

Innovation and Value

Kevin Westrope, President/CEO of Westrope, and the 2013-2014 President of the National Association of Professional Surplus Lines Offices, says the surplus lines market continues to show stable growth. The following are excerpts from that interview.

NAPSLO



Incorporated in 1975

NAPSLO serves more than 700 member organizations, representing 1,500 offices and 15,00-20,000 industry professionals.

Provides valuable member services including regulatory and legislative advocacy, networking and education and career development programs.

Kevin Westrope,

President/CEO Westrope,
2013-2014 President NAPSLO Board of Directors

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What opportunities and challenges face the excess and surplus lines market?

Recent reports, including A.M. Best's 2013 Special Report on U.S. Surplus Lines, note strong growth in the surplus lines market and project continued growth for the future. That report also indicates that the health of surplus lines is stable with no financially impaired companies in the industry in the last nine years. The challenge for all of us in the E&S industry is to continue to provide innovative solutions that can't be found in the standard market and to be always adapting to an ever-changing marketplace.

What value does a NAPSLO member wholesaler provide to the retail market?

NAPSLO member wholesalers provide innovative specialty insurance solutions with the highest level of integrity in every transaction. Retail agents and insurance buyers can count on them to offer unparalleled technical expertise and to be specialists where retail agents might not have expertise. Wholesalers provide access to a unique segment of the insurance industry and they can offer really cost-effective insurance solutions that are tailored to each client's needs.

What is NAPSLO's focus for the future?

NAPSLO continues to focus on providing members with networking opportunities, regulatory and legislative advocacy and education and career development programs. The association offers a full slate of education courses for E&S professionals and they're really designed not only to strengthen industry knowledge but also to cultivate strong leadership skills. NAPSLO's legislative advocacy is also a critical member benefit. That work will continue to focus on the Nonadmitted and Reinsurance Reform Act (NRRRA) and its successful, uniform implementation of home state regulation and taxation. Our two conventions also continue to be premier industry networking events that are invaluable to those in any aspect of the industry.