

# Welcome to Boston!



TARGET  MARKETS  
Program Administrators Association



# Download the Meeting App

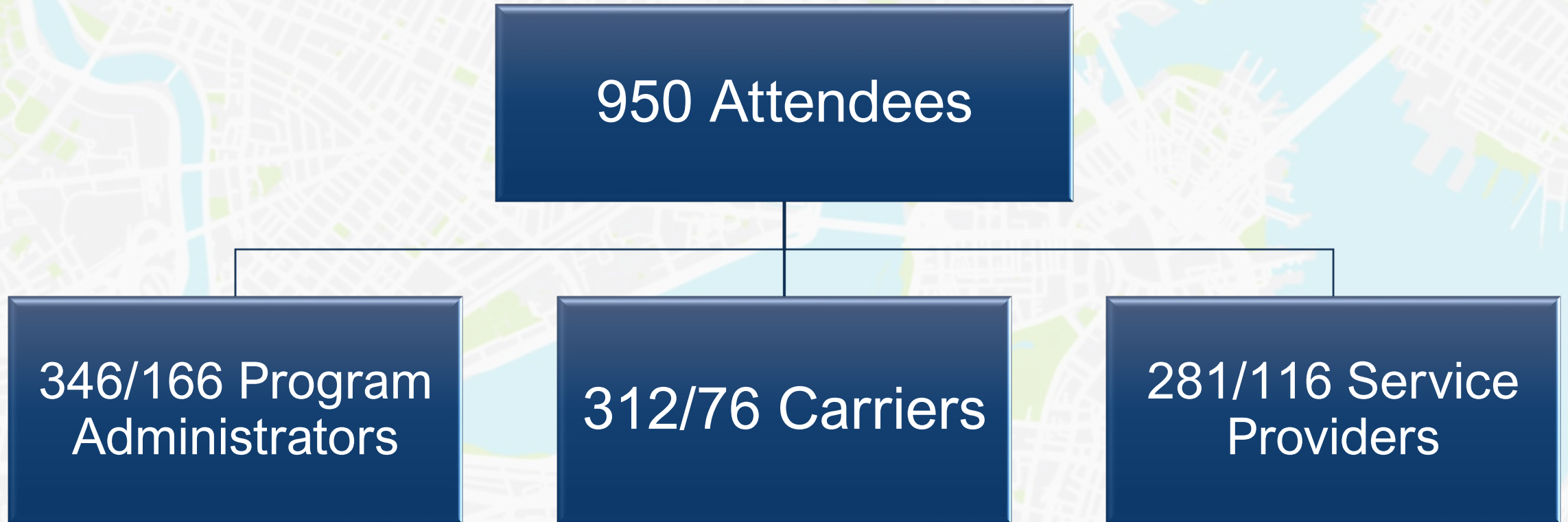
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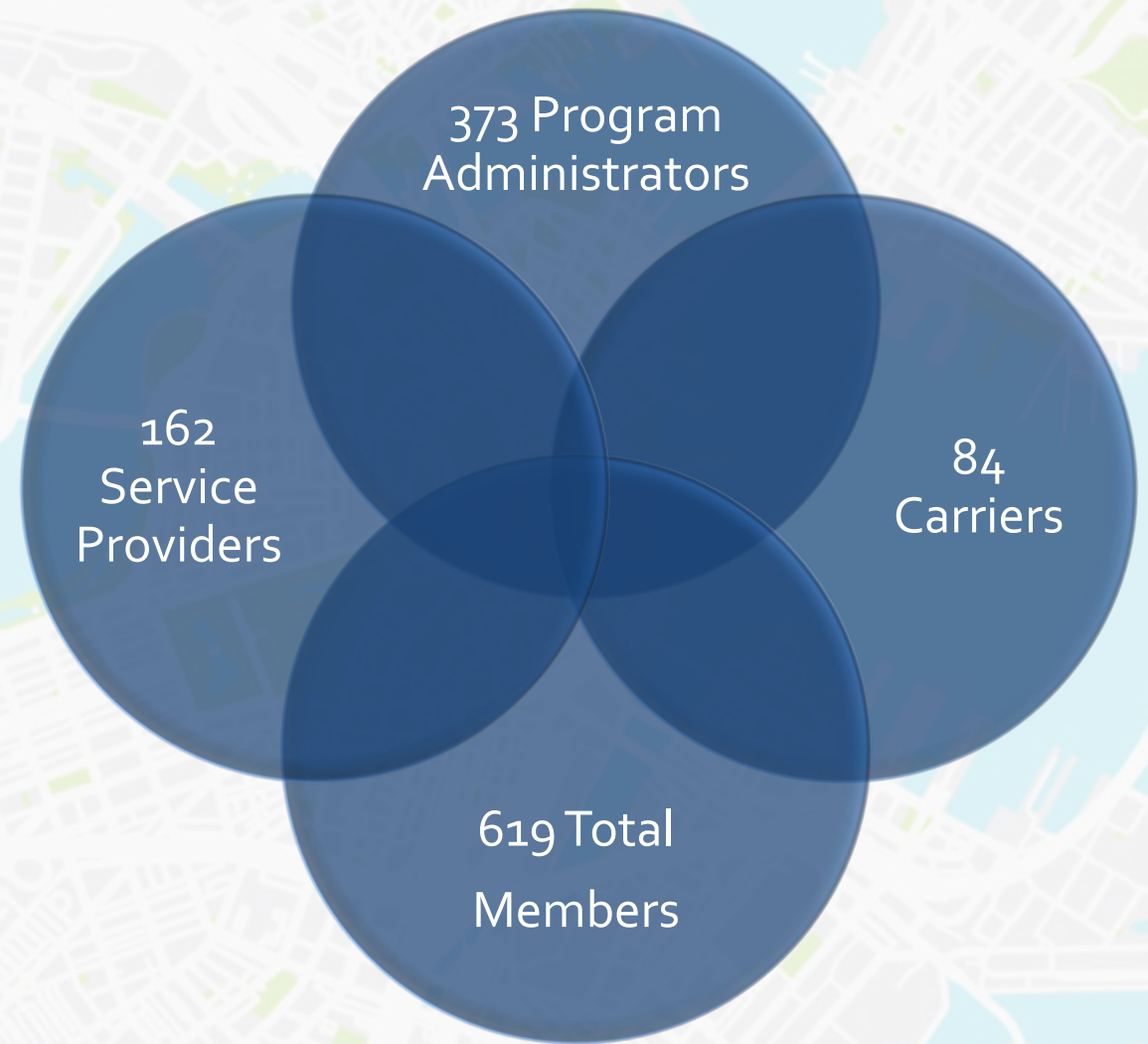
# 2023 Mid-Year Meeting Attendance



