. AE, VE) or Change in Base Flood Elevation	<b>Grandfathering Offers Savings</b>	
	<ul style="list-style-type: none"> <li>The National Flood Insurance Program (NFIP) has “grandfather” rules to recognize policyholders who have either built in compliance with the flood map or who maintain continuous coverage. These rules allow such policyholders to benefit in the rating for that building.</li> <li>Grandfathering is available for new purchasers as well as existing customers.</li> <li>Always use the new map if it will provide a more favorable premium (lower rate).</li> </ul>	<ul style="list-style-type: none"> <li>Your building has been designated in a high-risk area for flooding.</li> <li>You will be required to purchase a flood policy if you carry a mortgage from a federally regulated lender.</li> <li>If you don’t carry a mortgage, you should protect your home with flood insurance. National statistics show that you are 3 times more likely to have damage by a flood than by fire.</li> <li>Purchasing before the map revision allows you to save on insurance.</li> </ul>
	<b>Loyal Customers Can Keep Existing Zone (Pre- &amp; Post- FIRM)</b>	
	<ul style="list-style-type: none"> <li>Customers, who buy a policy before maps are adopted and maintain coverage, can retain the lower-risk zone rate.</li> <li>Eligible customers can purchase a PRP now. It will renew to an X zone rated standard policy.</li> <li>Have a policy: maintain continuous coverage.</li> <li>A policy can be assigned to future property owner.</li> </ul>	<ul style="list-style-type: none"> <li>Buy now to save later.</li> <li>Renew to stay protected and save money.</li> </ul>
	<b>Show Compliance With a Previous FIRM for Lower Costs (Post- FIRM only)</b>	
	<ul style="list-style-type: none"> <li>To keep existing zones when the structure was built: Get a copy of FIRM effective at time of construction or a compliance letter from community official.</li> <li>To keep existing BFE when the structure was built: Get Elev. Cert, and copy of FIRM effective at time of construction; or compliance letter from the community official.</li> </ul>	<ul style="list-style-type: none"> <li>Lower cost options: show building was built in compliance at time of construction.</li> <li>Makes you eligible for a lower rate, keeps costs DOWN.</li> </ul>
High-risk zone (e.g. AE, VE) changing to a low- or moderate-risk zone (X, shaded X)	<b>Conversion Offers Savings</b>	
	<ul style="list-style-type: none"> <li>Write a Preferred Risk Policy (PRP).</li> <li>Use existing policy’s current effective date, and use closest coverage limit or next highest options if no exact match.</li> <li>Submit PRP application, and insured signed conversion form.</li> </ul>	<ul style="list-style-type: none"> <li>Your risk is reduced, <i>not removed!</i></li> <li>Eligible for low-cost, Preferred Risk Policy</li> <li>Stay protected and get money back once maps are adopted.</li> <li>No gaps in coverage; no additional money up front.</li> <li>20-25% of all flood claims occur in low- or moderate-risk areas.</li> </ul>
No Change	<b>Review of Current Coverage Ensures Protection</b>	
	<ul style="list-style-type: none"> <li>Do they have flood insurance?</li> <li>If so, is the building limit up-to-date?</li> <li>Contents coverage provided and limit up-to-date?</li> </ul>	<ul style="list-style-type: none"> <li>Homeowners insurance doesn’t cover damage due to floods.</li> <li>Floods happen anytime, anywhere.</li> <li>Your home is a major investment—protect it.</li> </ul>