



Self-Storage Tenant Insurance

*A New Way to
Grow Your Business*



Member ARAN Insurance Services Group

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Generate Revenue, Build Wealth and Increase Cash Flow

As a self-storage business owner/operator, you may be eligible to participate in a new tenant insurance solution that can help you:

- **Generate revenue**
- **Build wealth**
- **Increase cash flow and net operating income**
- **Increase market valuation**
- **Enhance your return on investment**



Tenant Insurance Solutions from MiniCo

MiniCo Insurance Agency has expanded its tenant insurance options for self-storage business owner/operators. A tenant insurance program is now offered by MiniCo Insurance Agency. MiniCo is partnering with Charter Atlantic Insurance Company (CAIC) to provide captive insurance services, enabling you to share in the profits of this tenant insurance solution. The program is underwritten by an "A" rated carrier.



What are Captive Insurance Companies?

Captive insurance companies are special-purpose vehicles enabling their owners to assume and manage their own risks while capturing profits that would otherwise be earned by the insurance carrier.

Why Should I Consider a Captive?

Captives are one of the best ways to enhance revenue, stash money away for rainy days, and amass wealth. Implementing this tenant insurance program at your facility has the potential to increase your cash flow, net operating income (NOI), market valuation and tenant satisfaction.

MiniCo and CAIC make it easy to get started. The unique and proprietary structure of the program means that you will be the owner of your own captive insurance company.

- **No cash required up front**
- **Start earning on Day 1**
- **Highly efficient business economics**
- **Excellent potential for return on investment**

Is a Captive Right for Me?

As the owner of a captive insurance company, you would assume a portion of the risk in the event a tenant experiences a loss. As you consider this program, ask yourself these questions to help determine if a captive is a good fit for your business needs.

- **Do I identify and mitigate risk at my facility?**
- **Do I communicate regularly with my tenants?**
- **Are my employees trained to sell tenant insurance?**
- **Are my tenants required to be insured?**
- **Does my facility management software offer real-time integration with my tenant insurance provider?**

MiniCo is your trusted partner in self-storage insurance.

- **Over 40 years of experience in the self-storage industry**
- **Industry-leading insurance coverage**
- **Expert claims management**
- **World-class customer service**
- **A.M. Best “A” rated carrier**
- **Risk management guidance**
- **Staff training**



Please contact us to learn more and receive a customized revenue projection.

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