

21st Annual TMPAA Summit

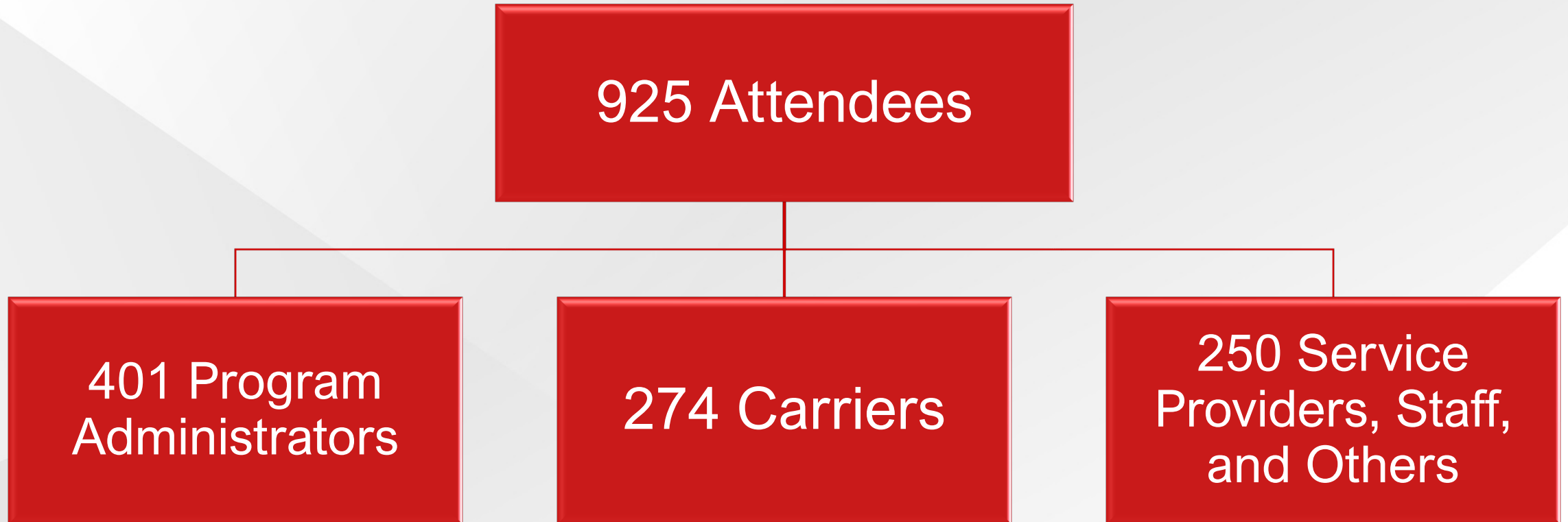


TARGET  MARKETS
Program Administrators Association



WELCOME
BACK

Summit Attendance



The Best in Programs Meet Here

State of the Association

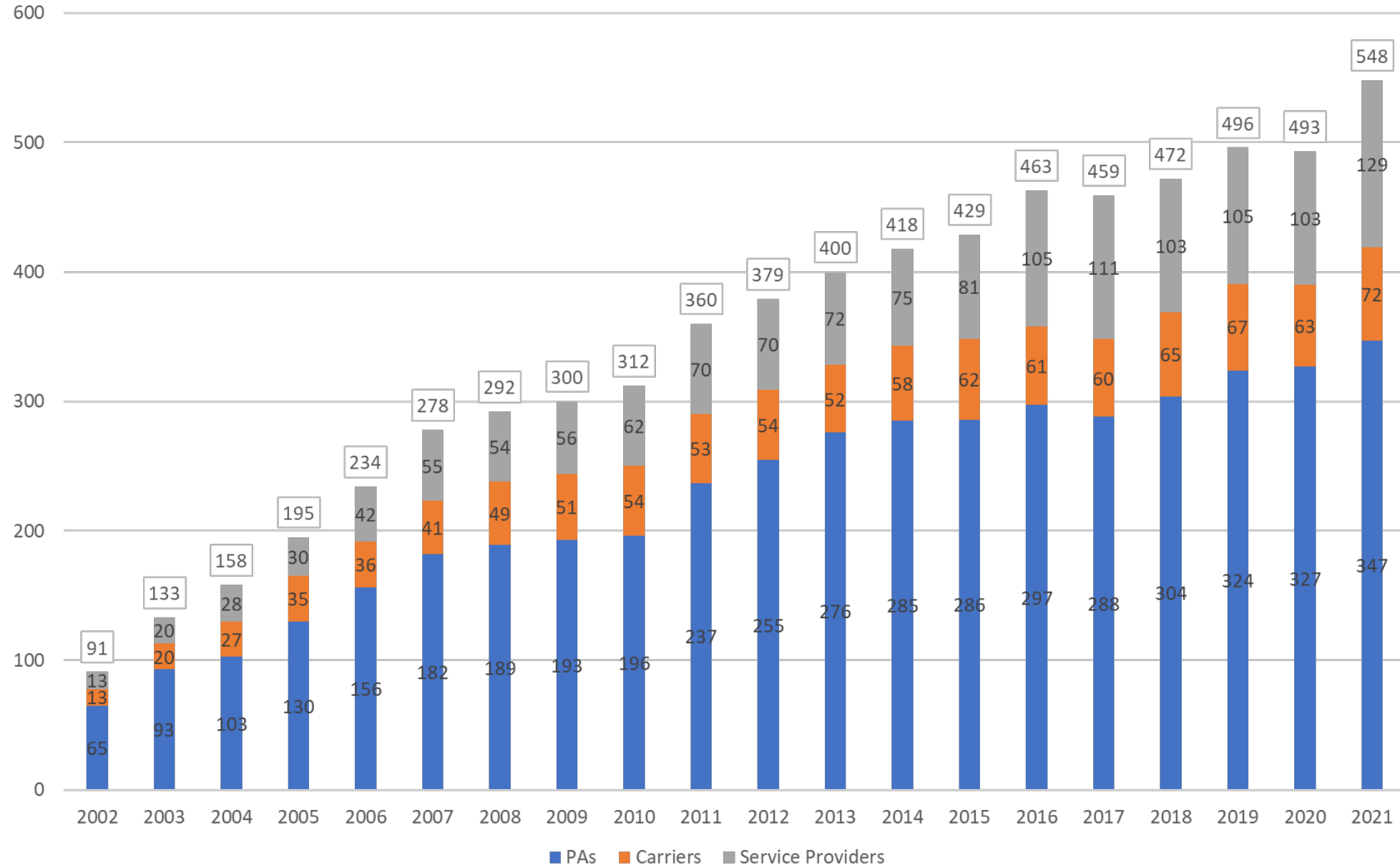


347 Program
Administrators

129 Service
Providers

73 Carriers

Target Markets Growth by the Years



Program Business by the Numbers

The TMPAA State of Program Business Study 2021

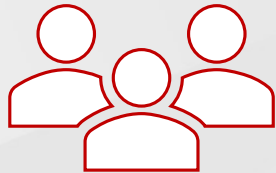
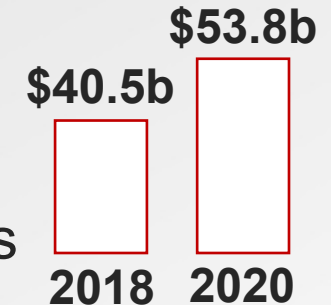


\$53.8 billion
in premiums in 2020

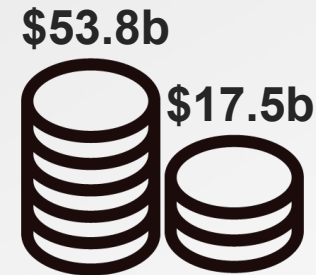
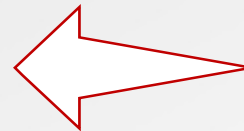


32.8%

increase in estimated
size of the program business



Despite active M&A activity, the
estimated number of program
administrators in the U.S. held steady at
1,000



207%

increase in program revenues
from \$17.5b in 2010 when TMPAA
inaugurated the market study



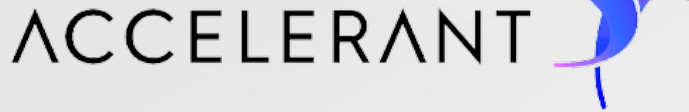
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State National • The Hanover Insurance Group

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- ➔ Download the App
- ➔ Enter your meeting registration email

Sponsored By:

The logo for AXIS, featuring the word "AXIS" in a bold, black, sans-serif font. A blue swoosh underline starts under the "A", goes under the "X", and then loops around the "S".

Download the Meeting App

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Get it on your phone or tablet!

Scan the QR code below, download the app, enter your meeting registration email, and select the 21st Annual TMPAA Summit.

A circular inset image showing a person's hands holding a smartphone, with a red bullseye target icon overlaid on the bottom left of the circle.

A square QR code with a red and white pixelated pattern.

meeting agenda
Plan your meeting effectively with session information, times, and locations.

attendee lists
Connect with fellow attendees via phone, email, or in-app messaging.

venue maps
Locate sessions, trade show tables, and designated meeting areas around the Westin Kierland.

SPONSORED BY: 

TMPAA Charities

TMPAA Charities supports scholarships at multiple universities with the goal of bringing new talent to our field. All scholarships support students in a Risk Management or Insurance related degree program.



Kiva is an international nonprofit with a mission to connect people through lending to alleviate poverty. TMPAA Charities has made over \$35,000 in micro loans since 2009.



Main Sponsor:
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Wilson Elser • Xceedance • Zurich



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Certifications & Designations



Best Practice Designation

- ✓ Evaluation tool reflecting current *Best Practice* expectations



- ✓ New & Updated Courses

Target University



We will award a total of **10 CPL Designations** during tomorrow's General Session.

