



My name is Jana Schellin Foster, and I am a principle of Nevada Insurance Agency Co. We are a family owned business and have been in Nevada since 1935. I own the agency with my two

older brothers, Scott and Kyle Schellin. We have offices in both Reno and Carson City. Our agency has grown into one of the state's largest, most respected, and quality-conscious agencies specializing in the handling of all lines of insurance- professionals and businesses of all sizes, as well as personal insurance needs. In the last 85 years, we have developed and earned a reputation of serving each client with individually tailored, innovative, and comprehensive insurance.

I am a born and raised Nevada girl, Carson City to be exact. Fun fact, my office building in Carson City was converted from our family home and it is where I was brought home from the hospital. My husband, Tim, and I have two daughters, Jillian (12) and Reagan (10) who usually keep us quite busy. As any working parent knows juggling the professional life and the family life absolutely has its challenges. I do my best to be present wherever I am. I am a Dodgers fan and after waiting 32 lengthy years, I recently experienced the pleasure of watching my team WIN the World Series. It was worth the wait!

My father, Mike Schellin, and my brother, Scott Schellin, (Giants fans) are both past Chairman of the NIIA Board and continue to take great pride in this association and its future focus. I have served on the NIIA Board since 2017. Prior to that, I served on the NV Emerging Leaders (formerly the Nevada Young Agents Committee) from 2015. My role this year on the NIIA Board of Directors is InsurPAC/NIIPAC Chair. I was honored to win the 2019 National InsurPAC Young Agent of the year at our virtual Big 1 Legislative Conference in May. As you all know, advocacy is hyper important for the Independent Agency system and the future of our profession. With every legislative session, we see significant challenges for our profession, industry, and the business community in general. Our PAC's are crucial in advocating for our members on Capitol Hill and right here in Carson City. Your investment in our PAC is about protecting and promoting our future. It goes without saying that we are in unprecedented times. While we work to help our clients and communities in times of need, we must remain aware of existential threats to our industry. Both our national and state PAC support is needed NOW more than ever!

I also have the honor of representing the Big "I" in a National capacity as the National Young Agent Committee Chair. That position has kept me busy over the last 4 years, traveling (pre COVID) all over the country, meeting other young leaders with a real passion for our industry. It has created an amazing network of young agents and carrier partners for me. I'll tell you this- the future is bright! I would encourage any agency principle reading this newsletter to introduce the young agent leaders in our office to the Emerging Leaders here in Nevada. We have opportunities and endless resources to help them.

I am passionate about this association and the work that we do to perpetuate the industry and the independent model here in Nevada. Serving on this association for the past 4 years has been one of the highlights of my career. I have made friendships and memories that will go well beyond my time served on this board.

Please reach out to me anytime. We have countless tools and resources for your agencies. Independent agents are among the first to step up and take care of their clients and communities, let this association have your back in that same way.

If you haven't already, please submit your PAC donations TODAY! Please do not ever hesitate to call me if you have any questions.