



SAUNDERS
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Example #2 of a “real life” ROI:

Quote from existing client:

“Steven, our base premium was about \$220,000.00 per year. We are getting approximately \$40,000 back for 6 months of premium with the reduced PML / SEL. Hope that helps”

With \$40,000 back for 6 months of premium, that’s a **cost savings of \$80,000.00 per year** on earthquake insurance! This is money back in the owner’s pocket!

In this particular example, the original cost of the retrofit was \$347,847.19, which equates to approximately **4.35 years return on investment!**