

**(Old LinkedIn Profile for Jennie Phillips)**

## Assistant Vice President - Property & Casualty at The ABD Team

With over 20 years experience in the Commercial Insurance Industry and prides herself on providing superior and specialized product knowledge, insight and trusted support for large, complex Lending institutions and Real Estate Investment Trusts (REIT). Jennie closely assists each client with service needs, design, and recommendations to provide up-to-date insurance and risk management placement tailored to individual business requirements. Jennie provides innovative solutions for clients to give them a competitive edge as well as full understanding and emphasis on Contractual Risk Transfer.

The ABD Solution helps our clients:

- Successfully navigate new legislation
- Understand the changing risk management landscape
- Develop meaningful programs that protects the financials & future of organizations
- Provide exceptional care

Above all, the ABD Team delivers a level of experience and depth of resources that few other firms offer. No matter what the issue, we pride ourselves on providing quality advice, exceptional resources, and guidance for our clients.

## **(NEW LinkedIn summary and current experience for Jennie Phillips)**

**Headline:**

**Commercial Real Estate Insurance Broker | REIT | Lending Institution | Tenant | Investor | Property & Casualty | 20 yrs+**

### **About**

With over 20 years of experience in commercial real estate insurance for public-traded or private REITs (real estate investment trusts), investment banking companies, developers, investors and tenants, I'm proud to be one of the very few specialized REIT brokers in the US who can customize insurance programs (not just policies) for large and complex real estate investment and lending needs.

(1) Premium savings with better coverages: Our team and I use a UNIQUE "master property program", - no clients ever leave this program, with 100% retention, by offering:

- \*Savings in hundreds of thousands of dollars in premium payment per year for EACH client;
- \* Covering key catastrophes at no additional cost, thus saving clients lots of money from paying extra for perils.

(2) Using one-of-a-kind technology to save time, money and risks for tenants and vendors - "certificate tracking program" and "due diligence process":

- \*We have a customized online portal, that automatically checks certificates for compliance. It generates weekly compliance reports, reminding tenants to provide renewal certificates in advance of expiration. It also instantly informs of any noncompliance of lease contracts, customers, vendors.

- \*With our proprietary software for due diligence, before closing a real estate transaction, we can ensure the legal language is up to date in consultation with attorneys. We confirm tenants' coverages are correct by reviewing leases, management agreements or other documents for lenders, owners, landlords and tenants.

- \*We get certificates from tenants or tenants' brokers to provide lenders with tenants compliance reports.

(3) Contractual risk transfer: using insurance language to transfer risks to insurance companies in tailor made legal insurance agreements, particularly in the commercial real estate area.

I am also a NAREIT member.

Website: [www.theABDTeam.com](http://www.theABDTeam.com) Call: (415) 233-8181 Email: [Jennie.Phillips@theABDTeam.com](mailto:Jennie.Phillips@theABDTeam.com)

## **Current Experience:**

### ***Assistant Vice President***

My team and I serve the following types of clients:

(1) Very large commercial real estate investment trusts (REITs), publicly traded or private with properties over the entire USA or globally, either for investing in existing or to be developed commercial properties.

(2) Lending institutions: Investment banks, credit unions, small banks or any lenders with commercial properties, those who lend to either developers, owners, tenants for buildings and/or commercial real estate investment. We have a unique "master property program" that they can opt into.

(3) Tenants' insurance, including but not limited to:

\*Senior living/Healthcare

\*Retail

\*Hospitality

\*Apartments buildings, multi family dwelling/duplex, triplex

(4) Nonprofits, social enterprises.

Types of policies:

Property & casualty insurance

\*Fire, wildfire

\*Named storm

\*Wind/hail

\*Flood

\*Earth movement, Earthquake

General liability

Worker's compensation

Professional liability/E&O

Management liability/D&O

Employment practices

Cyber/Crime liability

Our ABD Solution helps our clients:

- Successfully navigate new legislation
- Understand the changing risk management landscape
- Develop meaningful programs that protects the financials & future of organizations
- Provide exceptional care

Our services are thorough, personal, and at the highest professional level. Our combined experience is unmatched in the industry. We serve national, international, and multinational companies as well as local companies. Please contact us for an initial consultation.