

15th Annual TMPAA Summit

TARGET  MARKETS

Program Administrators Association

*Unparalleled Resources for
Program Administration*

State of the Association

————— **432 Members** —————

288 Program Administrator Members

63 Carrier Members

81 Vendor Members



Program Administrators Association

New Agency Members

- Assure Space LLC
- Block Insurance
- Cochrane & Co.
- FS Insurance Brokers
- Great Lakes General Agency
- HUB International
- K&K Insurance
- King Insurance
- National Water Company, Inc.
- Paragon Insurance Holdings, Inc.
- Virtue Risk Partners
- Worldwide Facilities

New Carriers

- Antares Managing Agency Ltd.
- Brit Global Specialty
- Fortegra
- IAT Insurance Group
- SCOR Reinsurance Company
- Swiss Re Corporate Solutions

New Vendors

- Clear Point Investment Partners
- Cox & Smith Risk Management, Inc.
- CPR Insurance Group LLC
- Decision Research Corporation
- i3 Analytics LLC
- Live Oak Bank
- M & A Services LLC
- Northport Financial LLC
- SynchroNet LLC
- Thorn Valley Safety
- Vertafore

Summit Sponsors

GOLD



TYSERS



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WILSON ELSER MOSKOWITZ EDELMAN & DICKER LLP



Summit Sponsors

SILVER

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- MarshBerry
- Rockhill Specialty Programs
- ValueMomentum, Inc.

Golf Sponsors

Tournament Sponsor:

Rough Notes[®]

- Tysers
- Wilson Elser
- Lloyd's
- York Programs
- Meadowbrook
- Risk Theory
- Old Republic
- AmRisc
- Cox and Smith
- Distinguished Specialty
- Canopus
- Glatfelter
- Breckenridge
- Mystic Capital

Download the Summit App



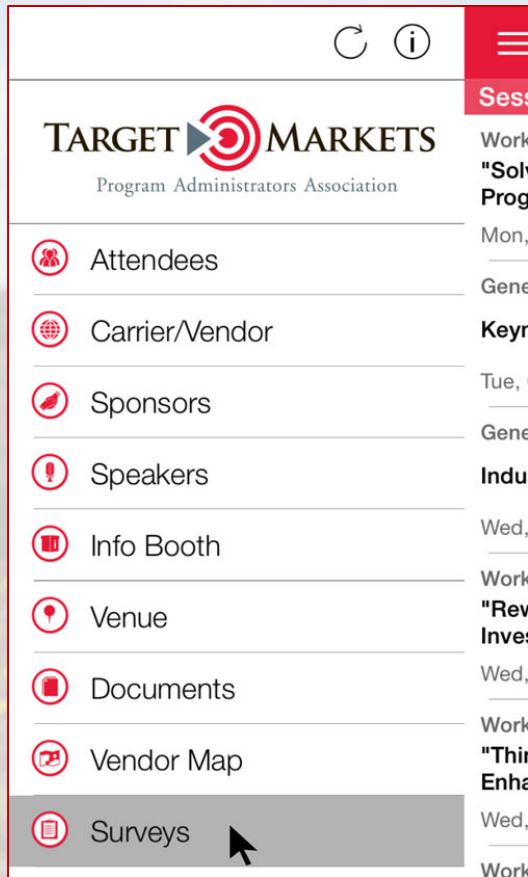
Meeting info at your fingertips!

USERNAME: your meeting registration email address

PASSWORD: targetmarkets15

Sponsored by: **Munich RE** 

App Surveys



Please take one minute to complete the survey for this session in your mobile app.

Thank you!

Program Business Study



81%

reported increase
in premiums



18%

of those who
reported
increases saw
premiums rise by
25% or more



85.5%

average renewal
rate reported in
2014 compared
to 85% in 2013



\$10.9

million

average revenue
reported in 2014
compared to
\$10.6 million in
2013

**2015
Study
Sponsors**



Program Operations Boot Camp

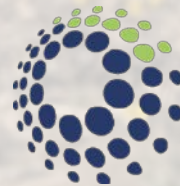


Save the Date!

**April 6-8, 2016
Park City, UT**

More details in Program Book and Mobile App.

Brought to you by



ReSourcePro
DO WHAT COUNTS.

Carrier Search Portal (CSP)

- Allows PAs to search for markets using specific program characteristics
- Helps ID the most likely program partners, providing more efficiency to carriers and PAs
- Accurate profile data helps the Association identify gaps in program capacity which can then be addressed



Program Carrier Report

TMPAA Member Resource

- Detailed Financial Performance Analysis of Program Insurers
- Customized report developed for TMPAA by ALIRT Insurance Research
- Hard copy report delivered to all TMPAA Program Administrators 2 times a year



Berkley
Program
Specialists

a W. R. Berkley Company

TMPAA Charities

Funding Proposals

- Education
- Business Incubation



- \$75,000 in grants to member-selected organizations
- 650 care packages to servicemen and women
- Initial investment in KIVA supports hundreds of small businesses in the developing world and now the US

TMPAA Charities



PACKAGES FROM HOME.ORG

A non-profit organization dedicated to our U.S. servicemen & women overseas

Please take a few minutes during the meeting to pack a box or write a note to a service person. TMPAA Charities has purchased 150 packages for deployed military men and women and now we need *YOU!*

Tysers Targeting Talent Trophy



10 day educational
assignment in London
during the spring of 2016

Trophy Winner –
Sim Bridges
Coastal Insurance Underwriters

Certifications/Designations

**TARGET
MARKETS** 

Best Practice Designation

**TARGET
UNIVERSITY** 

Program Business Education
Certified Programs Leader (CPL)

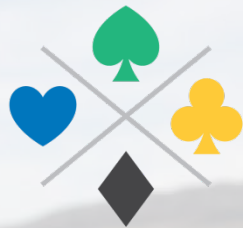
Opportunities for TMPAA Members

Best Practice Recertification

*L*mRisc, LP



TMPAA Charities



THE SIXTH ANNUAL
Casino
NIGHT

PRESENTED BY YORK PROGRAMS



- Complimentary drinks and dessert
- Valuable prizes
- Blackjack, Poker, Roulette, Craps, and non-Casino games

Tonight 9-11:30pm

Northern Sky Terrace

Benefits TMPAA Charities
and the American Red Cross

Program Market Expo

10:30 am – Meet 60+ Program Markets

- New Target Markets Carrier Members
- London Markets
- Accident & Health Program Markets
- Tenured Carriers Members



The Program Performance T



*Get yours
today in the
Program
Market
Expo*

TMPAA Keynote Speaker Approved



The Program Market Expo and these Program Performance Shirts are going to be



HUUUUUGE

Today's Agenda

10:30am-12:00pm **Program Market Expo**

12:00pm **Networking Lunch**

1:00-5:00pm **Carrier Meetings**

4:00-5:00pm **Best Practice Panel**

5:00-6:30pm **Networking Reception**

9:00-11:30pm **Casino Night**

Featured Tomorrow



Industry Speaker

VJ Dowling

Managing Partner

Dowling & Partners Securities LLC

Sponsored by:

Dowling Hales



Wednesday's Agenda

7:00am **Networking Breakfast**

8:00am **General Session**

- **Presentation of CPL Designations**
- **Industry Speaker: VJ Dowling**

10:00 am-12:00pm **Workshops**

12:00 p.m. **Networking Lunch**

Save the Date!

2016 Mid-Year Meeting ❖ April 18-20

Crystal Gateway Marriot, Arlington, VA

Keynote
Speaker
**Ben
Bernanke**



WELCOME



Keynote Speaker

Henry Paulson

74th Secretary of
the Treasury

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