

For Immediate Release
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Warner Pacific Names Steven Selinsky, Vice President of the Michigan Market

Warner Pacific Insurance Agency has appointed Steven Selinsky to lead their expansion into the Michigan small group and individual health insurance marketplace. "We are thrilled to enter a new market and equally excited about having Steve spearhead this effort," said John J. Nelson, Warner Pacific's Co-CEO and Past President of the National Association of Health Underwriters (NAHU). "Steve has terrific leadership qualities and extensive experience in the Michigan market which makes him an ideal fit."

Selinsky, who has more than 18 years experience in the health insurance industry, most recently led Humana's consumerism efforts in the Great Lakes region where he was responsible for setting strategy, positioning Humana's consumerism solutions and educating Humana's sales team, brokers, clients and consumers. Prior to Humana, Selinsky spent ten years at PPOM, where he served as Senior Vice President of Client Sales and Provider Services. "It's an honor to work with Warner Pacific and help redefine what a General Agency can do for producers in the Michigan marketplace," said Selinsky. "Michigan is a state where there are significant opportunities to grow with our carrier partners by capitalizing on Warner Pacific's impeccable reputation and its superior tools, resources and support." Selinsky is a graduate of Albion College and currently serves as a member of NAHU's executive board. He also served as President and has held various positions with the Metro Detroit Association of Health Underwriters (MDAHU). Steve will be supported by Sales Executives, Barbara Spoeri, Kevin Jansen, Patricia Deneau and Troy Duimstra. "Our sales team has a wealth of industry experience, knowledge, relationships and is committed to delivering exceptional service to Michigan health insurance brokers," said Selinsky.

Warner Pacific's carrier partners in Michigan will include Aetna, Assurant, Destiny Health, Humana, IAC, and VSP. Warner Pacific's office is located at 100 Galleria Offcentre, Suite 419, Southfield, MI 48034.

Warner Pacific's sister company is headquartered in Los Angeles County and is a top producing General Agency for many of the nation's largest health insurance carriers. Founded in 1982, Warner Pacific has been an innovator in providing sales and service support and has the distinction of being the leading resource center for industry information and education serving over 7,000 brokers and independent agents.

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