



SELECTIVE
BE UNIQUELY INSURED®



INTRODUCING BIG "I" FLOOD DEDICATED BENEFITS

In celebration of the 20th anniversary of the Selective/Big "I" Flood partnership, agents writing business with Selective Flood through Big "I" Flood will soon receive a package of benefits dedicated to them. These enhancements take the Big "I" Flood program with Selective to a whole new level.

BASIC LEVEL

Agents writing at least 5 policies or \$2,500 premium will enjoy:

- ▶ Commission levels of 18% new business/15% renewal/18% rollover^a
- ▶ Instant access to underwriters using website Flood Chat feature
- ▶ Selective Perks Program, providing discounts on goods and services to help your clients reduce the risk of loss or provide assistance in event of a claim
- ▶ Access to the Selective Flood Resource Center for support in selling NFIP coverage and to help you better prepare your clients for the storm ahead. Material includes:
 - ▷ Summary of coverages
 - ▷ NFIP training courses
 - ▷ Claim processes
 - ▷ Outreach materials

CONCIERGE LEVEL

Agents writing at least \$500,000 will enjoy a customized package to include:

- ▶ Commission levels of 20% new business/18% renewal/20% rollover^{bc}
- ▶ New business expense reimbursement allowance (ERA) for agencies committing to writing at least \$50,000 in new business annually^d
- ▶ Being recognized as a concierge level agency by having access to a dedicated underwriting team.
- ▶ Agent development courses tailored to educate your staff on nuances of NFIP and growing your book of business.
- ▶ Co-op advertising grants to promote flood awareness to consumers and businesses
- ▶ Instant access to underwriters using website Flood Chat feature
- ▶ Selective Flood Perks Program, providing discounts on goods and services to help your clients reduce the risk of loss or provide assistance in event of a claim.
- ▶ Access to the Selective Flood Resource Center for support in selling NFIP coverage and to help you better prepare your clients for the storm ahead. Material includes:
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VISIT WWW.INDEPENDENTAGENT.COM/FLOOD TO LEARN MORE.

concierge

a) Eligibility measured bi-annually. Commission will be lowered to 15/12/15 should book of business fall below five policies or \$2,500 in total premium.

b) Eligibility measured bi-annually. Commission will be lowered to 18/15/18 should book of business fall below \$500,000 in total premium.

c) Agents earning higher commissions will continue at those levels.

d) ERA - Commitment of \$50,000 or more in new business annually. Commission override is 1% additional point if minimum of \$50,000 is achieved, paid on total new business placed during the ERA term. Agreement is a 3 year period with a premium reset to \$0 at the beginning of each year, with a payout at the end of each calendar year.