

***By Carolyn Lee***

***The Imperial Republican***

Insurance agent Sam McNair was recognized as a Certified Insurance Counselor Oct. 11 after completion of classes and tests concerning the handling of risk.

An agent at McNair Agency Inc. since 2009, McNair learned from top people in the industry to find the issues and exposures in commercial, personal, life and health insurance and in operating an agency.

Exposure, he explained, is what a client could be sued for, such as advice or product.

“It’s designed to get people to look at the risks and exposure, rather than just selling policies,” he said.

The advanced training was offered by the Professional Insurance Agents of Nebraska and Iowa and is independent of any carrier company.

McNair, who began his career working for Allied Insurance in 2003 in Lincoln, is now a member of the Society of Certified Insurance Counselors.