



2012 MID YEAR MEETING AGENDA

April 30-May 2, 2012 • Boston, MA

The Most Intensive Three Days of Program-Related Issues You'll Ever Experience!

Monday, April 30

- 9:00 a.m. **TMPAA Registration and Networking Lounge Open**—Sponsored by *QBE*
- 1:00 p.m. **TMPAA Trade Show Open**—Sponsored by *Counterpoint Software*
- 1:30-3:30 p.m. **M&A Open House**—Sponsored by *Mystic Capital*
- 1:30-3:30 p.m. **Breckenridge Open House**
- 3:30-5:00 p.m. **Program Workshop**—
The 21st Century Program Administrator
"Selling to the Modern Consumer"
- 5:00-6:30 p.m. **Welcome Reception**—Sponsored by *Hudson Insurance*

Tuesday, May 1

- 7:00 a.m. **Networking Breakfast**—Sponsored by *Liberty International Underwriters*
- 8:00-10:00 a.m. **General Session**
Announcements/Presentation Best Practice Awards
Keynote Speaker—Ted Koppel—Sponsored by *Wilson Elser & York Programs*
- 10:30 a.m.-12:00 p.m. **Program Administrator "Town Hall Meeting"**
Topics—In House Producer Compensation
—Rewards and Pitfalls of Taking Risks—Sponsored by *RoughNotes*
- 12:00-1:00 p.m. **Networking Lunch**—Sponsored by *NARS*
- 1:00-5:00 p.m. **Carrier Meetings**—Sponsored by *The Hartford*
- 5:00-6:30 p.m. **Networking Reception**—Sponsored by *Allianz*

Wednesday, May 2

- 7:00 a.m. **Networking Breakfast**—Sponsored by *SPARTA*
- 8:00-9:30 a.m. **General Session**
Announcements/Presentation of the
Best Marketing Campaign Award
Industry Speaker—Robert Hartwig—Sponsored by *Munich Re*
- 10:00 a.m.-12:00 p.m. **Program Workshop—Target University Presents**
MGA Contracts—Point/Counterpoint
—Sponsored by *THOMCO & Munich Re*
- 10:00 a.m.-12:00 p.m. **Program Workshop—CAT Modeling and the Effect on**
Your Program Business—Sponsored by *Breckenridge Insurance Group*
- 12:00-1:00 p.m. **Networking Lunch**—Sponsored by *Tysers*