

# POWER & Potential

17<sup>th</sup> Annual  
TMPAA Summit

*Welcome to  
Scottsdale!*



# State of the Association

294 Program Administrators

61 Carriers

110 Vendors



# Summit Sponsors

## GOLD





# Summit Sponsors

## SILVER

- AAIS
- AmTrust Underwriters
- Arch Insurance Group
- Ascot Underwriting
- Great American
- Hiscox
- Instec
- Ironshore
- NARS

- Old Republic Specialty Insurance Underwriters
- Rough Notes
- State National Companies

## BRONZE

- AS&G Claims Administration
- Broadspire/Crawford
- CNA Financial Corporation
- Live Oak Bank
- Lloyd's
- Martin & Company
- Oak Street Funding
- ValueMomentum, Inc.

# Download the Summit App



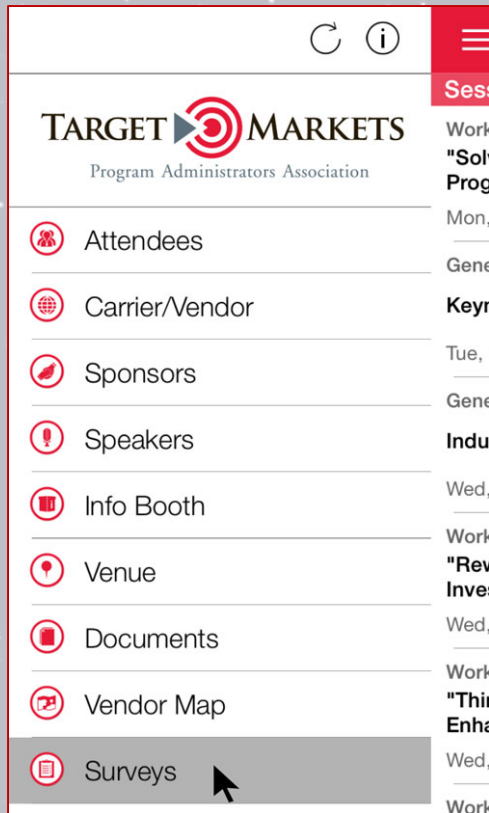
Meeting info at your fingertips!

**USERNAME:** your meeting  
registration email address

**PASSWORD:** 17summit

Sponsored by: **Munich RE** 

# Mobile App Surveys



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

*Thank you!*

# New Member Resource



A small investment in employee training can have a big impact on your company's cyber readiness.

- Comprehensive online cyber security awareness training
- Includes 11 bite-sized courses that range from 5 to 10 minutes
- CyberSecure will be available on a per user subscription model

# TMPAA Charities

## Golf Tournament Sponsors

Main Sponsor:

**Rough Notes®**

- County Hall Insurance Co.
- CTC Transportation
- Gallagher Bassett
- InsCipher
- Instec
- Live Oak Bank
- Mystic Capital
- National Safety & Risk Inc.
- NetRate
- Oak Street Funding
- Perr & Knight
- Risk Theory
- Spirit Commercial Auto
- Topa Insurance Group
- Tysers
- ValueMomentum
- Westchester Programs
- Wilson Elser
- York
- Zurich



# TMPAA Charities



TMPAA Charities has purchased 150 packages for deployed military men and women and now we need ***YOU!***

Help pack a box and/or make a pledge of support.

Thank you to our *Packages from Home* sponsors:

- RenaissanceRe
- CoreLogic
- NetRate
- M&A Services
- Travelers BoilerRe
- DTW1991
- Markel
- Vantage Agora
- Milliman

# TMPAA Charities



## TMPAA Academy of Risk Management Scholars Program

- Meet the students and staff from the Academy of Risk Management & Insurance following the General Session
- Discuss opportunities for student internships and employment of future Academy of Risk Management graduates

