

PROGRAM BUSINESS CONVERGENCE

2018 TMPAA Mid-Year Meeting

TARGET



MARKETS

Program Administrators Association

Monday Recap



**Industry Speaker
Vincent Tizzio**

Program Administrator Town Hall



John Colis



Robert Thompson



Steve McConaghy



Mark Aussicker

Celebrating 17 Years

Focused on the Program Specialist

Program Business Networking
Target University
Target Programs
Best Practice Designation
Market-Finding Resources
Program Business Study
TMPAA Charities

State of the
Association

288 PAs

63 Carriers

107 Service Providers

458 Members

Mid-Year Sponsors

GOLD



Mid-Year Sponsors

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- Arch Re
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- Fortegra
- Insure Learn
- Instec
- Live Oak Bank
- Martin & Company
- ValueMomentum, Inc.

Mid-Year Mobile App



FO•MO

Acronym for 'fear of missing out'



Don't miss a thing! Download the app.

USERNAME: your registration email

PASSWORD: tmpaa2018

Sponsored by:

Munich RE



TMPAA Charities

TMPAA Academy of Risk Management Scholars Program



UNIVERSITY OF
SOUTH CAROLINA
Darla Moore School of Business

TMPAA Charities



Operation Welcome Home



Please take a few minutes during the meeting to pack a box for troops returning home.

Certifications/Designations

**TARGET
MARKETS** 

Best Practice Designation

**TARGET
UNIVERSITY** 
Program Business Education

Certified Programs Leader (CPL)

Opportunities for TMPAA Members

Best Practice Recertification



Women's Networking Group



Key Qualities and Resources for Women Business Owners: The Insurance Industry and Beyond

Join the Women's Networking Group for an energetic and informative lunch featuring three topics presented by Live Oak Bank.

*Women's Networking Group
Lunch sponsored by:*

Allianz 

Workshops Today



**The Challenge of
Climate Change and
CAT Events for the
Insurance Industry**

10:30am



**The Ransomware
of Things**

4:00pm

new

Service Provider Tours

Claims Management | 2:00pm

- Broadspire/Crawford
- Gallagher Bassett
- Johns Eastern Company
- North American Risk Services
- TRISTAR Risk Management
- Western Litigation
- Wilson Elser
- York Programs



Rating/Issuing Systems | 3:00pm

- Appulate
- Counterpoint Software
- Epic-Premier
- I-Engineering, Inc.
- Instec
- IVANS Insurance Solutions
- MGAERO, LLC
- NetRate Systems
- ValueMomentum, Inc.
- Virtual MGA Ltd. Co.
- VRC Insurance Systems
- XDimensional Technologies

Featured Tomorrow

P&C Industry Update, Impact of Trumponomics, and the Insurance Talent Gap from an Academic Perspective



Robert Hartwig, Ph.D.

*Director, Risk and Uncertainty
Management Center, University of
South Carolina*

GENERAL SESSION | 8:00am

Wednesday Workshops

10:00-11:00am

- **WTH is Blockchain?**
- **Recruitment Strategies, Onboarding and Assimilation**

11:00am-12:00pm

- **The Financial State of the P&C Market and your Program Carrier Partner**
- **The Expanding Distribution Potential of Insurance Agency Networks**

18th Annual Summit

October 22-24 | Scottsdale, AZ



Jack Nicklaus

- 6 Masters Wins
- 18 Career Major Championships

Sponsored by:



WELCOME



Michael Lewis

Financial journalist and New York Times best-selling author of *The Big Short*, *Flash Boys*, *The Blind Side* and *Moneyball*

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