# Welcome to the 2013 TMPAA Mid Year Meeting

## *Where Program Business Gets Done*

**TARGET MARKETS**

Program Administrators Association

# STATE OF THE ASSOCIATION

262 Program Administrator Members

52 Carrier Members

72 Vendor Members



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# NEW AGENCY MEMBERS
**(SINCE 2012 SUMMIT)**

- Affinity Agency Group
- Affordable Home Services, Inc./The Colonial Group, Inc.
- All Insurance Underwriters, Inc.
- Allegiant Programs Group
- AmFed Insurance Services
- Artex Risk Solutions, Inc.
- Asian American General Agency, Inc.
- Ballator Insurance Group
- California General Insurance Services, LLC

# NEW AGENCY MEMBERS
**(SINCE 2012 SUMMIT)**

- G&G Underwriters, LLC
- Johnson & Johnson
- Keystone Program Administrator
- Innovative Risk Management
- Med James, Inc.
- McNeil & Company
- Northshore Insurance Managers
- Trinity Risk, LLC
- Ultra Risk Advisors (formerly NSU Healthcare)

# NEW CARRIER/VENDORS

**(SINCE 2012 SUMMIT)**

## *Carrier*

- Berkley Custom Insurance Managers

**WELCOME**

## *Vendors*

- Altamont Capital Partners
- BinTech Partners
- CBCS, Inc.
- ePlace Solutions, Inc.
- FIRST Insurance Funding
- Input 1, LLC
- Lloyd's America, Inc.
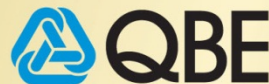- Overland Solutions, Inc.
- QualCorp

# 2013 MID YEAR SPONSORS

## SILVER

- Allianz
- Philadelphia Insurance Co.
- Berkley Underwriting Partners
- SPARTA Insurance
- Gallagher Bassett
- State National
- Ironshore
- Travelers
- Meadowbrook
- Western Litigation
- Paradigm
- XL Programs

## BRONZE

- ACE
- Instec
- Liberty International
- Markel Programs
- NARS
- OneBeacon
- TRISTAR Risk Management
- Vertibrands
- Western World

# PROGRAM BUSINESS STUDY

*Objective:* *Provide the program industry with information that documents trends in the size and dynamics of the program business market, along with valuable benchmarking tools to assist with future program business planning.*

The 2013 questionnaire is in final development.

Members can expect to receive the survey via email in July.

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# THANKS TO YOUR DONATIONS

The money raised by TMPAA members in 2012 funded grants to:

- Covenant House California
- Veritas Preparatory Charter School
- Children's Craniofacial Association
- The Rusty Staub Foundation (for Hurricane Sandy Relief Efforts in NJ/NY)

**TMPAA Charities**

"Packages from Home" provided care packages to over 250 service men and women. We are continuing this effort in 2013.

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# MARKETING CAMPAIGN AWARDS

The Insurance Marketing & Communication Association (IMCA), along with the TMPAA, will announce the Program Marketing Campaign Award winners tomorrow during the General Session
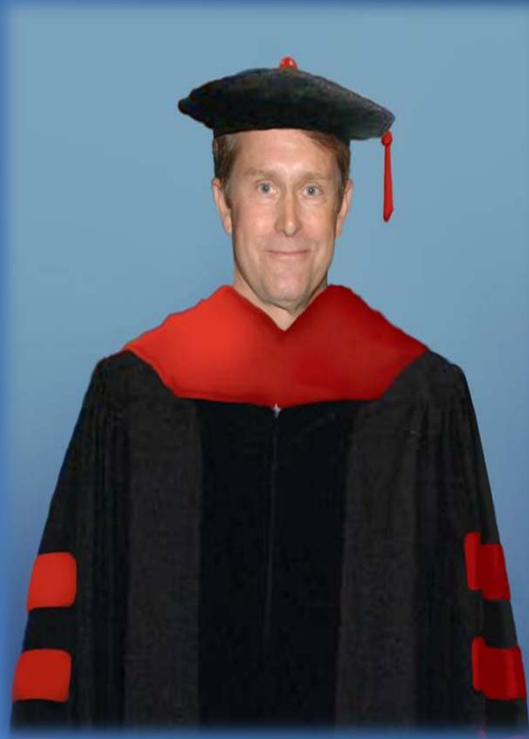
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# THE DEAN THOMPSON
# CPL CHALLENGE

$500 to any Program Administrator who earns a CPL Designation prior to the 13th Annual Summit

*Details to follow!*

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# TODAY'S AGENDA

**10:30am** **Workshops**

– Cyber Security and Safeguards for Program Administrators

– Evaluating the Financial Strength of Program Markets

**12:00pm** **Networking Lunch**

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

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

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# WOMEN'S NETWORKING GROUP

- Provide an additional business incubation and professional development forum for women members of the TMPAA

- Promote leadership of women in the program industry segment

Women's Networking Lunch

*Sponsored by:* **Allianz** ⑪

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# THANK YOU JEREMY



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# 13TH ANNUAL SUMMIT

*Industry Speaker*
Mike Foley

Chief Executive Officer North America Commercial division of Zurich Financial Services Group (*Zurich*) and Regional Chairman of North America

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# WEDNESDAY AGENDA

7:00am   Networking Breakfast

8:00am   GENERAL SESSION

–Marketing Campaign Awards

–CPL Designations

–Industry Speaker:
*Seraina Maag*   Chief Executive,
North America Property & Casualty, XL Group

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# WEDNESDAY AGENDA (CONTINUED)

## 10:00am-12:00pm
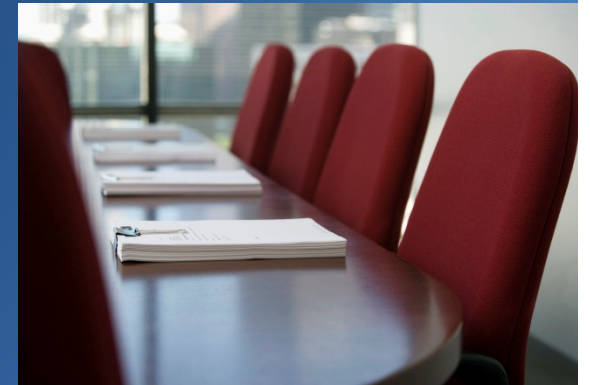
Workshop: Demystifying Predictive Analytics

## 10:00-11:00am

Workshop: A Carrier Perspective for Building Underwriting Guidelines

## 11:00am-12:00pm

Workshop: Territorial Expansion of your Program

## 12:00pm   Networking Lunch

# WELCOME

## Admiral Mike Mullen, USN (Ret.)

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