

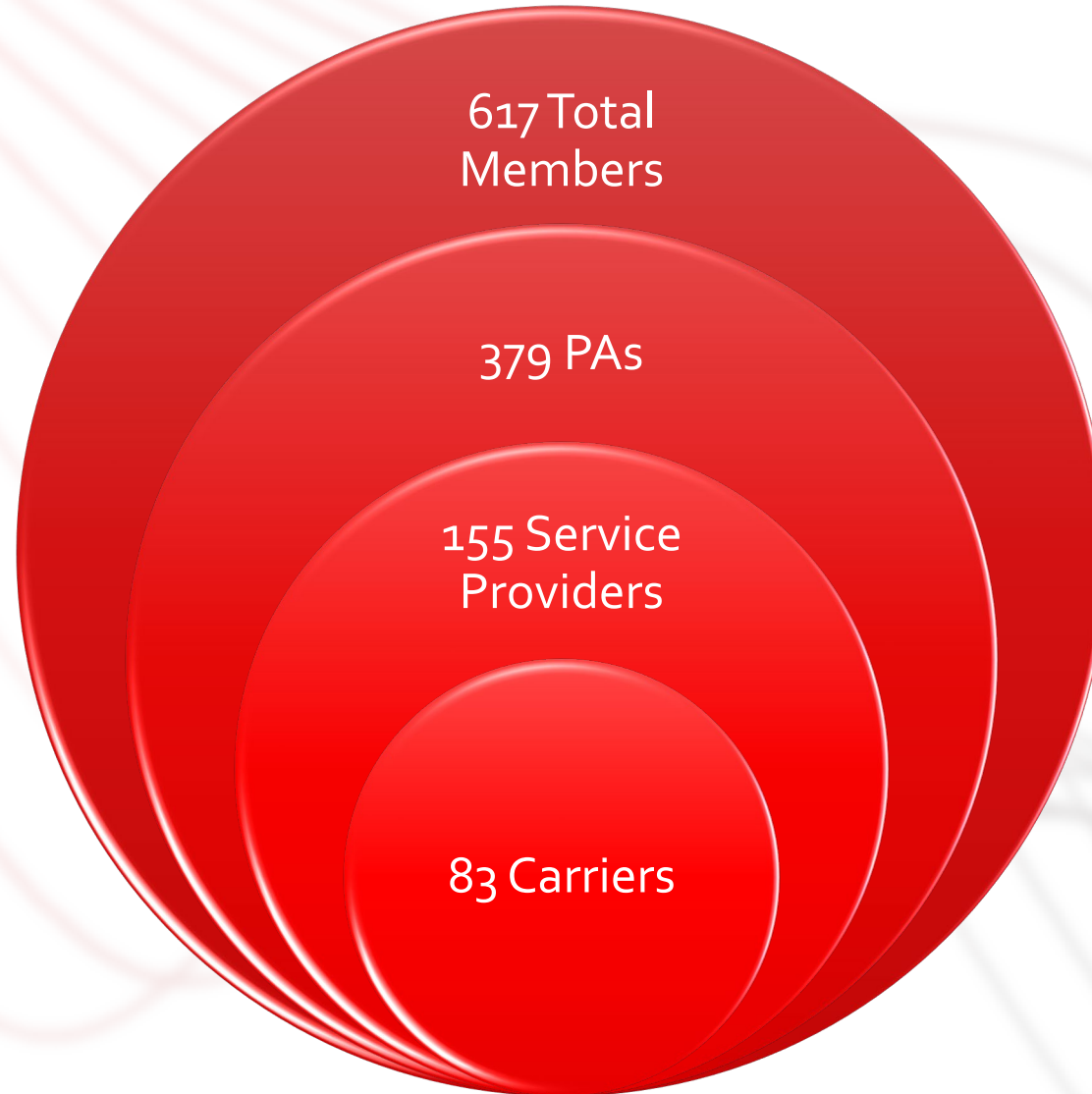


**22<sup>ND</sup> ANNUAL TMPAA SUMMIT**

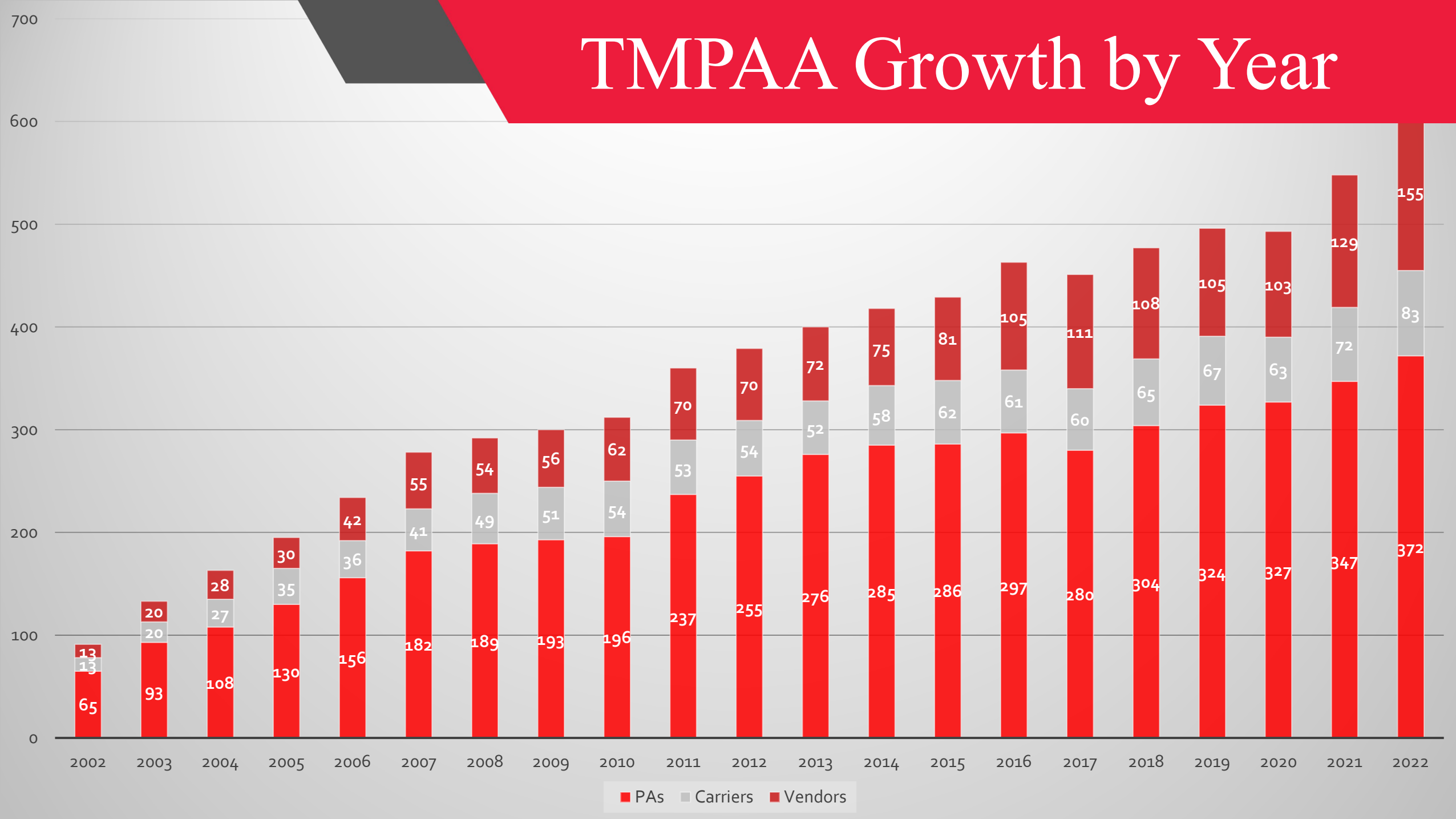
**THE BEST IN  
PROGRAMS  
MEET HERE**

**October 17-19, 2022**

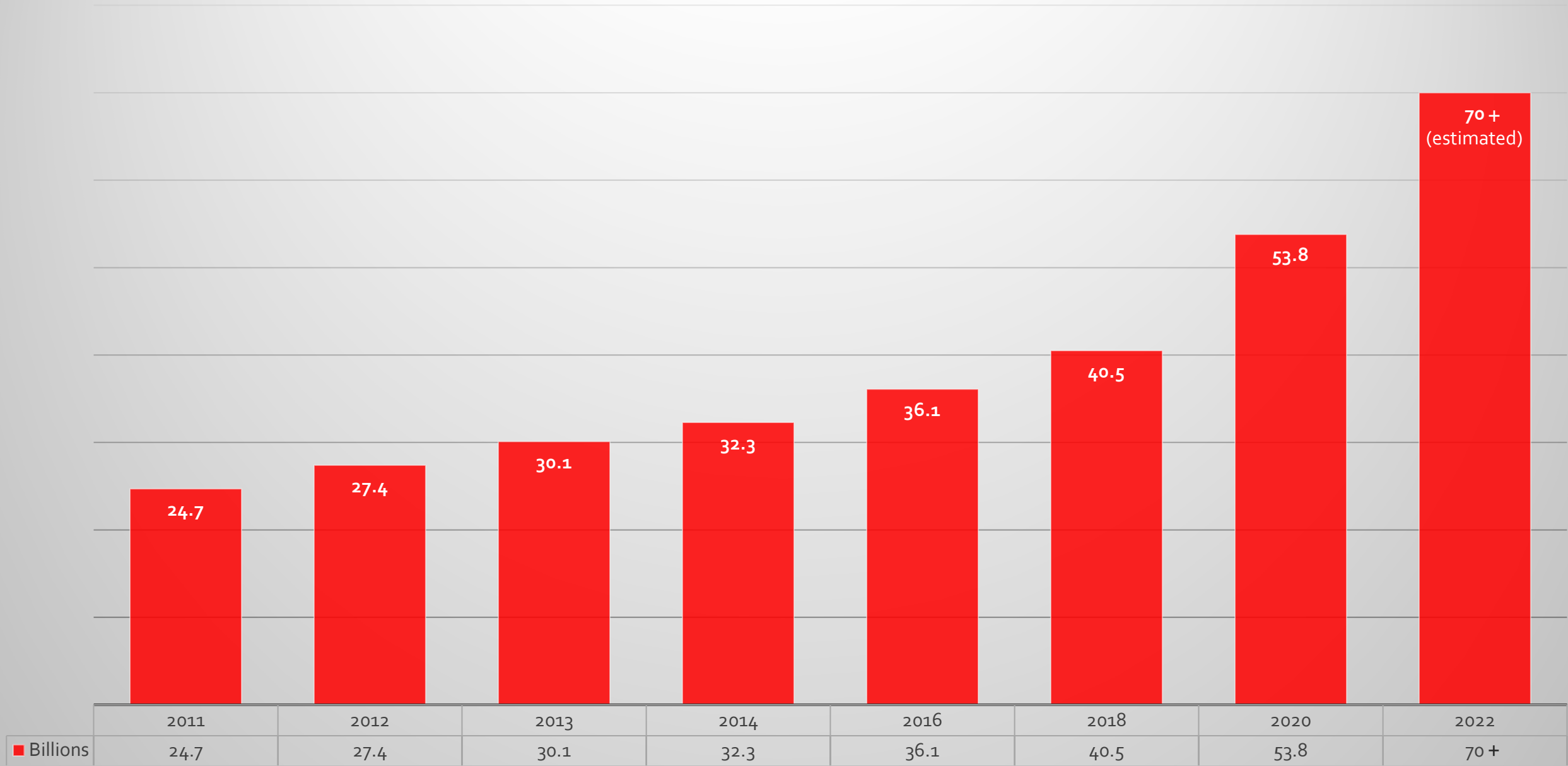
# State of the Association



# TMPAA Growth by Year



# Program Business Growth



# Summit Attendance

1,267 Attendees

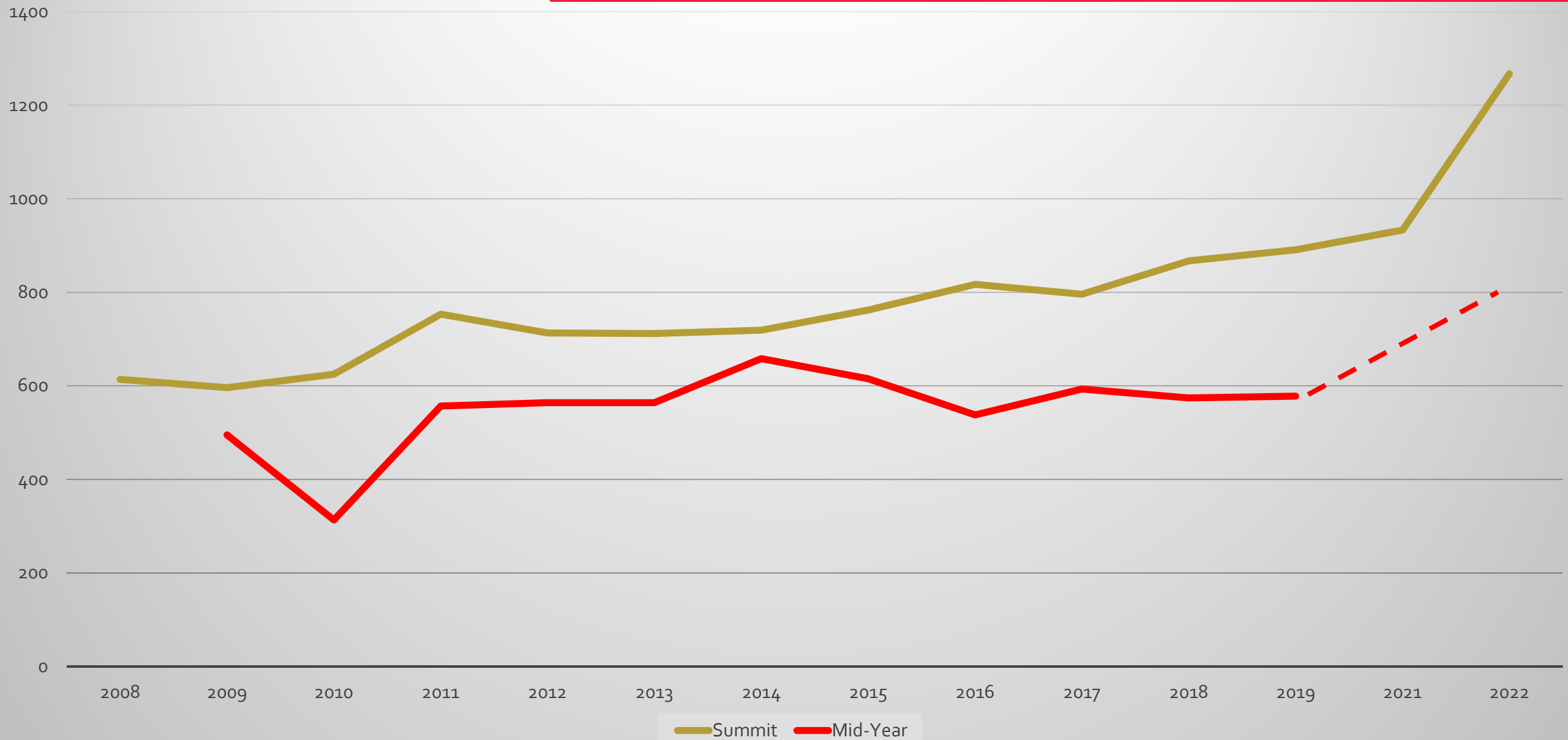
```
graph TD; A[1,267 Attendees] --> B[503/215 Program Administrators]; A --> C[384/80 Carriers]; A --> D[379/131 Service Providers, Staff, and Others];
```

503/215 Program  
Administrators

384/80 Carriers

379/131 Service  
Providers, Staff,  
and Others

