

## **Risk Management/Fee Income Products and Services**

KBA Insurance, Inc. - Hodge & Porter

### **Traditional Credit Life and Disability Protection**

Central States of Omaha and American National Ins. Co. credit protection programs provide a great source of Fee Income. A one-time initial setup provides lenders with simple payment quotes. Protect your bank and borrowers against premature death and unforeseen accidents & injury. Initial and ongoing product knowledge, sales training and support provided by CSO/ANICO and your KBAI – H&P representative.

### **Mortgage Impairment Errors and Omissions Policy (MIE&O)**

Blanket policy protects the lender's interest in the event the bank suffers a loss due to the borrower failing to maintain adequate coverage on commercial and residential real estate. One annual premium assumes coverage on existing mortgaged portfolio. MIEO coverage can virtually eliminate lenders from tracking hazard insurance on mortgaged property and helps satisfy regulatory requirements.

### **Lender Placed Hazard Insurance (LPHI)**

Allows lenders to force place hazard coverage on borrowers failing to maintain insurance on real estate as agreed upon. Lenders have instant authority to bind coverage on known uninsured occupied or vacant commercial or residential properties. This coverage can be used for OREO properties. LIABILITY COVERAGE is also available under separate application and policy.

### **ServiceLink National Flood Flood Zone Determinations**

ServiceLink (formerly LPS) is one of the leading FZD companies in the U.S. providing service to 7 of the top 10 lenders in the nation. 93% of the standardized addresses processed are returned immediately. Competitive Life of Loan rates and free re-certifications on refinanced loans are offered. Enhanced, no-cost benefit "Certmap" provides lenders with aerial photos of property located in the SFHA in conjunction with the actual flood zone area.

### **Guaranteed Auto Protection (GAP)**

KBAI – H&P partnered with Frost Financial to protect borrowers against depreciating auto values. GAP pays the deficiency balance between the loan balance and the actual cash value when the auto is totaled. Frost's website allows the lender to follow the program from start to finish and to calculate the potential GAP on each loan.

### **Fidelity Security Life – Flex Plan Single or Monthly Premium**

#### **Decreasing or Level Death Benefit**

Great affordable coverage for younger borrower's with larger balances and longer terms. FSL has very competitive age banded rates that are applicable for both male and female. Non-medical underwriting and no physical exams required up to \$99,999.

### **Term Life Insurance**

Premium guaranteed for terms up to 30 years with level death benefits. This is very affordable coverage for larger agricultural and commercial borrowers. An easy one page application and streamlined underwriting simplifies this process for lenders.

### **Traditional Mortgage Life & Disability Coverage**

Decreasing mortgage life & disability coverage for real estate borrowers. Monumental General provides financial institutions with competitive rates and coverages. Simple desktop rate calculations and application completion software makes this program simple to administer.

### **Vendors Single Interest (VSI) Collateral Protection Insurance (CPI)**

VSI eliminates the need to track insurance on titled collateral. The borrower is charged a small premium which is used to cover losses when a delinquent account is repossessed and there is uninsured physical damage. The lender benefits from a reduction in charge-offs from 10% to 20%. CPI program allows the lender access a web based program to administer and force place coverage on ALL types of collateral once the bank is aware through your tracking system that coverage has expired or lapsed. Coverage is available on commercial collateral.

### **RESIDX Residential Property Evaluations**

Timely, objective, quality "Evaluations" stimulated by the regulators' insistence on transparency and fairness, this service is available as a simple Exterior account, an Exterior with rear-view, and an Interior-Exterior inspection. These services have been extremely beneficial to assist lenders in complying with the Interagency Guidelines and allow them to avoid costly appraisals for residential loans below \$250,000.

### **Customer Benefit Plans**

Affinion provides customer retention and marketing programs to banks DDA customers including Club Checking and Customer appreciation programs that are compliant with GLB and can provide an opportunity for your bank to build stronger relationships with customers while generating fee income. Affinion is endorsed by the ABA and currently works with over 5000 banks nationwide.

### **Excess Credit Life Coverage**

KBAI – H&P can provide additional coverage for your borrower when loan amounts or payments exceed your primary carriers underwriting limit amounts. Coverage can be placed with American National or Central States.

### **Disability Income & Business Owners Expense Protection**

Designed to replace a portion of your borrower's income should a sickness or injury occur that prevents them from working. Business Owners Expense policy allows owners to carry on normal daily business functions and transactions in the event they become disabled and unable to work. This is important coverage for new and existing entrepreneurs and professionals to consider. Underwritten by Illinois Mutual Life Insurance Company.

### **Continuing Education Credit**

We provide 6 credit hours Continuing Education credit for your Kansas Life and Health license. Sessions are approved by the KS Insurance Dept and are held each October at several locations across Kansas.

### **KBA Insurance, Inc. - Hodge & Porter**

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Visit our website at [ksbankers.com](http://ksbankers.com)

Products & Services –  
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## **HODGE & PORTER**

## **Products and Services**

**“NO MAN’S DEBT SHOULD LIVE  
PAST HIS OWN LIFE.”**

- Benjamin Franklin