



National Association of
Professional Surplus Lines
Offices, Ltd.

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COMPANY MEMBERSHIP DEFINITIONS & CRITERIA

Definition

Defined as a risk bearing insurer, incorporated or organized in any state in the United States or Canada, engaged in the writing of insurance principally through wholesale brokers/agents. Companies that meet all of the NAPSLO membership criteria other than those driven by percentages may qualify for Associate membership.

Criteria

1. Operated as an insurance company in the wholesale insurance business under its current ownership and management for at least two (2) years.
2. Has a secure rating from A.M. Best or an equivalent rating from another recognized rating organization.
3. Transacts annual written premiums of more than \$5 million.
4. Has a minimum of \$15 million in capital and surplus.
5. Must not exceed a net writings to surplus ratio of 3 to 1.
6. Derives at least 51% of its annual written premium volume from unaffiliated wholesale agents/brokers.
7. Demonstrates support of the wholesale insurance distribution system.



COMPANY MEMBERSHIP APPLICATION

Thank you for your interest in joining the NAPSLO membership. The information included in this application will be reviewed by NAPSLO's Membership Committee as required by the Association's bylaws and is confidential. Submission of this application does not constitute automatic acceptance of membership. *Please do not send dues payment with this application.*

1. Name of Applicant Firm

2. Address

City _____ State/Zip _____

3. Applicant Name & Title Of Primary Contact

Name _____ Title _____

Telephone _____ Fax _____

E-Mail _____ Web Site _____

4. NAPSLO's membership criteria requires that the Applicant Firm has operated as an insurance company in the wholesale insurance industry under its current management for at least two years. Does the Applicant Firm meet this criteria?

Yes No

Please provide the date the Applicant Firm established its operation.

5. NAPSLO's membership criteria requires that the Applicant Firm have a secure rating from A.M. Best or an equivalent rating from another recognized rating organization.

Yes No

Please provide the current A.M. Best rating.

6. NAPSLO's membership criteria requires that the Applicant Firm transacts at least \$5 million in annual premium volume. Does the Applicant Firm meet this criteria?

Yes No

Please list the Applicant Firm's total premium volume for the last three years.

Year	Premium Volume

7. NAPSLO's membership criteria requires that the Applicant Firm have a minimum of \$15 million in capital and surplus? Does the Applicant Firm meet this criteria?

Yes No

Please list the Applicant Firm's total capital and surplus for the last three years.

Year	Total Capital and Surplus

8. NAPSLO's membership criteria requires that the Applicant Firm's net writings to surplus ratio not exceed a ratio of 3 to 1? Does the Applicant Firm meet this criteria?

Yes No

Please list the Applicant Firm's net writings to surplus ratio for the last three years.

Year	Ratio

9. NAPSLO's membership criteria requires that the Applicant Firm derive at least 51% of its annual written premium volume from unaffiliated wholesale agents/brokers. Does the Applicant Firm meet this criteria?

Yes No

Please complete the chart for Applicant Firm's premium for the last three years.

Year			
Premium Volume from Affiliated Retail Agents/Brokers			

Premium Volume from Affiliated Wholesale Agents/Brokers			
Premium Volume from Unaffiliated Retail Agents/Brokers			
Premium Volume from Unaffiliated Wholesale Agents/Brokers			
Other			
Total Premium (Should Match Total in Question 5 Above)			

10. Please check all states and territories in which the applicant is licensed on either an admitted or nonadmitted basis.

STATE	ADMITTED	NONADMITTED
Alabama		
Alaska		
Arizona		
Arkansas		
Bermuda		
California		
Canada		
Colorado		
Connecticut		
Delaware		
District of Columbia		
Florida		
Georgia		
Hawaii		
Guam		
Idaho		
Illinois		
Indiana		
Iowa		
Kansas		
Kentucky		
Louisiana		
Maine		
Maryland		
Massachusetts		
Mexico		
Michigan		
Minnesota		
Mississippi		
Missouri		
Montana		
Nebraska		
Nevada		
New Hampshire		
New Jersey		
New Mexico		
New York		

North Carolina		
North Dakota		
Ohio		
Oklahoma		
Oregon		
Pennsylvania		
Puerto Rico		
Rhode Island		
South Carolina		
South Dakota		
Tennessee		
Texas		
Utah		
Vermont		
Virgin Islands		
Virginia		
Washington		
West Virginia		
Wisconsin		
Wyoming		

11. List all associations of which the Applicant Firm is a member.

12. List all branch offices. Member firms, except Associate members, are required to annually list all branch offices and pay annual membership dues on those offices. A Company branch office is defined as revenue producing office or deals with wholesale agents and brokers, and is 50% or more owned by the parent firm.

13. Briefly describe the types of coverages/classes of business the Applicant Firm is currently underwriting.

14. Please provide any other information which will help clarify your role in the wholesale insurance industry.

Please forward reference form (included in application packet) to your two selected NAPSLO **voting** member firms so they may be completed and mailed or e-mailed by **an executive officer or principal of those firms**. These completed reference forms must be submitted to the NAPSLO office. Reference forms must be submitted to NAPSLO voting members who know you in your current business capacity. A NAPSLO voting member is a wholesale broker, company or underwriting manager member of NAPSLO. NAPSLO associate members may not be used as references. Applications for membership cannot be processed until the above completed reference forms are received at the NAPSLO office.

In making this application for membership to NAPSLO, I do declare the facts given herein are true to the best of my knowledge. I further declare compliance with the membership requirements and I have read and agree to comply with NAPSLO's code of ethics.

NAPSLO CODE OF ETHICS

Members of the Association agree:

1. To maintain high professional standards of efficiency, conduct, integrity, responsibility and services.
2. To exercise the utmost good faith in dealing with their principals, underwriters and assureds.
3. To refrain from maintaining or using the status of the profession, or affiliation with the Association, to attract business for personal financial gain in other lines of endeavor.
4. To refrain from maintaining or using their membership within the Association as a means of taking unfair advantage of competitors, or for any other purpose than those for which the Association is intended.
5. To regard the business of insurance as an unusual opportunity to provide essential services to the public, and to conduct themselves with dignity, courtesy and the highest degree of fairness in their relations with members of the industry and the public at large.
6. To be governed by a spirit of cooperation, helpfulness and frankness in their relationships with fellow members to the end that each shall be better equipped through such cooperative measures and exchange of ideas to better perform and function, and to foster the advancement and prestige of their profession.
7. To comply with applicable surplus lines laws and regulations, maintain necessary licenses and immediately notify the Association of any suspensions, revocation or termination of such licenses.

Signed _____

Title _____ Date _____

DO NOT SEND MEMBERSHIP DUES PAYMENT WITH THIS APPLICATION.
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Note: A change in ownership necessitates immediate advice of same to the NAPSLO office along with a new completed application.