



















Celebrating a 40-Year Milestone

Congratulations to the Northern Marianas Insurance Association as it commemorates 40 years of service to the Commonwealth! We thank the association's continued efforts to improve and enhance the insurance industry for the betterment of our people.

The insurance industry has long played a considerable role in our economy, and the NMIA's achievement of this milestone is no easy feat. We look forward to partnering with members of the association and other private sector organizations in growing our economy and in advancing the benefits that the insurance industry provides to our people and to our businesses.



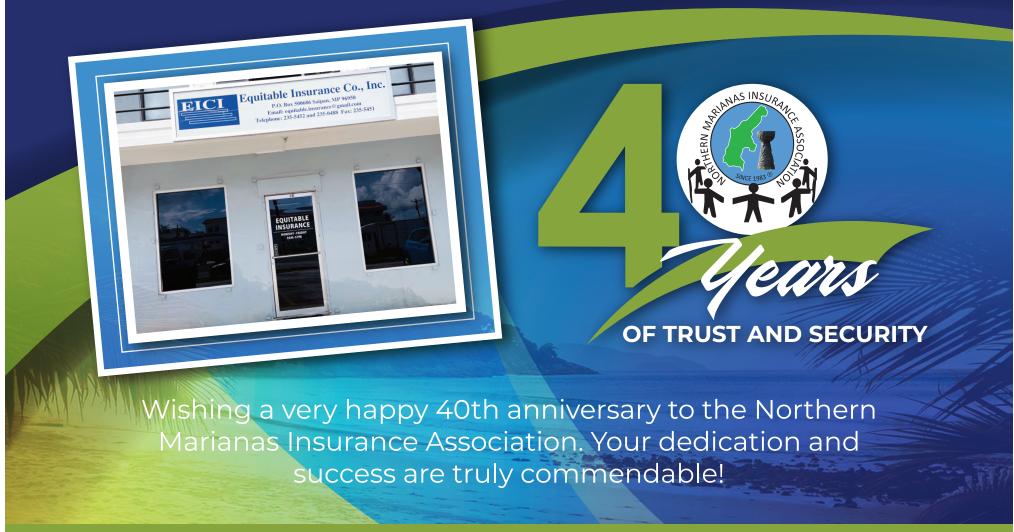
Again, congratulations!



Arnold 7. Palacios
Governor

David M. Apatang
Lt Governor





FROM THE MANAGEMENT AND STAFF OF



P.O Box 500686 Saipan, MP 96950 Email: equitable.insurance@gmail.com Telephone: 235-5452 and 235-0488 | Fax: 235-5451



Northern Marianas Insurance Association

A Message from the President: Happy 40th Anniversary!

As we enter the second half of the year 2023, the Northern Marianas Insurance Association is able look back on the last two decades that encompassed several achievements whilst also celebrating its 40th anniversary. Our membership has increased by 20% in this year alone, which is a welcome development in celebrating our 40th anniversary this year. The association of property and casualty insurance companies has not witnessed such interest in our organization during the last decade until now. It only shows that the stakes that we are in now is too high for



the insurance industry to be silent and not to get involved in this evolving nature of our business. The increase in technology, the calamities and disasters that affect our Mariana Islands which include both Guam and Saipan, and the economic downturn brought about by the dwindling numbers of tourist entering our region left us with no option but to thrive and let our vision continues to be our focus in the years to come.