# Annual Meeting Growth



# Gold Sponsors



# Gold Sponsors

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# Silver Sponsors

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Amwins Underwriting • Ethos Specialty • Lloyd's  
INSTANDA • DOXA Insurance Holdings

# Bronze Sponsors

MGA Systems • OneShield Software  
White Oak Underwriting • Gallagher Bassett

# Summit Mobile App

Access the Summit agenda, network with peers, privately message and schedule meetings, view maps, and much more!

- ➔ **Scan the QR code in your program book**
- ➔ **Download the App**
- ➔ **Enter your meeting registration email**

*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.



# TMPAA Charities

Thank you to our  
**TMPAA Charities Golf Tournament** sponsors:

## **Rough Notes®**

Alacrity Solutions • Ascot • Clear Blue Insurance Group •  
Everspan • Gallagher Re • GenRe • INSTANDA • Liberty Mutual  
Mutual Boiler Re • RPS Signature Programs • Ryan Specialty  
Group • Sedgwick • Selectsys • SmartPay • TheBest Claims  
Solutions • Tysers • Wilson Elser • Zurich

# TMPAA Charities

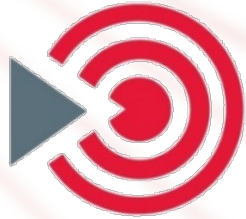


Thank you to our **Packages  
from Home** sponsors:

TheBest Claims Solutions  
BizDynamics (ValueMomentum)

# Certifications & Designations

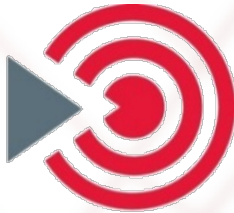
**TARGET  
MARKETS**



Best Practice Designation

- ✓ Evaluation tool reflecting current *Best Practice* expectations

**TARGET  
UNIVERSITY**



Program Business Education

- ✓ New & Updated Courses



# Best Practice Designation

## Evaluation Factors

- I. MANAGEMENT PERFORMANCE (Evaluation Factor: 20%): 22 Assessment Factors
- II. HUMAN RESOURCES (Evaluation Factor: 10%): 8 Assessment Factors
- III. TECHNOLOGY (Evaluation Factor: 20%): 6 Assessment Factors
- IV. UNDERWRITING PROCEDURES (Evaluation Factor: 20%): 11 Assessment Factors
- V. UNDERWRITING RESULTS (Evaluation Factor: 30%): 13 Assessment Factors

# Best Practice Recertification



**John Kennedy, President**

**Steve Zastrow, Chief Underwriting Officer**

**Sean Hoffman, VP Sales and Marketing**



# Target University



We will award a total of **8 CPL Designations** during tomorrow's General Session.

