



Narragansett Bay
Insurance

NEWS RELEASE

Narragansett Bay Adds Territory Manager for New Jersey

PAWTUCKET, RHODE ISLAND – August 2, 2010



Narragansett Bay Insurance Company announced that Colleen Greig has joined the company as Assistant Vice President – Territory Manager of New Jersey. With over 25 years of insurance company and agency experience, Ms. Greig will be instrumental in Narragansett Bay's expansion plans for New Jersey.

In her capacity as Territory Manager, Ms. Greig will be responsible for the appointment and management of independent insurance agents across New Jersey, providing agency training in Narragansett Bay's home risk improvement tool, ShelterPride,SM and its proprietary underwriting system, Write-1.SM

As an insurance professional for close to 26 years, Ms. Greig is excited to join a company that has revolutionized the homeowner's insurance market through its advanced analytics, risk management, and home appraisal service. "I have worked at several insurance companies throughout my career, and I am impressed with the energy and professionalism of Narragansett Bay. It is a very prosperous environment, and I am looking forward to utilizing my experience to enhance policyholder services," she stated.

Ms. Greig brings the unique perspective of having served in various levels of insurance service. As the Business Development Manager for New Jersey Skylands Insurance, she executed a business development plan that increased premium growth by 117%. By working closely with agents and staff, she developed field strategies that surpassed year-end goals in both growth objectives and agency participation and practices. She also has a vast knowledge of claims management and territory expansion, making her an excellent addition to Narragansett Bay's management team in New Jersey.

Donna Cunningham from ADP Statewide Insurance, who has worked with Ms. Greig for 6 years, noted that she will be an asset for Narragansett Bay in New Jersey: "I have always found Colleen to be a consummate professional, and her understanding of the needs and challenges of independent insurance agents in New Jersey provides Narragansett Bay with a competitive edge over other companies looking to grow in our state."

Rick Grisolia, Chief Marketing Officer for Narragansett Bay, said, "We are pleased to have Colleen on board to work with Todd Fought to spearhead a major expansion of new homeowner's policies in New Jersey. This business is about personal contact, and Colleen has built strong relationships through her years of experience working with independent agents throughout New Jersey. She will be instrumental in delivering our superior homeowner's insurance in a state where we see tremendous opportunity for growth."

About Narragansett Bay Insurance Company

Narragansett Bay Insurance Company, headquartered in Rhode Island, offers specialty insurance services and products to homeowners through an extensive network of independent agents along the Eastern seaboard. Backed by highly rated reinsurers and private equity partners, Narragansett Bay has received an “A, Exceptional” Financial Stability Rating (FSR) from Demotech, Inc., an independent financial analysis and actuarial services firm for property and casualty insurers. To find more information on NBIC, visit www.NBIC.com.

For more information, contact Kristin Arias at 401.495.0777 or media@nbic.com.

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