We believe that insurance still plays one of the major stimulators of every economy in the world, particularly after major losses as in a catastrophe. Two decades ago in 2001, we had the terrorism attack in the U.S. that shook the world. Terrorism insurance was born. Today, we are looking at cyber risk insurance as a new insurance product line because of the influx of social media and company dependence on online communications. We experienced major storms in Typhoon Soudelor in 2015, then Super Typhoon Yuto in 2018, which was the second strongest in the world and in history that hit the CNMI. Just a couple of months ago, Typhoon Mawar devastated Guam after two decades of near-miss, not to mention the impact of COVID-19 islandwide and worldwide. The increasing challenges faced by the insurance industry continues. Insurance pays big time to help an insured, an economy, or a country to recover and get back on its feet and our industry has to raise the bar to counter and meet all these demands if we are to stay in the long haul. The insurance industry has to unite in the form of association to rally together with the interest of the insurance companies, agencies stakeholders, and the insuring public's needs in mind and must be in balance in promoting tort reforms, community service, risk awareness and other initiatives.

Gol Corpuz

President, Northern Marianas Insurance Association





Department of Commerce

WORKERS' COMPENSATION COMMISSION COMMONWEALTH OF THE NORTHERN MARIANA ISLANDS P.O. Box 5795 CHRB, Saipan MP 96950 Tel: (670) 664-8018/8024 • Fax (670) 664-8074

A special congratulatory message to the Northern **Marianas Insurance Association's 40th Years of Trust and Security**

On behalf of the Department of Commerce's Insurance Commissioner and the Worker's Compensation Commission Team, we would like to extend our warm congratulations for the milestone that your organization has reached. Your organization continue to pursue its mission in protecting the CNMI consumers while providing good insight into the insurance industry to best serve the public.

This amazing accomplishment is just one step in your journey and will improve the organization's success and many to come.

The work that NMIA do as insurance professionals plays a vital role in providing financial resilience against disasters and gives the clients a sense of safety and security in the toughest times.

In accord with your organization, we see NMIA's commitment to build a stronger CNMI through the provision of safeguards for families and businesses.

Sincerely,

FRANCISCO D. CABRERA

Acting Secretary/Acting Insurance Commissioner Acting Worker's Compensation Commissioner







NMIA celebrates 40 years of serving the CNMI

By TERI M. FLORES

■he Northern Mar-Insurance ianas Association is celebrating its 40th anniversary this year and association president Gol Corpuz is proud to share that the group continues to make a difference in the lives of their clients as well as the wider CNMI community.

"We are going strong at 40 and we expect to continue growing and contributing our time and resources both to our members and to the community, especially after calamities and during their time of need," said Corpuz.

Under its bylaws, NMIA considers itself a non-profit organization, which was primarily created with the goal of fostering the professional, social, and educational association of insurance companies, general agents, subagents, brokers and adjusters doing business in the CNMI.

Composed of 12 insurance companies that operate in the Northern Marianas, they provide the CNMI insureds with a varied list of insurance products ranging from automobile, health, homeowners, personal accident, and

bonds, to workers' compensation, among others.

Advocacy

While it is primarily meant as a social group, the NMIA's greatest work can best be considered its ability to work with policy makers by introducing reforms in the civil

improving current policies and legislation that affect the local insurance sector and CNMI insureds.

Throughout its existence, the NMIA has been particularly instrumental in assisting the Department of Commerce in providing

justice system as well as in guidelines toward the implementation of significant legislation, which includes Public Law 11-55, which is the Mandatory Liability Auto Insurance Act.

Corpuz said the enactment of this law serves as a safeguard for innocent third-party victims injured by a motor-

death expenses by making insurance coverage a mandatory insurance requirement. This law also provides that vehicles cannot be registered without the vehicle owner securing a mandatory liability insurance of \$15,000 per person/\$30,000 per accident

ist to recover medical or even for bodily injury and \$15,000 per accident for property damage in place.

> Additionally, with help from the NMIA, the enactment of public laws on "No Direct Action," "Bad Faith" and "Capping Non-Economic Damages at \$300,000" has helped lessen litigations, which is good for both the industry and the insuring public as it minimizes the spending of funds and resources through unnecessary litigation costs.

> Building a strong working relationship not just among members but especially with industry stakeholders is quite important to the organization.

