

*Welcome  
to Baltimore!*

**2019  
TMPAA  
Mid-Year  
Meeting**



# 2019-2020 TMPAA President



**Chris Pesce**

*Maritime Program  
Group*

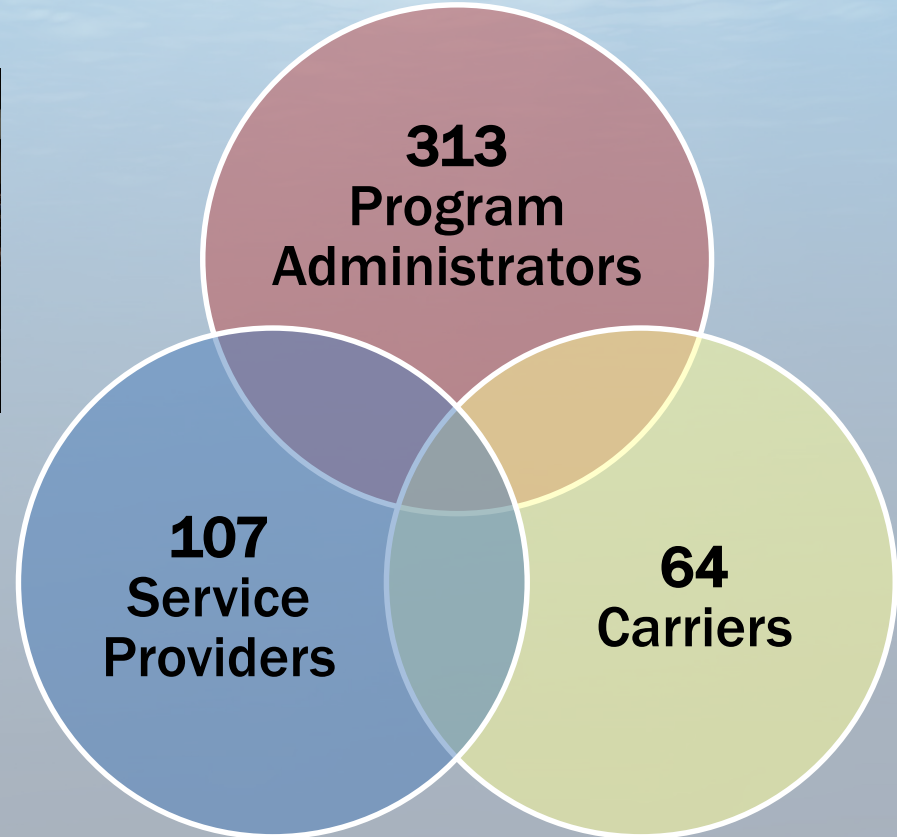
# ———— No Fake News ————





# Celebrating 18 Years

***Focused on the Program Specialist***



# Monday Recap

## Industry Speaker



**Inga Beale**

Businesswoman  
Former CEO of Lloyd's

## Program Administrator Town Hall



Tom Riley



Steve Boyd



Miles Wuller



Tony  
Campisi



Kevin  
Donoghue

# Gold Sponsors

GOLD





# Silver Sponsors

- AAIS
- Arch Insurance Group
- Ascot Underwriting
- Great American Insurance Group
- The Hanover
- Insure Learn
- Ironshore, A Liberty Mutual Company
- Lloyd's
- North American Risk Services (NARS)
- Old Republic Specialty Insurance Underwriters
- Rough Notes
- State National Companies
- Xceedance
- XDimensional Technologies

# Bronze Sponsors

- AmTrust Underwriters
- Arch Re/Watford
- AXIS Insurance
- CNA Financial Corporation
- Crawford & Company
- Instec
- Markel
- Martin & Company
- ValueMomentum, Inc.





# Download the Meeting App



**Meeting info at your fingertips!**

**USERNAME:** your meeting registration email address

**PASSWORD:** tmpaa2019

*Sponsored by:* **Munich RE** 

# TMPAA Charities



TMPAA Charities now supports scholarships at multiple universities with the goal of bringing new talent into our field. All scholarships support students in a Risk Management or Insurance related degree program

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Kiva is an international nonprofit with a mission to connect people through lending to alleviate poverty. TMPAA Charities has made over \$35,000 in micro loans since 2009.

# TMPAA Charities

## —— PACK 4 TROOPS ——



Metropolitan Washington-Baltimore

Please take a few minutes during the meeting to pack a bag to support local service members and their families.



