



BIG I FLOOD PROGRAM



SELECTIVE
Insurance

New Program Structure for Big “I” Flood Program

Big “I” AdvantageSM is excited to announce changes in our flood program with Selective Insurance, a National Flood Insurance Program Write-Your-Own company (NFIP WYO). Our program partnership with Selective began in September of 2001, and we have been serving the needs of member agents ever since. The program is designed to serve all IIABA member agents, from those who only write a few policies a year to those with substantial flood markets. We finished 2005 with written premium of \$6 million and are now doing business with IIABA members in all states.

Effective April 1, 2006, our **new** program structure offers the member agent **new** business plan options with Big “I” Advantage and Selective. We operate as a managing general agency, and agents may choose to participate as sub-producers for the Big “I” Flood Program by either:

- 1) Working with our office where we provide hands on tutelage and guidance for members who are not familiar with writing flood insurance; or
- 2) Remaining a sub-producer for the program but obtaining a direct contract with Selective. The direct contract grants agents access to Selective’s friendly but sophisticated **Flood-On-Line®** internet-based, flood processing system.

We have no volume requirements in our business plan options and our commissions reflect our level of service with participating member agents.

The Business Plan Options for the flood program are:

- 1.) **Selective Direct (Direct appointment with Selective)**
- 2.) **BIM Big “I” Flood Advantage (Using Big “I” Markets and working with our office)**
- 3.) **Big “I” Flood Advantage (Old-fashioned fax method at reduced commission)**

Make Your Choice!

Whether you signed up to participate at the beginning of our program in 2001; or just last week or, are registering for the first time, we are urging you to register and update your online profile at www.bigimarkets.com. Then go to the flood screen to select the business plan that best meets your agency’s needs regarding flood insurance.

The registration site includes the Flood Program Business Plan Choices. Make your choice by completing the online registration profile or updating your existing registration profile.

IF YOU REGISTERED FOR BIG “I” MARKETS ONLINE

Log in at www.bigimarkets.com with your username and password. Then click on **Take me to the FLOOD screen.** You will be sent to the **Flood Information** screen so updates can be made. When finished, click on update button and then exit. Your profile will be forwarded to Selective and you will be contacted based on the Business Plan Option chosen.

IF YOU ARE NOT YET REGISTERED FOR BIG “I” MARKETS, OR REGISTERED FOR BIG “I” MARKETS USING A PAPER REGISTRATION FORM

- 1) Go to www.bigmarkets.com and click on “Click here to register online!”

For those not familiar with Big “I” Markets: BIM is an online agent market access program available exclusively to Big “I” members.

- 2) Log in using your system administrator username and password.

If you don’t know your username and password, you may request it from this screen.

- 3) Continue through the screens providing general agency information including your agency tax ID#, agency license number/date for each state business is done, if applicable; Errors & Omissions insurance information; background information; editing the user information for all staff that will be asking for quotes including insurance license number/date for each state in which business is done and email addresses. (Be sure to check if the user should have access to quote reports for the entire agency.)
- 4) Read, initial, print (for your records) and accept the Sub-Producer Agreement.
- 5) Your registration is complete when the “success” icon appears.
- 6) Check “Send login Information to all users” and all users (your staff) will be sent an email with their user names and passwords so they may begin quoting.
- 7) Click “Done” and you will be forwarded to the BIM login screen. The Activity Box will appear so you can begin quoting flood or quoting of any other available product.
- 8) Your profile will be forwarded to Selective and you will be contacted based on the Business Plan Option chosen.

Should you have any questions about our business plan choices or our flood program in general, here are the national staff contacts:

Name	Title	Phone	Email
Alisa Johnson	CSR, Big “I” Flood Program	703-706-5385	Alisa.Johnson@iiaba.net
James Kelley	Dir, Big “I” Advantage Acctg.	703-706-5401	James.Kelley@iiaba.net
Linda R. Mackey	Mgr, Big “I” Flood Program	703-706-5380	Linda.Mackey@iiaba.net
Gary Heiligman	Assoc VP, Big “I” Advantage	703-706-5393	Gary.Heiligman@iiaba.net
Richard Batch	Assoc VP, Big “I” Advantage	703-706-5423	Richard.Batch@iiaba.net
Paul Buse	Sr VP IIABA/Pres. Big “I” Advantage	703-706-5375	Paul.Buse@iiaba.net

Alisa is your day-to-day contact. Linda is responsible for program management and agent relations. James handles commissions and revenue shares. Richard is our new director of underwriting and processing operations.

Technical questions related to Big “I” Markets registration should be directed to Michael Welch at bigmarkets@iiaba.net or (800) 221-7917.