

2023 Mid-Year Meeting



TARGET  MARKETS
Program Administrators Association

Today's Agenda

7:00 a.m. Networking Breakfast

8:30 a.m. **General Session:** Announcements,
Presentation of CPL Designations,
Presentation: Leveraging Actuarial Analysis
for Competitive Advantage

11:30 a.m. Box Lunch

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

CPL Designation

Requirements to receive the Certified Programs Leader (CPL) Designation:

- Successful completion of all University courses
- 5 years total experience in Insurance
- 2 years experience in a Program Leadership Role **OR** 5 years as a Program Underwriter **OR** 5 years as a Vendor in a technical position serving the program business industry
- Absence of any ethical violations

The Target Markets Program Administrators Association

*In recognition of the successful completion of all required
Target University Courses and a history of program leadership
in this industry segment, the Association confers upon*

Your Name

the designation of

Certified Programs Leader (CPL)

this eighth day of May, 2013

this eighth day of May, 2013

CPL Designees

Lee Boyd, *Alacrity Solutions*
Jeffrey Marks, *Risk Placement Services*
Benjamin Martinez, *Falvey Insurance*

Rudy Garcia, *Pearl Insurance*
Chad Wenzelspratt, *Pearl Insurance*

Presentation

Leveraging Actuarial Analysis for Competitive Advantage



Tom Gillingham
NFP



Brian Cohen
Arden Insurance



Rekha Skantharaja
Tangram



Tracy Sharis
Liberty Mutual



Jonathan Abbott
P&C Actuarial Services, NFP