



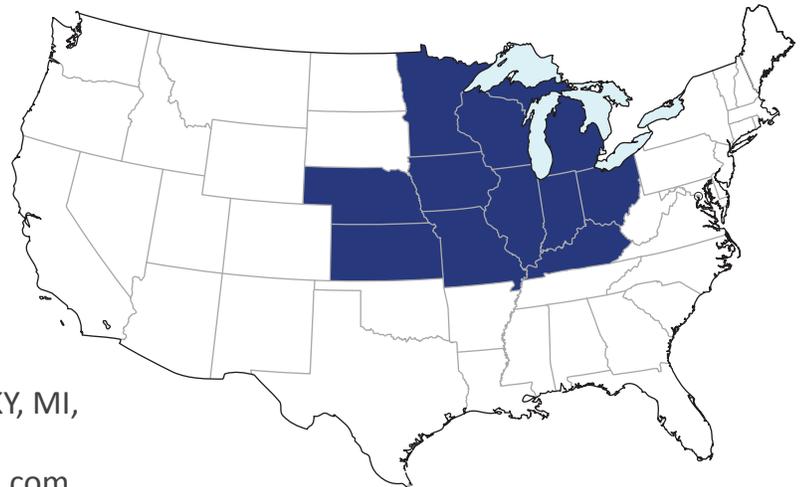
Nina Do

Region: Midwest

States: IA, IL, IN, KS, KY, MI, MN, MO, NE, OH, WI

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Nina Do is a Territory Manager for Selective Insurance Company of America. Selective has been a Write Your Own carrier (WYO) for the National Flood Insurance Program (NFIP) since 1984 and is one of the top 10 writers of NFIP policies. Selective is proud to be the endorsed flood carrier for the Independent Insurance Agents & Brokers of America (IIABA). Nina has been in the insurance industry since 1999 and is well versed in flood underwriting, education and marketing. Due to her extensive experience, she is your go-to resource for knowing the ins and outs of flood insurance.

Here's how Nina can help you write and service your flood insurance clients:

Regional Presence: Based in the Midwest region, Nina is your boots on the ground providing you with the knowledge and expertise needed to effectively speak flood. You'll see her around at Big "I" conventions and industry events teaching continuing education classes and making herself available to answer your flood insurance questions.

Expertise: Since she is dedicated to this one line of business, Nina has intimate knowledge of flood insurance and has both a national and regional awareness of specific issues.

Experience: With more than 15 years in the insurance industry, Nina understands the agent/consumer dynamic and can lend marketing support in communicating the need for flood insurance to your clients.

Underwriting Support: Nina is your go-to resource for understanding the ever changing NFIP rules and regulations.

Marketing Support: Selective has a plethora of customizable resources to help you sell more flood insurance. Nina can assist you in navigating these materials to help you identify what will work best to achieve your business goals.

Education: Nina is certified to teach continuing education classes offered by your Big "I" state association.

On-site Book Roll-over Assistance: Changing carriers can be a time consuming process. Nina and her colleagues can provide administrative support, making the transition seamless.