

# Residential Warranty Company, LLC

*Business  
Solutions  
For The  
Successful  
Builder,  
Remodeler &  
Manufacturer*

 **RWC**  
RESIDENTIAL WARRANTY COMPANY, LLC





# WELCOME!

Residential Warranty Company, LLC is a leading provider of written, insured warranties to builders and remodelers nationwide. Since 1981, RWC has issued over 3 million warranties and is considered an expert in the field of risk management. Over our 30+ years, we have developed a wide range of products and services to meet various industry needs.

Thank you for taking the time to investigate the Business Solutions brought to you by RWC & Affiliates. We know that maintaining a level of success in this economic climate is a challenge. That's why we have put together this guide to show you how we can be of service. Inside you will find descriptions of various programs and services which can aid you in maintaining or improving your customer service, define and limit your liability, and provide the warranty and insurance products your company needs.

Take a few moments and peruse the following pages. Then contact your local Account Executive for more information on the programs mentioned. We wish you the best of luck in all your future endeavors.



# NEW HOME WARRANTIES

## **10 Year Major Structural Defect Full Coverage Warranty**

Knowing that one single warranty format may not fit every Builder's needs, RWC strives to provide you with options – our “Menu of Choices.” Historically, the standard ten year Major Structural Defect (MSD) warranty is what this industry has provided and is the coverage Builders have become accustomed to over the last 30 years. Ten year warranties have been an effective way to deal with a variety of issues including customer service, marketing, government-financed loans and mandated new home legislation.

- The “traditional” warranty offered by RWC since 1981.
- Approved by FHA and VA which means less paperwork to fill out, no pre-approvals and potentially more qualified buyers for you.
- Clearly written set of warranty standards to spell out coverage.
- 1 Year of Coverage on Workmanship & Materials.
- 2 Years of Coverage on Selected Portions of Mechanical Systems.
- 10 Years of Coverage on Major Structural Components.
- Effective dispute resolution system includes free mediation and binding arbitration if needed.
- Builder liability is limited to 2 years.



## REMODELER WARRANTY

In today's market, your customer's sense of security is critical. Homeowners want to be sure the work being done to their home is by a quality contractor. The RWC Remodeler's Warranty sets you apart from your competition and provides the much needed security customers crave. RWC offers two warranty options to better fit the nature and scope of each project.

**Option A:** 3 years of coverage for defects in workmanship & materials

**Option B:** 1 year of coverage for defects in workmanship & materials PLUS 5 years of coverage for defects to Designated Structural Elements

### *Why use RWC's Remodeler Warranty?*

- Remodelers who offer the RWC Warranty provide their clients with written insurance-backed protection.
- Provides a process to resolve disputes about the quality of the work.
- Having a written warranty effectively reduces misunderstandings that can result from a verbal agreement and a handshake.
- The Remodeler's liability is limited to the 1st year only.
- RWC Remodeling coverage applies exclusively to the work performed by the Remodeler.
- Effective dispute resolution system includes free mediation and binding arbitration if needed.



## MANUFACTURER WARRANTIES

New home ownership is the great American Dream. Building Systems housing is helping make that dream come true especially because of its affordability and advancements in construction techniques and designs. One of the changes seen over the last several years is the awareness of and increased need for written warranties on homes of all types, including Building Systems. Warranties have become an essential ingredient in any new home Purchase. Consider adding a ten year Manufacturers warranty from RWC for an extra measure of security for you and your buyers.

The options RWC offers to Manufacturers of systems-built housing and their Builder networks have all been tailored specifically to meet the unique needs of the industry.

- 10 Year MSD Full Coverage Warranty
- 10 Year MSD Structural Only Warranty
- 5 Year MSD Structural Only Warranty for Additions
- 10 Year MSD Full Coverage Commercial Warranty
- Manufacturer's liability is limited to 1 Year.
- Available to modular, log, and panelized Manufacturers.
- Coverage applies exclusively to the work provided by the Manufacturer.
- Work supplied by the Builder on site, including foundations, is excluded.
- Separate program available to Builders at a discounted rate to protect work they supply.
- Effective dispute resolution system includes free mediation and binding arbitration if needed.



## SPECIALTY WARRANTIES

When new home sales slump, Builders will often turn to “specialty” types of construction in order to create new revenue streams, keep employees busy and “wait out” the down turn. RWC offers warranties for builders working on commercial projects or even building detached garages.