# TMPAA Charities

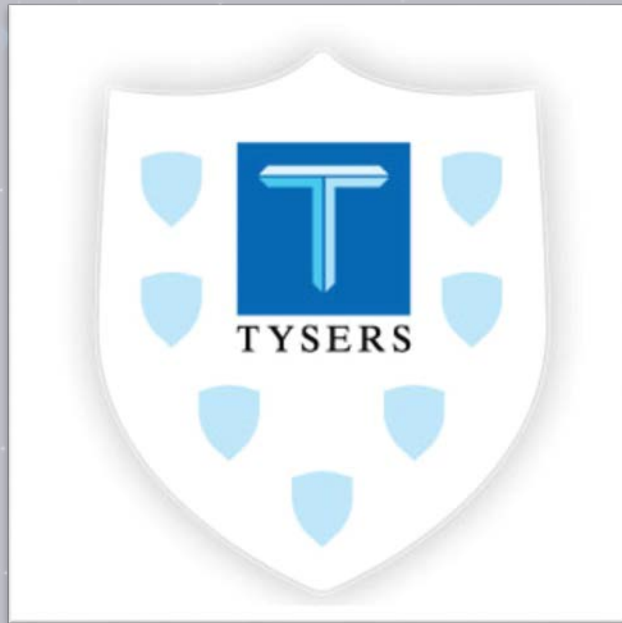


**Tonight ♦ 8:30-11:30pm**  
Northern Sky Terrace  
Benefits TMPAA Charities  
and York Cares



- Cocktails and desserts
- Valuable prizes
- Blackjack, Poker, Roulette, Craps, and non-casino games

# Tysers Targeting Talent Trophy



10 day educational assignment in London during the spring of 2018

Trophy Winner –  
**Dena Smith**, Great Lakes  
General Agency



# Certifications/Designations

TARGET  
MARKETS



Best Practice Designation

TARGET  
UNIVERSITY



Program Business Education

*Certified Programs Leader (CPL)*

## Opportunities for TMPAA Members

# Best Practice Designation



**MMA**  
**PROGRAMS**

# Best Practice Recertification



# Best Practice Recertification





# Best Practice Recertification



*A Tradition of Service, Founded on Trust.*

# The Program Performance T



*These shirts can  
be seen from  
space!*

**Keynote  
Speaker  
Approved**

*Get one today in the  
Networking Reception!*

*Limited # available*

# Today's Agenda

10:30am-12:00pm **Lloyd's Open House**

10:30am-5:00pm **Carrier Networking Lounge**

12:00pm **Networking Lunch**

4:00-5:00pm **Workshop: New Program**

**Development – Market Interest/Expectations**

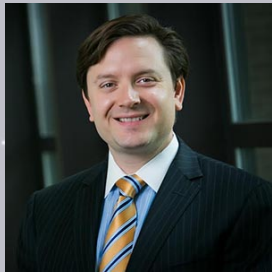
5:00-6:30pm **Networking Reception**

8:30-11:30pm **Casino Night**

# Featured Tomorrow

## *InsurTech Dilemma:* The Accelerating Change of the Insurance Landscape

General Session ♦ 8:00am



**Alex**  
**Tsetsenekos**  
*Archimedes  
Analytics*



**Seth**  
**Simon**  
*Slice  
Insurance*



**Ty**  
**Sagalow**  
*Lemonade*



**Tim**  
**McDermott**  
*Munich Re  
Digital*



**Richard**  
**McCathron**  
*Hippo  
Insurance*



# Wednesday's Agenda

7:00am Networking Breakfast

8:00am General Session

- Presentation of CPL Designations
- InsurTech Panel

10:00am Workshops

11:30am Box Lunch Available



# 2018 Mid-Year Meeting

—— ***SAVE THE DATE*** ——

May 7-9 ♦ Baltimore, MD

Keynote Speaker:  
**Michael Lewis**

Journalist & Bestselling Author  
of *The Undoing Project*, *Flash Boys*, *Moneyball*, and  
*The Blind Side*



# WELCOME



## Captain Mark Kelly

Commander of Space Shuttle  
Endeavour's Final Mission

Space and Aviation Contributor  
for NBC News/MSNBC

*Sponsored by:*



**ZURICH**®