



Flood Contents Coverage Helps Protect Your Clients and Your Agency

By Lisa Tuminello, Selective Flood Manager



Recent flood events, especially in LA, TX, FL and along the East Coast, have reinforced the need for contents coverage on flood policies. Adding contents coverage to a flood policy provides customers an added level of protection in the event of a loss. It also provides your agency with a sense of security about errors and omissions risk knowing that contents coverage was offered.

To help you market the contents coverage to your customers, you can use [eMarketing templates and postcards](#) that can be ordered through the [Selective Online Marketing Portal](#). Easy to use, these tools are a great way for you to strike up a conversation with clients on the importance of having contents coverage in place. As an added service for you, Selective will review your flood book of business and identify policies without contents coverage in place. If you're already doing business with Big "I" Flood, contact Selective's Flood Business Development team at floodsales@selective.com today for a list of your policies without contents coverage. If you need any other assistance or have further questions, contact Selective at (877) 348-0552 ext. 1033 or 1023.

Not yet registered with Big "I" Flood? It's easy to get started today. Simply visit www.iiaba.net/Flood for all the information you need to roll your book of business or begin selling flood insurance