



# SLEEP TIGHT

SALES  
PROCESS

## Bed Bug - Risk Overview:

Few things cause greater concern for customers than suspecting they have bed bugs. Why? Because bed bugs truly terrify all people. Not only do they feast on human blood, but bed bugs hitchhike from one location to the other in search of their next meal. They are difficult to detect and their intrusion can cost a property owner thousands of dollars.

In most cases, bed bugs are excluded from the coverage on the typical homeowner's insurance policy. These pests usually fall in the same category as termites - which is why ancillary coverage for your home often requires the purchase of a termite bond. The same applies for bed bugs - supplementary coverage is often necessary to ensure your rental properties safety.

This is why bed bug insurance offered by SLEEP TIGHT has become an essential part of the vacation rental homeowner's investment. It is an investment that protects the property while also ensuring rental income is not lost when a bed bug infestation occurs.

## How to inspect for Bed Bugs:

### Tools and Equipment:

Bed bug inspections must be performed by someone with a trained eye as the pests can be very difficult to spot. Due to their microscopic size, some basic tools and equipment are needed in order to identify bed bugs. Recommended equipment includes but is not limited to the items listed below:

- A flashlight
- A magnifying glass
- A probe for checking narrow spaces
- A screwdriver to remove light switch faceplates
- Plastic zippered bags for collection of specimens
- Compressed air for flushing bugs from cracks and crevices

Bed bug inspections should be thorough and should begin in the bedroom as this is the primary location they are found. During the inspection process a trained employee of a licensed property management company should look for signs of bed bugs while checking the most common hiding places and confirming whether or not the pest is present. The checklist below is designed to be used during the inspection: