

# The NAPSLO Advantage

Brady Kelley, NAPSLO Executive Director said, “the progression of NAPSLO education and professional development offerings then helps members cultivate talent in those employees once they’re recruited to the industry”. The following are excerpts of that interview.



**Brady Kelley**

NAPSLO Executive Director

“NAPSLO offers continuous opportunities to educate retail agents about the value that a NAPSLO member wholesale broker can add to an insurance transaction.”

## 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**

### **What do you perceive to be the greatest challenges and opportunities facing the excess and surplus lines industry?**

The 2014 A.M. Best review of the surplus lines industry continues to demonstrate the market’s financial strength and stability. The report, which has now been conducted for 21 years, highlights the market’s success in developing new and innovative solutions to emerging complex risks and that commitment to innovation certainly leads to opportunity for the industry. Our members continue to be challenged with business succession planning and the need to manage and grow their young talent.

### **How does NAPSLO help members address these challenges?**

NAPSLO’s Career Awareness and Internship Committee supports initiatives to attract new talent to NAPSLO member companies. One way we do that is by raising the level of awareness on college campuses about careers and internships in the E&S market. NAPSLO’s internship program places students seeking careers in the industry in summer positions. The Derek Hughes/NAPSLO Educational Foundation also supports an annual scholarship program for insurance students.

### **Why should a retail agent seek out a NAPSLO member in the surplus lines marketplace?**

The wholesale distribution system provides access to a unique segment of the insurance industry where cost-effective insurance solutions are tailored to each client’s insurance needs. NAPSLO members can solve complex insurance problems and provide customized, innovative solutions that the standard market is either unwilling or unable to underwrite.

### **What is NAPSLO’s focus for the year ahead?**

We will continue to enhance our key programs and services including networking, education and career development, legislative and regulatory advocacy and reinforcing the value NAPSLO members add to the wholesale distribution system. We continue to focus our legislative and regulatory advocacy on uniformity in the regulation and taxation of surplus lines within the state-based regulatory system. We also support federal legislation to ensure surplus lines insurers continue to be eligible to underwrite complex flood risk as a supplement to the National Flood Insurance Program and standard market. Additionally, we look forward to assisting however possible in the implementation of the National Association of Registered Agents and Brokers (NARAB), which was enacted earlier this year.