Julie Gibbs • Larisa Featherstone  
Frank A. Feldman • Tom Kiessling  
Brendan F. Mahoney • Marisa Tranghese  
AJ Upton • Kent Watson

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.

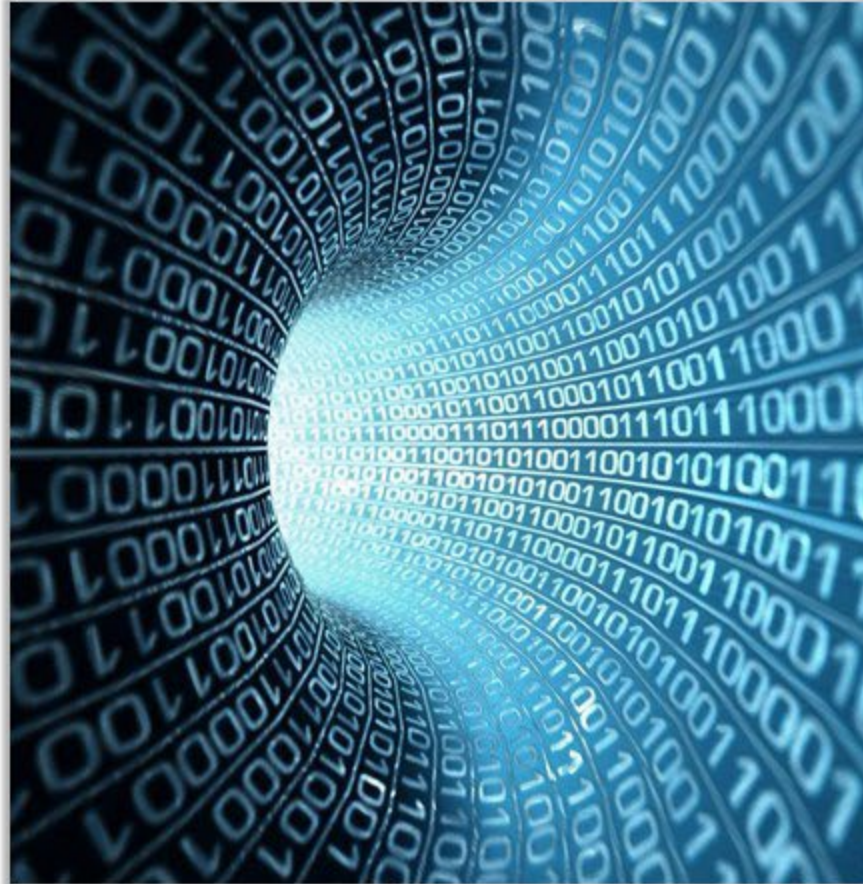
## You will learn about:

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

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*Driving losses down*



Welcome to the Systems Course

Presented By



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NEXT >  
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# Tysers Targeting Talent Trophy



Brian Paul Gulley,  
*One80 Intermediaries*

**London is calling!**



# Today's Agenda

- 10:30 am –12:00 pm** ..... Lloyd's Open House
- 11:45 am** ..... Women's Leadership Lunch
- 12:00 pm** ..... Networking Lunch
- 2:00–3:00 pm** ..... Using Equity Vehicles to Attract and Retain Key  
Employees
- 2:30–4:30 pm** ..... Corporate Photo Opportunity
- 4:00–5:00 pm** ..... Dystopian DC: The Insurance Consequences
- 5:00–6:30 pm** ..... Networking Reception

# Industry Presentation



**Join us tomorrow...**

## **A Critical Assessment of the Global Economy**

**Ron Insana**, *CNBC Senior Analyst and Commentator*



A vibrant sunset scene of the Boston skyline, featuring the Harbor Bridge and various skyscrapers reflected in the water. A white sign with a red pushpin is overlaid in the center, reading 'Save the DATE!'.

Save the  
**DATE!**

2023 Mid-Year Meeting  
May 1<sup>st</sup> – 3<sup>rd</sup> | Boston, MA



# *Keynote Speaker*

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Earvin “Magic” Johnson, Leader, Basketball Legend, and Successful Entrepreneur