> "We develop and sustain relationships with legislators and policy makers by inviting them to our NMIA meetings as guest speakers. Occasionally, our association joins government-sponsored events like beautification programs and exhibits to network and to sustain our working relationship with them," said Corpuz.

NMIA's founding members

It was the need to provide

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Congratulations to the Northern Marianas Insurance Association

Thank you for helping the people of CNMI for



MOYLAN'S INSURANCE

HOME OF THE GOOD GUYS & GALS









CENTURY INSURANCE CORP.

Strong business relationships a cornerstone of its success

By TERI M. FLORES

Thirty-five years ago, Century Insurance Corp. joined the Northern Marianas' finance and insurance sector and remains one of the formidable companies in the region today that offers property and casualty insurance to insureds in Guam and the CNMI. CIC's product line also includes coverage for workers compensation, commercial vehicle, and public liability insurance.

CIC general manager Gol Corpuz attributes this success to CIC's unwavering commitment to providing its insureds with the most practical insurance solutions to manage their risks. "Our goal is to ensure that we build value for our stakeholders with the approach of getting optimum results, from applying professional insurance practices, to keeping up our technical competencies and providing excellent customer service. The fourth and most important aspect is embodying a corporate culture that values giving by actively contributing to the community where we do business."

A 31-year veteran of CIC, Corpuz began his career as a senior underwriter, working his way up to his current position as general man-catapult CIC to the top. ager. It is this same spirit of giving that gives Corpuz the pride to be a member of the team and the desire to remain a CIC employee. "I take pride that our company is very active in helping the community during times of calamities through either inkind or monetary donations. This help also extends to our employees within CIC and [parent company] TanHoldings Corp.

CIC's climb to market dominance began in 1988 when it entered the local finance and insurance sector as a subagent for Moylans Underwriters Insurance. Two years into the business, CIC became a full-fledged insurance carrier in 1990.

By building and sustaining long lasting alliances and relationships with customers, business partners and vendors, CIC was able to hold its dominance in the local finance and insurance sector from 2004 to date.

Its strong ties with two retail agents known for their integrity and strong reputations in the CNMI and in Micronesia—Aon Micronesia and the Joeten Group through Pacifica Underwriters Insurance—has helped

Describing the benefits of its collaboration with AON, Corpuz said, "Working with Aon Re helped us secure our first AM Best Rating with B+. Their guidance that stemmed from years of various client experience on rating issues was invaluable. ... Thanks also to AON, our head office in Guam also attained a higher AM Best rating of B++ (Very Good) through the infusion of more capital."

It also helped that, as a subsidiary of TanHoldings Corp., CIC was able to build captive accounts. By virtue of this relationship, CIC has covered almost a third of the market share since 2004 until the present.

Another strategic decision that contributed to CIC's success was the company's decision to reinsure through a worldwide known Aon reinsurance broker and reinsurer Gen Re, which is also the highest AM Best-rated reinsurer. Gen Re is a subsidiary of Berkshire Hathaway that is owned by Warren Buffet, known to all as one of the richest men in the world.

Corpuz believes that CIC has reaped the benefits of this approach which has gained the company repeat business, referrals, and

even partnerships that have helped the business grow and expand.

"We have made building relationships and partnerships our business. Building relationships with the client is more important to CIC over and above just selling them insurance products. In fact, our records show that we continue to retain 90% to 95% of our clients despite the economic downturn," said Corpuz.

Underscoring the importance of staying connected with clients both in the good, but most importantly, during the hard and challenging times, is crucial, said Corpuz.

"Our former president, David M. Sablan, provided the template for us on how we should treat our clients and customers. TanHoldings' chief executive officer Jerry Tan and CIC president George Chiu further promote this corporate value that has been one of our guiding principles. ... By making ourselves accessible to clients and partners, we show our sincerity and that we are invested in their success. Saying hello or treating your clients to lunch or dinner might not be much of an ROI (return of investment) [but] it is about building relationships."