### 5 Year Commercial Warranty

- 1 Year of Coverage on Workmanship & Materials.
- 2 Years of Coverage on Selected Portions of Mechanical Systems.
- 5 Years of Coverage on Major Structural Components.
- Fees are based on square footage, type of construction and usage.

### 5 Year Detached Garage Warranty

- 5 Years of Coverage on Designated Structural Elements.
- Includes specific and measurable standards to evaluate structural defects.

### Conversion Warranty *(For residential projects being converted from commercial buildings)*

- Option A: 2 Years of Coverage on Workmanship & Materials.
- Option B: 1 Year of Coverage on Workmanship & Materials.  
5 Years of Coverage on Major Structural Components.



## WARRANTY EXPRESS

Warranty Express allows Builders to enroll homes online. With the click of a button, Builders can submit their enrollments, print out closing documents and even pay for the warranty fees. Builders save both time and money spent on manual form preparation and postage. Marketing materials and enrollment reports may also be ordered online.



## INCENTIVE PROGRAM

RWC has issued warranties on over 3 million homes throughout the United States since its inception in 1981. Providing highly competitive rates and innovative programs has been an RWC hallmark of service ever since. In keeping with our history as “The Innovative Leader,” our exclusive Incentive program was unveiled in 1986.

Qualifying Members effectively reduce their overall warranty costs by maintaining a high level of quality construction and customer service. Members receive cash distributions based on their good warranty claims experience.

### ***Enrollment Requirements***

- Enroll 20 homes or more annually, or
- Enroll \$2 million in sales volume annually

SAVE on Registration Fees.

Incentive distributions reduce Members’ overall warranty expense.

Over \$19.5 Million in distributions paid out to Incentive Members to date.



## GENERAL LIABILITY INSURANCE

Through the RWC Insurance Advantage (RIA), RWC Members (and Members in affiliated programs) have access to various lines of commercial insurance including General Liability, Builder’s Risk and Contractor’s Equipment, just to name a few. Because the RIA program is offered *exclusively* to our Builder members, we are able to avoid the high risks associated with other commercial operations. Thus, we keep the cost of claims low and pass the savings on to you.

- Total risk management for Builders when combined with an RWC (or Affiliate) structural warranty.
- Flexibility of limits.
- Options to meet your specific needs.
- Program is underwritten by insurance carriers rated at least “A- (Excellent)” by A.M. Best.
- Competitive pricing.
- Streamlined underwriting.
- No monthly reporting.
- Free quote available from 866-454-2155.



## EXTENDED WARRANTIES

USHP, LLC is another RWC affiliate which was created to offer a line of economically-priced warranty products for appliances and mechanical systems on both new and used homes. Three distinct programs exist:

### Platinum Advantage

Platinum Advantage is offered through Builders and is an extended warranty for appliances and mechanical systems for new site built homes and for new/pre-existing HUD-code homes. Coverage is flexible and homeowners can use the repair provider of their choice to perform service work if needed. If offered in conjunction with an RWC structural warranty, homeowners will receive the most comprehensive warranty package on the market.

- **Term Options:** 2, 3, 5, or 7 year warranty terms
- **Service Fee Options:** \$25, \$50 or \$100 per trade call
- **Coverage:** Most major home appliances and mechanical systems are covered. See the Platinum Advantage Terms and Conditions for complete details.
- **Revenue:** Builders earn risk-free income by offering Platinum Advantage on their homes.

### AmeriGuard

AmeriGuard is offered through Real Estate Professionals and is an extended warranty for appliances and mechanical systems for existing homes. Unique to AmeriGuard is the opportunity to include economically-priced coverage on major structural components of an existing home in addition to the traditional appliances and systems coverage. More components are covered as “standard” than most of our competitors’ products. The third component in AmeriGuard is a thorough Home Inspection done by a professionally licensed engineer. Together, these 3 components make AmeriGuard excellent coverage for any prospective homebuyer or current homeowner.

- **Term Options:** 1 or 2 year warranty terms
- **Coverage:** The buyer may select from different combinations of appliances, mechanical systems, major structural components and home inspection options. See the AmeriGuard Terms and Conditions for complete details. If the Structural Coverage is selected, then the Home Inspection must also be selected.
- **Revenue:** Real Estate Professionals earn risk-free income by offering AmeriGuard on their listings.

### Keystone Plus

Similar to AmeriGuard, Keystone Plus is offered through Mortgage Brokers and is an extended warranty for appliances and mechanical systems for existing homes. Buyers under Keystone Plus also may include coverage on major structural components of an existing home in addition to the traditional appliances and systems coverage. The Home Inspection option done by a professionally licensed engineer is also available. Financial institutions looking for a competitive edge for their clients will be able to provide the most coverage at extremely economical pricing.