The **Best in Programs** Meet Here

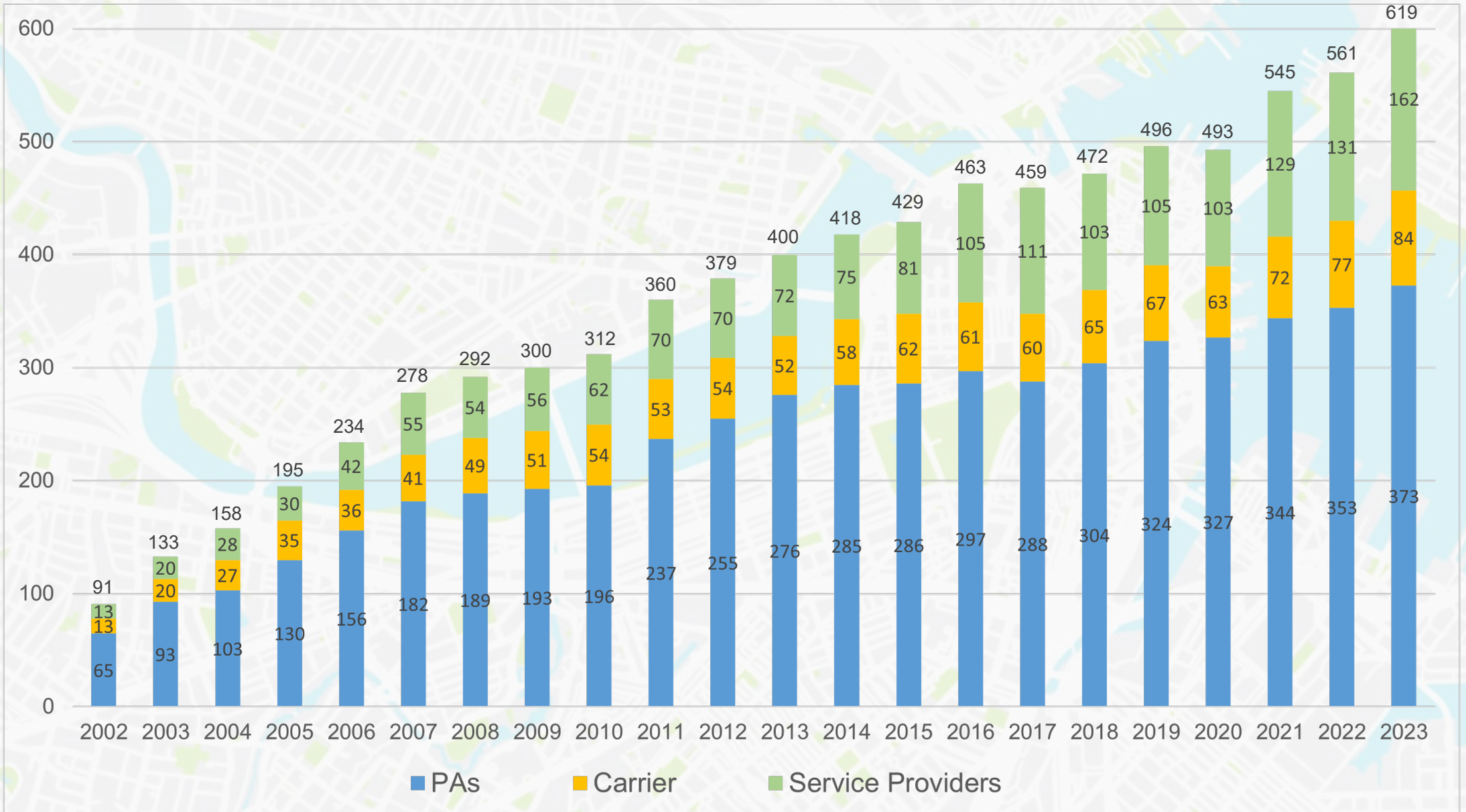


# State of the Association





# Target Markets Growth by the Years



# 2023 State of Program Business Study



Take part in the *only* industry study  
focused exclusively on programs!

Research and Analysis by:

ZYWAVE

Sponsored by:





# Target Topics

*InfoSeries*



# Monday Recap

## Industry Speaker



**Karen Clark**

Co-founder and CEO  
*Karen Clark & Company (KCC)*



# Monday Recap

## Program Administrator Town Hall: Exploring the Evolving Landscape of Outsourcing for Program Business



**David Springer**  
*NIP Group*



**Kirby Hill**  
*Skyward Insurance*



**Terri Moran**  
*Paul Hanson Partners*



**Lenny Waldhauser**  
*Riverton Insurance Agency*



# Gold Sponsors





# Silver Sponsors

Alacrity Solutions • BizDynamics • CNA • Guidewire Software  
Helmsman Management Services • Instanda • Insurity  
Lloyd's • OneShield • Rough Notes • State National • Vertafore

# Bronze Sponsors

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Gallagher Bassett • Perr & Knight





## Scholarships





# Certifications & Designations

TARGET  
MARKETS



Best Practice Designation

- ✓ Evaluation tool reflecting current *Best Practice* expectations

TARGET  
UNIVERSITY



Program Business Education

- ✓ 13 Featured Courses



# Target University



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



# Featured Today

**Women's Leadership Group Networking Lunch:**  
**Build Impactful Connections to Power your Future | 11:45 a.m. – 1:30 p.m.**



**Dawnmarie Black**  
*Lloyd's*



**Dawn D'Onofrio**  
*WKFC/CorRisk Solutions*