Recognizing clients as part of CIC's growth has also contributed much to the company's success. Corpuz explains. "We are one of the few insurance carriers in the CNMI and Micronesia that offers risk management solutions to clients and give them recommendations on certain hazards for the safety and betterment of their assets and facilities. By doing this, we have forged long-term business relationships that haven led to brand advocates and successful outcomes."

To attest to this, CIC hosts regular fetes for its valued and loyal customers, agents and brokers—a tradition that began when the company hit its 10 year milestone. Most recently, CIC's partners and customers were honored in joint anniversary celebrations of CIC and TanHoldings Corp.

Practicing reciprocity in business relationships is another virtue that CIC has gained from. "Strong business relationships are about being mutually beneficial to one another. A good example is T&T—Tenorio and Tan. Our company and our team members patronize the businesses of the Joeten group of companies on a fair and equal basis, with employees from both companies enjoying discounts from both businesses," said Corpuz.

Of course, not to be missed is the prudent underwriting by CIC's experienced team, which also helps CIC maintain its market dominance.

As what great companies are known to do, CIC followed this lead by first growing its existing assets and capabilities and ensuring continuous strong performance before opening its doors in the neighboring island of Guam.

Taking advantage of a qualifying certificate from the Guam Economic Development Authority, CIC branched out to Guam as part of its long-term plan for growth. In 2006, CIC became a domestic company in Guam and it eventually became the head office for both Saipan and Papua New Guinea branches, becoming the hub for the company's management team. Two years ago, CIC divested its stake in its PNG branch to concentrate more on its growing business in Guam and the CNMI.

"The demography of Guam and Saipan are very similar. Hence branching out to Guam is not a difficult task as compared to branching to Papua New Guinea," said Corpuz.

The company is currently doing its due diligence to explore opportunities outside of the Micronesian region. "We balance future plans of expansion with growth, correct risk assessment through feasibility studies as well as consultations with our experienced business partners in both retail and the international market," he said.





Membership Directory

OF THE PACIFIC, INC.

How many years have you been a member of NMIA:

Name of carrier/partner: Pacific Indemnity Insurance Company



How do you benefit as a member of NMIA: The purpose of having an industry association is to identify industry best practices, monitor the conduct of members with regard to dealings with the public and identify, discuss, and protect the public from emerging risk exposures. We have found the NMIA to be of great value in these regards. We enjoy working together with the fullest respect, and the knowledge that we are united for the best interest of the people in the CNMI. This is our obligation and duty to do just that.



How many years have you been a member of NMIA? We became an official member just this year (July 2023).

How do you benefit as a member of NMIA? As a member of the NMIA, we are able to contribute in upholding the insurance policies and standards for the benefit of the insuring public and the insurance providers as well.



How many years have you been a member of NMIA? Since 1994

Name of company partners?(Carrier) Aioi Nissay Dowa Insurance Co., Ltd.

MS&AD Aioi Nissay Dowa Insurance Co.,Ltd.

How do you benefit as a member of NMIA?

Being part of NMIA, we are able to discuss and share information regarding our insurance industry. As group we have strong support to inform our community about the importance of insurance to protect from financial risks.



Protecting Micronesia for 85 Years

How many years have you been a member of NMIA? Since 1989 (34 years)

Name of Carriers/Company partners? National Union Fire Insurance Company of Pitts., Pa.

A CAPITAL STOCK COMPANY

NATIONAL UNION FIRE INSURANCE COMPANY OF PITTISBURGH, PA.

How do you benefit as a member of NMIA?

Being a member of the NMIA we can bring new expertise and ideas, address the challenges and the risks we all face in the CNMI.

We are stronger together as a group of professional leaders to innovate for the betterment of our community.



EQUITABLE INSURANCE CO., INC.

How many years have you been a member of NMIA? Since 1983

How do you benefit as a member of NMIA? We benefit from being well-informed on insurance matters within our community and discuss any necessary updates concerning rates, changes on forms, and most importantly, giving back to the community.



