

# Flood of Opportunity

NAPSLO President Gil Hine said his personal goal for the year is to be engaged and to reach out to people. “I want to share my experiences of being part of NAPSLO to members, interns and people that I run into outside of our industry, and explain to them what we do, how challenging and – quite honestly – how fulfilling it is to be doing what we do, which is handling very complex risks and managing catastrophe exposures.” The following are excerpts of that interview.



**Gil Hine**  
NAPSLO President

“My background with NAPSLO has been in education and career development, an area where the organization has been very aggressive in creating programs and education opportunity not only for its members, but also in seeking out new talent.”

## NAPSLO

Incorporated in 1975

Serves more than 700 member firms, representing more than 1,500 offices and tens of thousands of industry professionals.

Provides valuable member services and an authoritative voice to promote, advocate and protect the surplus lines industry.

### The most important issues facing the surplus lines industry:

The biggest issue facing the surplus lines industry right now is the pending flood legislation in Washington, D.C. Our industry has typically served as a supplemental market to the National Flood Insurance Program and standard market. The Biggert-Waters Flood Insurance Reform Act of 2012 was written in a way that made it confusing to bankers and lenders regarding accepting private flood insurance from surplus lines companies. New legislation before Congress, called the Flood Insurance Market Modernization Act, will clarify that it is acceptable for surplus lines carriers to participate in writing private flood insurance. NAPSLO is a strong supporter of that legislation. Our industry focuses on not only complex risk but providing additional capacity in areas where it's needed – and clearly flood is a catastrophe-prone exposure – and additional capacity that would solve the insurance issues of clients who need flood insurance should be well-received. If we can get the bill passed, that will be a big step forward for us with respect to flood insurance.

### How NAPSLO is addressing these challenges on behalf of its members:

Brady Kelley, the executive director of NAPSLO, testified in Washington at the House Financial Services hearing on the flood bill and gave testimony regarding surplus lines' interests. NAPSLO is also joining forces with other associations and working with them on this matter. What's more, Keri Kish, our legislative director, has been totally focused on the flood issue, so it's an all-out effort. I think it's important to note that this legislation preserves the surplus lines market's ability to solve unique and complex flood insurance risks that exceed or differ from options available through the NFIP or the standard market. NAPSLO's support for this legislation stems from our desire to preserve that choice for consumers.

**How NAPSLO is attracting and retaining talent:** Our industry has to go out and recruit top-notch people if we hope to be competitive and remain competitive as an industry. For talent we're competing with other industries and we've got to have a compelling story which I believe we do. NAPSLO has programs where we reach out to college campuses. We have scholarship programs through the foundation. We have a very aggressive internship program. So in my mind that is one of the key challenges we face not only now but certainly five and 10 years from now.



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