Kelley Bernal • Connie Carpenter
Kristi Gayle • Timothy Hannon
Savannah Hayes • Joseph D. Kulas III
Brandon Loyd • Brian O'Neil
Marla K. Peters • Janice Vasquez

TU Cyber Security

The **Target University Cyber Security Course** provides the framework for keeping your company at a desired security level by assessing the risks you face, a plan to mitigate them, and deciding how you will respond in the event of a security breach.

Topics Include:

- Organizational Cyber Security Awareness Training
- Developing Security Policies and Procedures
- Elements of a Cyber Security Program
- Basics of Performing a Risk Assessment
- Regulatory Standards Compliance
- Cyber Breach Response
- Ongoing Plan Monitoring
- Cyber Insurance

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Driving losses down



Welcome

0%



Welcome to the Cybersecurity Course

Presented By



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NEXT >

TU Systems

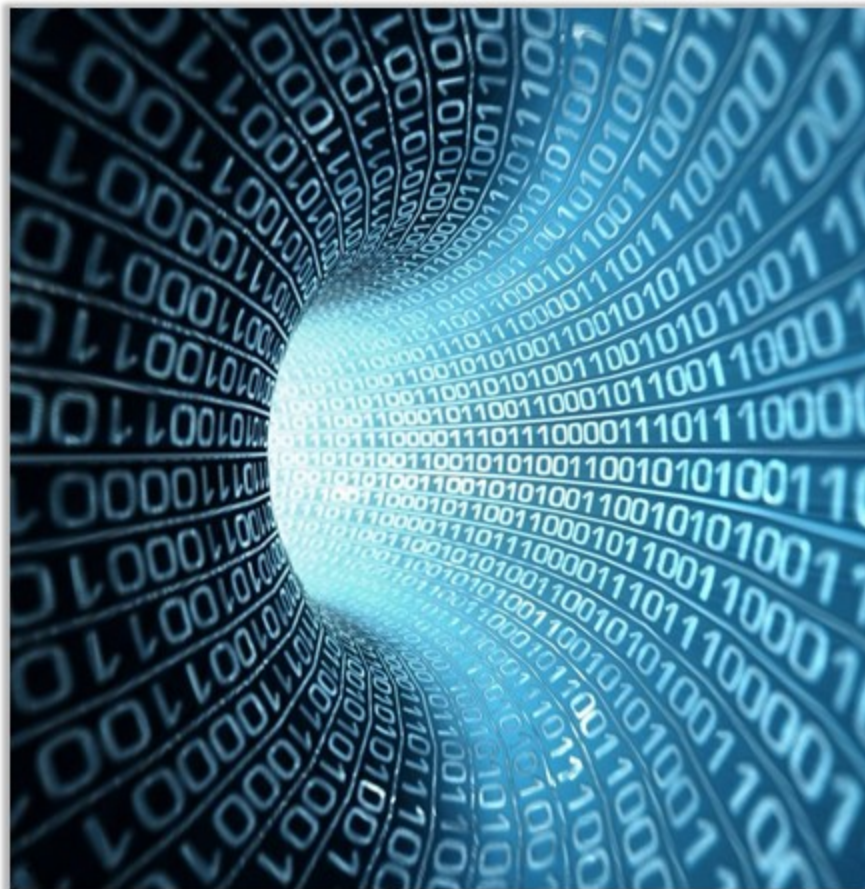
The **Target University Systems Course** is being updated to explain in simplified terms the complex technology world and familiarize you with terms and workflows to reveal a clear picture of how technology supporting the insurance industry works.

You will learn about:

- Cloud Infrastructures
- Client-Server Architecture
- The Evolution of Physical to Virtual Servers
- Application Delivery and Licensing, and Data Management

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University Partner:***





Welcome to the Systems Course

Presented By



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Today's Agenda

- 10:30 am –12:00 pm** Lloyd's Open House
- 11:45 am** Women's Networking Lunch with Carla Harris
- 12:00 pm** Networking Lunch
- 2:00–3:00 pm** Maximizing Compensation, Tax Advantages,
and the Value of Your Business
- 2:30–4:30 pm** Corporate Photo Opportunity
- 4:00–5:00 pm** State of Ransomware for Businesses and the
Insurance Industry
- 5:00–6:30 pm** Networking Reception

Wednesday's Agenda

7:00 am Networking Breakfast

8:30 – 10:00 am General Session

- CPL Presentation
- Industry Panel: Anatomy of a Fronted Program –
How PAs Can Leverage Expanding Fronting Options

10:30 am Making the Most of Your Marketing Dollar: Where You
Should Be Focusing Your Spend, and Why

11:30 am Box Lunch Available



Program Administrators Association

Save the Date

*2022 Mid-Year
Meeting*



May 2nd – 4th

Westin Boston Waterfront

TMPAA President Elect

2022 - 2023



John Colis



Congratulations, Ray Scotto!
20 Years as Executive Director of TMPAA

Where
Program
Business
Gets Done.

Keynote Speaker

Carla Harris, Vice Chairman, Managing Director and Senior Client Advisor at Morgan Stanley

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