MOYLAN'S INSURANCE

How many years as a member of NMIA: Moylan's was a member since 1984.

Name of carrier/partners:







How do you benefit as a member of NMIA: Being a member of the NMIA has granted us "open book" access to any and all information and activities shared amongst the members. We have established a closer bond with each member company and have garnered experience working together in making things happen that would benefit and/or improve the beliefs and practices of the insurance association, as well as the insurance industry as a whole. We are also recognized by the community as being a part of the sole property & casualty insurance association in existence here in the CNMI.



Century Insurance Co., Ltd.

How many years have you been a member of NMIA?:

Name of company partners? Century Insurance Company Ltd./Century Insurance Company (Guam) Ltd.

How do you benefit as a member of NMIA? It gives the company prestige and credibility to our clientele and/or customers that we service by being a member. It gives us a voice in the Legislature with regards to tort reforms. It protects rates and/or tariff through regulations. It allows us the opportunity to give back to the public through community outreach. It helps staff on trainings sponsored by the association. It develops partnership with co-members of the association.



How many years have you been a member of NMIA? 40 Years

Name of carrier/partner: Pacific Indemnity Insurance Company



How do you benefit as a member of NMIA?

"The NMIA is an organization that includes top admitted carriers in the CNMI that work collaboratively to provide reliable insurance coverage to consumers. The industry continues to play a vital role in the development, growth and advancement of the CNMI. As a group working in unison towards a common goal, we are confident that there will be continuity in the work that we do as insurance professionals to help manage financial risks and ensure financial protection and security. We are grateful for the partnership with other members of the NMIA and for the support of stakeholders, regulators and consumers." - Jessica Sablan, PIUI underwriting manager



How many years have you been a member of NMIA? We became an official member just this year (May 2023).

How do you benefit as a member of NMIA? As a member of the NMIA, we have continued to provide our services to our growing number of policyholders on the island. We have also expanded our reach while still upholding ethical standards and contributing to the activities for the betterment of the insurance industry and the community.

Northern Marianas Insurance Association's Executive Board of Officers 2005-2015 **Property of Particles** **Property of Particl

NMIA

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insurance coverage to local businesses that paved the way for the creation of the first insurance company in the CNMI. In 1962, businessman Edward Milne came to Saipan and put up the first Joeten village stores. When he could not find insurance coverage for these stores, Milne joined forces in 1965 with established businessmen Jose C. Tenorio, Manny Villagomez, Olympio T. Borja, Lorenzo Guerrero, Herman "Pan" Guerrero and former governor Pete P. Tenorio and established the Micronesian Insurance Underwriters Inc. It was MIUI that came to be the first insurance underwriter from the Northern Marianas that operated business in the Micronesian region, selling life insurance policies. Later, it merged with the Guamowned Moylan's Insurance Underwriters Inc.

It took 18 years after the CNMI's first insurance company was established for Public Law 3 -107 or the Commonwealth Insurance Act of 1983 to be enacted. The creation of the Insurance Commissioner's Office under the CNMI Department of Commerce through Public Law 3-107 served as the impetus for the creation of the NMIA.

Banding together to address the lack of tort reforms at that time to protect both the insurance industry and the insuring public, a small group of insurance professionals founded the NMIA.

The first NMIA board of directors had Alex Tudela, the co-owner of Equitable Insurance, as its president, with Tony Peters as his vice president, while Margaret Palacios acted as the group's secretary. On its second year of existence, Edward Milne was elected vice president of the board. Today, industry pioneer Maggie George is still active as the owner of Associated Insurance Underwriters. Currently, the NMIA board represents a good cross-section of the local insurance sector.

The original members may have been limited to representatives of property and general agents, but it has evolved to a more diverse membership that includes domestic, foreign, and alien insurers, agents, adjusters and brokers.