**Term Options:** 1 or 2 year warranty terms

**Coverage:** The buyer may select from different combinations of appliances, mechanical systems, major structural components and home inspection options. See the Keystone Plus Terms and Conditions for complete details. If the Structural Coverage is selected, then the Home Inspection must also be selected.

**Revenue:** Mortgage Brokers earn risk-free income by offering Keystone Plus with their mortgages.

### Availability

USHP Products are currently available in the following states: Arkansas, Delaware, Idaho, Indiana, Kansas, Louisiana, Maine, Maryland, Michigan, Minnesota, Missouri, Montana, Nebraska, New Jersey, North Dakota, Pennsylvania, Rhode Island, South Carolina, South Dakota, Tennessee, West Virginia and the District of Columbia.



## COMPANY CONTACT INFORMATION

### Warranties

#### *Residential Warranty Company, LLC*

Address: 5300 Derry Street  
Harrisburg, PA 17111  
Toll Free: 800-247-1812  
Fax: 717-561-4494  
Website: [www.rwcwarranty.com](http://www.rwcwarranty.com)  
E-Mail: [rwc@rwcwarranty.com](mailto:rwc@rwcwarranty.com)

#### *USHP, LLC*

Address: 5300 Derry Street  
Harrisburg, PA 17111  
Toll Free: 866-394-5135  
Fax: 717-561-4494  
E-Mail: [rwc@rwcwarranty.com](mailto:rwc@rwcwarranty.com)

### Affiliates

#### *RWC Insurance Advantage*

Address: 5300 Derry Street  
Harrisburg, PA 17111  
Toll Free: 866-454-2155  
Fax: 717-561-1794  
Website: [www.rwcwarranty.com](http://www.rwcwarranty.com)  
E-Mail: [rwc@rwcinsuranceadvantage.com](mailto:rwc@rwcinsuranceadvantage.com)





## PRESS RELEASES

### **30 Years and 3 Million Homes!**

HARRISBURG, PA. In February 2011, Residential Warranty Company, LLC (RWC) celebrated its 30th Anniversary and announced another milestone to boot: Over 3 Million Homes have been warranted under the third-party insured, structural warranty provided by Residential Warranty Company, LLC and its Affiliates (HOME of Texas, MHWC and Preferred Builders Warranty) since 1981.

RWC's goal is to provide a level of security to homeowners and Builders alike and has devoted three decades to that purpose across the country. Lynn Nelson-Probst, Vice President of Sales for RWC, with over 25 years of experience of her own remarks, "Being able to provide a variety of services to our customers is the result of much hard work and due diligence along the way. While many companies are forced to limit their offerings, RWC has been able to expand and offer an ever-increasing array of products and services to both homeowners and the home building industry. RWC has established itself as a rock solid leader in providing home protection. When you become part of one of the companies in the RWC "Family", you benefit from 30+ years of leadership and experience that is unrivaled in the warranty industry."

RWC is a leading provider of third party insured warranties throughout the United States. Builders looking for options in coverage, for reliable warranty protection, and for assistance in dealing with complex customer service issues are looking to RWC and its Menu of Choices. For more information, please call 1-800-247-1812 ext. 2149 or visit the website at [www.rwcwarranty.com](http://www.rwcwarranty.com).

### **WPMIC Celebrates 10 Continuous Years of "Excellent" Ratings!**

For the tenth straight year, Western Pacific Mutual Insurance Company, a Risk Retention Group (WPMIC) has earned an A.M. Best rating of "A- (Excellent)". WPMIC is the insurer for new home warranties provided by RWC & MHWC and for general liability insurance provided to home builders through the RWC Insurance Advantage (RIA) program.

A.M. Best is a full-service credit rating organization dedicated to serving the financial services industries, focusing on the insurance sector. The "Excellent" rating is ascribed by A.M. Best to companies that, in their opinion, "have an excellent ability to meet ongoing obligations."

WPMIC is domiciled in Colorado and has successfully maintained its "A- (Excellent)" rating by A.M. Best based on its performance to date. The rating reflects the risk retention group's sound capitalization, historically favorable operating performance, positive cash flow position, and conservative reserve levels. Additionally, the rating recognizes WPMIC's history of maintaining sufficient capital to support its ongoing obligations and the effective management of its long term exposure to loss.



# NOTES



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