

BEST'S REVIEW[®]

ISSUES & ANSWERS:

Specialty Lines

Leading carriers, providers, MGAs and others discuss how to simplify placing difficult risks and how to find the right program for unusual risks.

Interviewed Inside:



Hank Haldeman
NAPSLO

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**Insurance is risky
if you don't
know the ropes**



NAPSLO members know the ropes

NAPSLO members are specialists who create innovative solutions for nonstandard insurance risk. Count on them to deliver custom, cost-effective solutions that are expertly tailored to meet your specific insurance needs. NAPSLO members...where complex risk meets innovative solutions.

**National Association of Professional Surplus Lines Offices
www.napslo.org**



Value Proposition

NAPSLO Vice President Hank Haldeman said that under his leadership the organization will have a two-pronged approach to legislative advocacy. “The first will be to seek real fulfillment of the promise of NRRA, especially in the area of uniformity, both in tax and in the various filing requirements. The second prong is to revitalize our involvement on a state level and provide more resources for work with state legislatures and regulators.” The following are excerpts of that interview.



Hank Haldeman

NAPSLO Vice President

“I hope to perpetuate the wholesale value campaign which was initiated under the outstanding leadership of Kevin Westrope, and to see that move forward and broaden its reach.”

NAPSLO

Incorporated in 1975

Serves more than 700 member organizations, representing 1,500 nationwide offices and 15,000 to 20,000 industry professionals

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

Opportunities and challenges in the surplus lines market:

We continue to provide innovative solutions that can't be found in the standard market. We have great opportunities that arise out of the fact that the surplus lines industry is financially stable, strong and growing. However, we need to find ways to better communicate both to the retail community and to the insurance buyer the opportunity that exists to bring creative solutions in new covers and answers to the evolving needs of the insurance consumer. The other challenge is our need to recruit and develop bright new talent into our industry so that we can retain the aggressive search for solutions to a changing marketplace that has characterized us for many years.

What do you see as the NAPSLO value proposition?

Our slogan best sums it up: “Where complex risk meets innovative solutions.” The value proposition of NAPSLO to its members comes in four key areas. Probably best known is in terms of networking where our opportunities are essentially unparalleled. Year after year our annual convention has increased in size. The second area is education and career development. We need to bring new talent into our industry and continually develop that talent to eventually become senior management. The third area is legislative advocacy and that's really my principal focus in my involvement with NAPSLO. And lastly is the association's outreach to the insurance industry, to the retail community and to the buyer to assure that there's the recognition of the benefit the surplus line industry and wholesaler can bring to their insurance needs.

NAPSLO's focus for the year ahead:

We continue to focus on the four key values that we bring to our members which are legislative advocacy, education and career development and networking. To that end, the focus is not changing, but rather continuing on the path that has been set by the outstanding leaders who have held this position before me.



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