**Julie Gibbs**  
*Allianz*



**Heidi Wolf**  
*Tangram Insurance Services*



# Featured Today

**Lloyd's Delegated Authority Market Update | 10:30 a.m. – 12:00 p.m.**



**Nigel Roberts**  
*AEGIS London*



**Paul Howard**  
*AXA XL*



**Jane Harley**  
*Lloyd's*



# Featured Today

**A Market in Transition | 3:00 p.m. – 4:00 p.m.**



**Gerard Vecchio**

Managing Director  
*MarshBerry*



# Recap - Today's Agenda

- 10:30 a.m. –12:00 p.m.** ..... Lloyd's Delegated Authority Market Update
- 11:45 a.m. –1:30 p.m.** ..... Women's Leadership Group Lunch
- 12:00 p.m.** ..... Networking Lunch
- 1:00–3:00 p.m.** ..... Corporate Photo Opportunity
- 3:00–4:00 p.m.** ..... A Market in Transition
- 5:00–6:30 p.m.** ..... Networking Reception



# Featured Tomorrow

Leveraging Actuarial Analysis for Competitive Advantage | 9 – 10 a.m.



**Tom Gillingham**  
*NFP*



**Brian Cohen**  
*Arden Insurance*



**Rekha Skantharaja**  
*Tangram*



**Tracy Sharis**  
*Liberty Mutual*



**Jonathan Abbott**  
*P&C Actuarial Services, NFP*



# Featured Tomorrow

**Lloyd's Coverholder Bootcamp | 11:30 a.m. – 1:30 p.m.**



This interactive session will cover:

- ✓ How the Lloyd's Market Works
- ✓ Role of the Lloyd's Broker, Market Association, and Corporation
- ✓ Lloyd's Underwriter/Coverholder panel discussion
- ✓ New Appetites and Capacity
- ✓ Q&A Session

*Presented By:* **LLOYD'S**



# 23<sup>rd</sup> Annual Summit Meeting

October 16<sup>th</sup> – 18<sup>th</sup> | Scottsdale, AZ





# *Keynote Speaker*

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Liz Cheney, *former U.S. Representative*



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