

*Growing Our  
Community For  
Over 20 Years*

**Steve  
Kemper  
Builder, INC.**



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# WE ARE A LOCAL COMPANY

- Bonded
- Local Company
  - Manassas, VA
- Insured for \$2 Million ( Residential)

## CREDENTIALS AND RATINGS

- HAAG Certified
- BBB – An “A” Rating
- NRCA Member
- Personally handling claims for four years
- Hundreds of claims worth of experience



# PREFERRED CONTRACTOR



# ROLE OF A PROJECT MANAGER

- I provide the initial inspection for eligibility
- I advise the Homeowner on steps to take if any
- I meet with the insurance company's representative on behalf of the insured.
- I advocate for correct pricing
- I come to a settlement for the insured to complete the project for the agreed price with the insurance company.
- I invoice the insurance company accordingly to the agreed settlement.

# INSURANCE CLAIMS PROCESS

- Inspection
- File claim
- Meet adjuster
- Supplements / mortgage company – items missing from insurance claim get the check signed by the insurance company.
- Complete work (timeline depends on Trades and complexity)
- Collect checks
- Invoice insurance company
- Collect final checks



# ROOFING REPLACEMENT PROCESS (RESIDENTIAL)

- When a roofing System is replaced there are certain steps that need to be taken throughout the process.
- The roofing Materials are disposed of in the dumpster provided.
- Every single old nail is removed from your decking
- All decking is inspected to be re used.
- The new felt is laid out as well as the ice and water shield.
- The roofers should chalk lines out for the shingles to be laid.
- The roofers are finally able to install per shingle manufacturer guidelines.
- Once the Roofing system is installed proper caulking is added to penetrations of the roof for protection.

# TECHNOLOGY OF A ROOFING SYSTEM

- A Roofing System is comprised of a few items and extra labor that is expected.
  - 15# & 30# Felt – allows moisture to escape roofing system.
  - Shingles – Sheds water from the home
  - Drip edge – Not required by law – Helps the Roofing system shed water on the edges
  - Ice & water shield – Prevents Ice Damming from damaging your Decking on the eaves and valleys
  - Flashing – A flashing is any metal or plastic that covers any penetration or exposure on your roof. Normally what we would call a Pipe flashing. A boot is installed over a pvc pipe that penetrates your roofing system for ventilation.

# DIFFERENT TYPES OF VENTILATION.

- There are a few different types of ventilations for a roofing system.
  - Gable vents.
  - Ridge vent.
  - Power attic Fan
  - Box vents
  - Exhaust vents



# THE DANGERS OF HANDLING AN INSURANCE CLAIM

- Too often homeowners are set back from financial gains of restoring their homes and it is normally the result of ignorance of the process and how to negotiate.
- Negotiating with insurance companies is a toss up. There are many different types of negotiations that take place from each insurance company and that's just one part of the battle.
- Understanding how each insurance company negotiates is just a small battle compared to understanding how to use the Third party pricing software they use to compare pricing that can also vary from each insurance company.
- This is why when you are filing any type of homeowner's claim it is important to have a contractor that is experienced with insurance claims.

# HOW WE SET OURSELVES APART

- Follow Through and Education
- Fight for our customers
- Maximize Claims Negotiations
- Provide Quality Work

- Communication is key
- A thorough understanding of the process
- Millions in experience
- An honest approach





# THE WORK!!!

Before



After



MORE!!!

Before



After





# ANNNND MORE PICS!!!!

Before



After



# ANNNNNNNNND EVEN MORE!!!!

Before



After





OMG, MORE PICS!!!

Before



After





# PEOPLE WHO ARE GREAT FOR ME

- Property investors
  - People who use real estate as a source of revenue
- Property management companies
  - Apartment complexes
  - Commercial buildings
    - Maintenance programs