

Flood insurance facts for insurance agents

While a majority of flood insurance is purchased through the National Flood Insurance Program (NFIP), agents play a critical part in advising their clients about the best ways to protect their property and the risks of not having flood insurance.

If your company participates in the Write Your Own program (WYO), here are some helpful facts:

- There is a perception that flood insurance policies are hard to write. Actually, Preferred Risk Policies (for those outside high-risk flood areas) are quite simple. If writing a policy for someone in a high-risk zone, there are many resources to help agents, including [free training](#).
- Encourage your clients to purchase their policies now. There is a 30-day waiting period on all purchased policies so waiting until the season has begun, or worse after a flood event, is not recommended.
- Most Minnesotans are eligible for NFIP because 88% of Minnesota communities have opted into the program. [Find out if your area is eligible](#).

Clients that live or own property in a high-risk area face a one in four chance of flooding during a 30-

year mortgage. They are often required to pay for flood insurance and have a federally backed mortgage. Under these policies, clients can have part of their flood loss avoidance costs covered. They can find out what is covered here. Once they pay off their mortgage, they should still continue to purchase flood insurance. Additionally, there are ways to lower the risk of flood or to pay less for flood insurance.

For agents that would like to brush up on flood insurance basics, they are encouraged to sign up for NFIP agent on-line training courses. [Get information about available courses](#) and the WYO program.

Additionally, some of the larger insurance companies that participate in the WYO program have their own trainings available. Inquire with your employer for more information.

Even if your company does not participate in the WYO program, you can still help clients to [sign up for the Federal program through NFIP Direct](#).

Agents can call 800-427-4661 for assistance or email floodsmart@fema.dhs.gov. For more information, visit www.floodsmart.gov and “Flood Insurance Basics” at mn.gov/commerce.