From its humble beginnings, the NMIA grew steadily through the years. "It took a lot of hard work for the NMIA pioneers to come together as a group. Inadequate funding and what seemed was a lackluster government support were not a deterrence, so they pushed through. We would not have reached our level of maturity today without the initiative of our founding members," said Corpuz. "Today, the NMIA continues to live up to its goal of listening to the concerns of member companies and finding solutions to these concerns. As a group, they make it a priority to offer advice to members and draw on and benefit from each other's expertise as well as international communities."

This relationship among NMIA members has given them the ability to respond to changing times and needs.

www.pacificains.com

Corpuz is himself a 35-year veteran of the local insurance

sector and a four-time NMIA president. Between holding the organization's presidency, Corpuz also held various posts, from being vice president, a 10-term treasurer and as director of the group, which he served twice.

Under his leadership, the NMIA continues to maintain its link with lawmakers and policy makers within the Department of Commerce, the Insurance Commissioner's Office, and the Worker's Compensation Commission Office.

According to Corpuz, the NMIA's current priorities include "working on revisions to the Workers Compensation and Automobile Tariff law as well as adjusting benefits and limits that are fair and reasonable to both insurers and the insuring public."

Community involvement

Undoubtedly, the insurance sector of any community makes a significant contribution particularly in the form of taxes, funding, and investments in the local economy.

In recent years, with the spate of back-to-back super typhoons that hit the islands, the local insurance sector has been very busy acting with urgency to help the insureds get back on their feet, either through the reconstruction of homes or resumption of businesses.

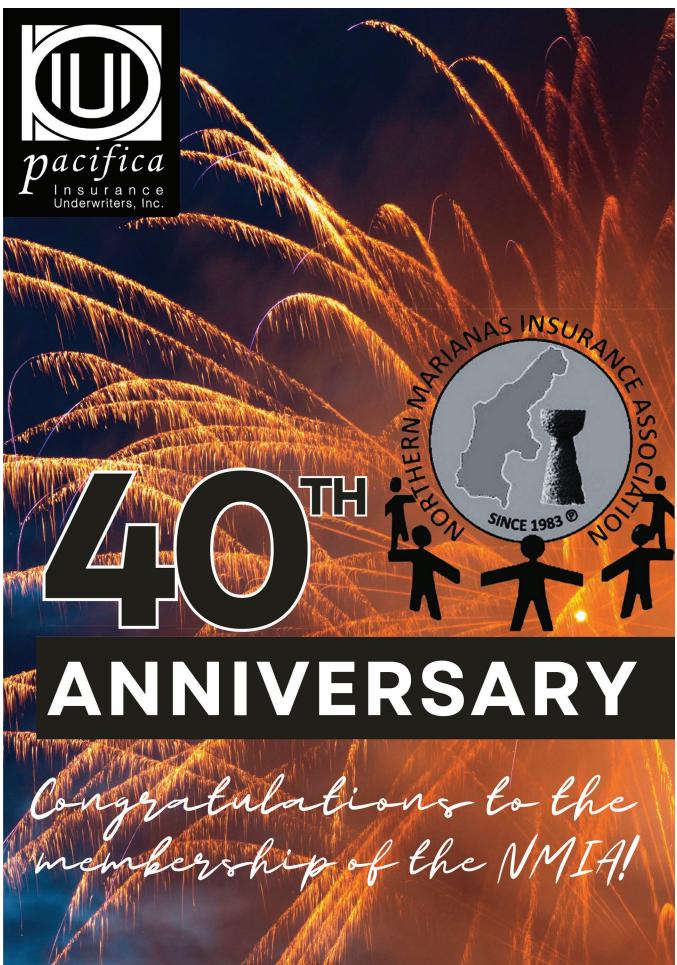
As an extension of their core business, Corpuz said community involvement is important to them. "It is our way of giving back to the insuring public, aside from paying their claims to recover their losses," he said.

Corpuz said the NMIA has partnered with the American Red Cross-NMI Chapter, Karidat Social Services, and the Salvation Army through monetary donations benefiting the community, especially after super typhoons Soudelor and Yutu. Individual members of the group have also donated separately for disaster relief.

But more than the help they give after a disaster, the NMIA proactively participates in supporting educational and scholarship grants given through the Northern Marianas College, said Corpuz. These scholarships are meant to encourage students to work in the CNMI, particularly in the insurance sector. The NMIA plans to introduce this same program at Marianas High School by school year 2024.

Another key educational initiative that the NMIA invests in is its collaboration with the CNMI Public School System. Dubbed as the "Master of Disaster" this 2001 initiative provides public school

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HEARTFELT Congratulations

on 40 years of excellence! The Northern Marianas Insurance Association is a shining example of perseverance and growth.

FROM THE MANAGEMENT AND STAFF OF

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Celebrating four decades of remarkable achievements!



to the Northern Marianas Insurance Association for 40 years of encouraging industry best practices and ensuring the people of the CNMI are fairly treated with regard to their insurance needs.



Pacific Indemnity Insurance Company & Associated Insurance Underwriters of the Pacific (General Agent)

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Congratulations to the Northern Marianas Insurance Association (NMIA) on your 40th Anniversary.

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TakeCare Insurance Company, Inc. The First accredited Health Plan on Guam.

akeCare Insurance Company, Inc. has achieved another three year health plan accreditation by the Accreditation Association for Ambulatory Health Care (AAAHC). Through AAAHC accreditation, health plans demonstrate their commitment to providing high quality services and patient care for their members.

Health plans seeking accreditation by AAAHC undergo an extensive self-assessment and a rigorous on-site survey by AAAHC expert surveyors - physicians, nurses, and administrators who are actively involved in health care organizations. Below are the characteristics that are indicative of an accreditable health plan.

Quality and Standards of Care

Member Rights, Responsibilities, Protections

Provider Network Credentialing

Quality Improvements

Health Education/Wellness Promotion

Network Adequacy

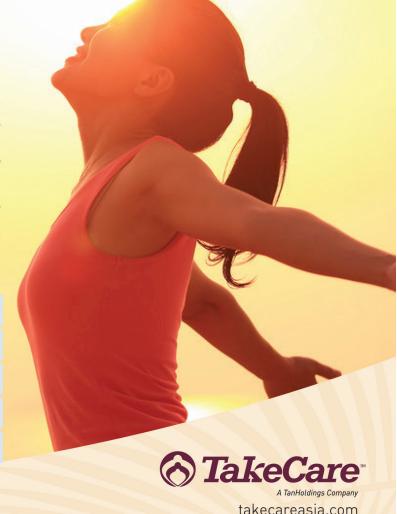
Governance

Case Management/Care Coordination

Risk Management

Environment of Care and Safety

Administration



Customer Service (670) 235-0994

Our Island, Your Health Plan

takecareasia.com









NMIA

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students from kindergarten to junior high school the skills and the preparedness ability to act on urgent situations and disasters. The group also makes disaster preparedness literature readily available to everyone in the community with the dissemination of hand-outs and brochures.

NMIA members can take advantage of regular seminars and training, the most recent of which is on general insurance practices on safety and OSHA general industry safety standards and guidelines. This training in March 2022 was organized in partnership with the Occupational Safety and Health Administration and was attended by over 30 professionals in the insurance, construction, and other industrial fields.

Access to shared information is another advantage NMIA members enjoy but Corpuz emphasizes that safety and caution remains paramount, especially when confidentiality of information is to be considered, "Each member company has their own insurance system and mobile app that works for them. Sharing claims information is welcome among members, particularly when

a customer transfers from one company to another. The association, however, is mindful about the confidentiality of information of our clients. While technology is a must in our day and age for efficiently servicing clients, it must be balanced with caution because of cyber risk while protecting the client's confidential information," said Corpuz.

Access to information also

means that NMIA members are given notice of any ongoing bills that may affect the insurance industry. Tariff as formulated by NMIA and approved by the Department of Commerce and the Insur-

a customer transfers from efficiently servicing clients, it means that NMIA members ance Commissioner's Office one company to another. must be balanced with cauare given notice of any onare only shared to group The association, however, is tion because of cyber risk going bills that may affect members.

In keeping with the times, the NMIA in May 2022 launched its website, where the insuring public can access and inquire online about their insurance concerns—both for the group or for individual members. Email addresses and contact numbers of each member company are also linked and available on the site, in case there is a need for information about, and from, a specific company or about the insurance association.

NMIA and the future

As the NMIA inches toward a new year in its history as a collective voice for the local insurance sector, Corpuz sees the group continuing its role as a major voice in catering to and promoting fair and reasonable insurance practices in the CNMI. "Our focus will remain connected to our charter and bylaws and continue the legacy and intent of our founding members," he said.

The NMIA's immediate and future plans include assisting the office of the Insurance Commissioner in adjusting the tariff for the Workers Compensation of 1989 and the Auto Tariff of 1999. Both tariffs are currently not on par with the current wages and conditions of the market. "We will also be working with our legal counsel and our law-makers to ensure that these proposed changes in the in-

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NMIA

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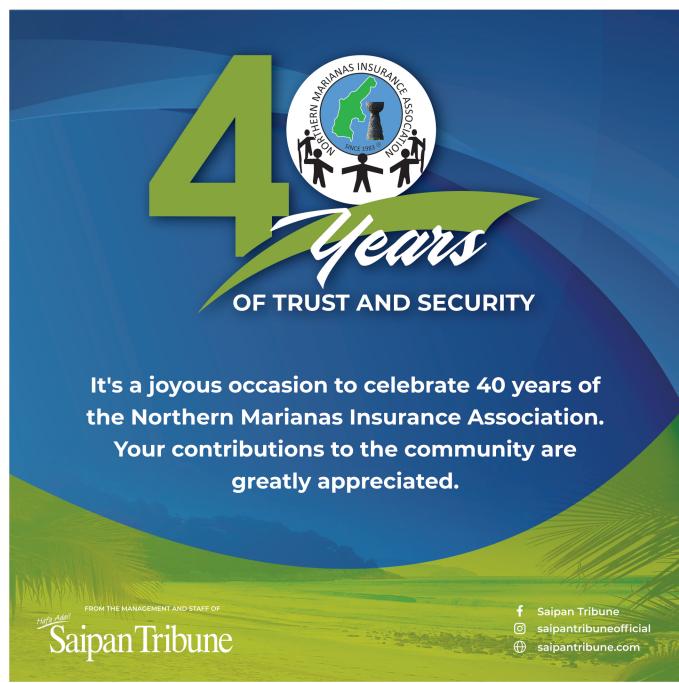
surances laws will gain legislative approval," said Corpuz.

While changes in government, which include policy and policymakers, may be a challenge to manage, the NMIA will remain apolitical to ensure that the interest of the industry is protected, the NMIA president said.

Most importantly. the NMIA will continue its community outreach programs focusing on insurance education, creating awareness within the insuring public about risk and catastrophe, as well as charitable contributions as the group's funds may allow.



The Northern Marianas Insurance Association donates to Karidat Social Services after Super Typhoon Yutu.







The Northern Marianas Insurance Association presents scholarship checks.



Northern Marianas Insurance Association officers pose in front of a bus stop they adopted and spruced up.

NMIA



Northern Marianas Insurance Association Insurance and OSHA Safety Training at the Saipan World Resort in 2022.



The Northern Marianas Insurance Association donates to the American Red Cross-NMI Chapter after Super Typhoon Yutu.



The Northern Marianas Insurance Association donates to the Salvation Army after Super Typhoon Yutu.