# Certifications & Designations

**TARGET  
MARKETS** 

Best Practice Designation

- ✓ Revised evaluation tool reflecting current Best Practice expectations

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**TARGET  
UNIVERSITY**   
Certified Programs Leader

- ✓ Course Updates
- ✓ Improved Platform

# Target University

## 2019 Dean Thompson Challenge



Any Program Administrator member awarded the CPL Designation at the Summit will get **\$500** from Dean Thompson

# Best Practice Recertification



**GMI**  
**INSURANCE**  
*Driven by Auto Expertise*



# Program Business Study

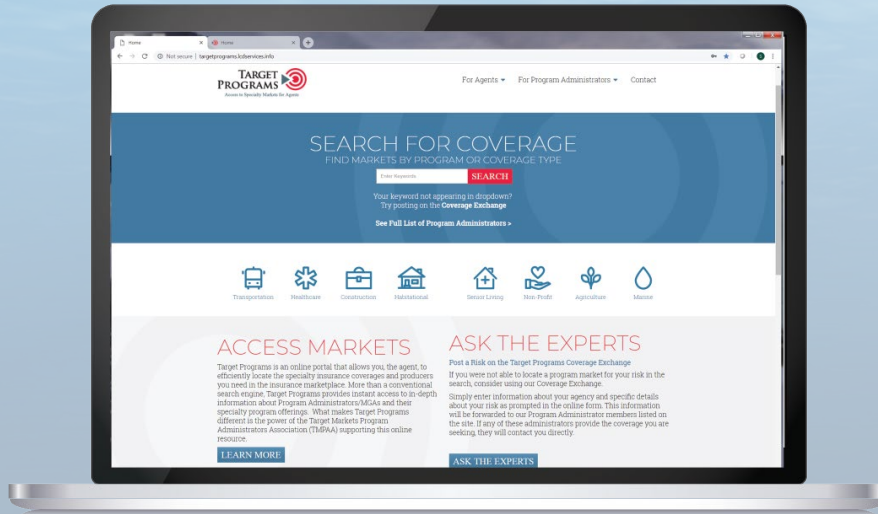
## 2019 Study Coming Soon!

Presented by  Adv|sen  
Transforming • Insurance™

- Expect to receive the survey via email in June
- GOAL = 100% Participation
- Results presented at 19<sup>th</sup> Annual Summit



# Target Programs



Take a look around at  
**TargetPrograms.com**

- Mobile phone compatibility
- Business can be submitted through Outlet Centers
- Intuitive admin functionality
- And more!

# New Resources

## TMPAA Marketplace Review

Powered by  **ALIRT**  
INSURANCE RESEARCH

- Quarterly Macro Financial Analyses
- White Papers (i.e. high-level industry research)
- Detailed Carrier Analyses

Sponsored by   
**sedgwick**  
caring counts



# Women's Networking Group



Join the Women's Networking Group for an energetic and informative lunch with **Inga Beale**, a powerful voice driving the inclusion agenda for women and the LGBT community.

*Women's Networking Group  
Lunch sponsored by:*



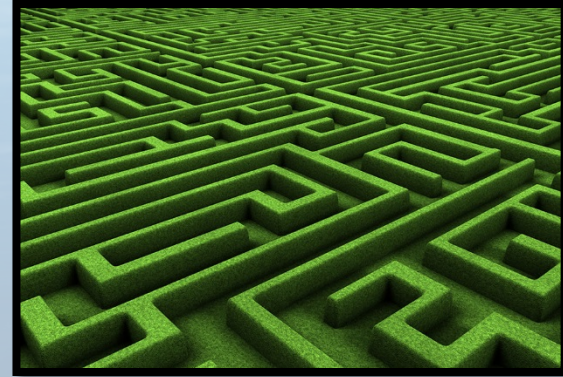
# Workshops Today



## Predicting Weather-Driven Impacts in the Current and Future Climate

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10:30am



## The Liability Maze of Legal Marijuana – Implications for your Program

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4:00pm

# Featured Tomorrow

## The Future of Risk

*Emerging Challenges, Solutions and Opportunities*

General Session | 8:30am



**Jeremy Hitzig**  
Past TMPAA  
President  
[Moderator]



**David  
Sherwood**  
Deloitte



**Sumeet  
Bhatia**  
Zurich



**Dogan  
Kaleli**  
Allianz



**Ted  
Stuckey**  
QBE



**Melena  
Ortega**  
Munich Re



# Wednesday's Agenda

7:00am ..... Networking Breakfast

8:30am ..... GENERAL SESSION

- CPL Presentation
- Future of Risk Panel

10:30am ..... Workshops

- Canada is Open for Program Business
- Ready-Set-Grow: Attracting, Onboarding, and Retaining Talent

12:00pm ..... Networking Lunch

# Summit Keynote

## Nikki Haley

U.S. Ambassador to the  
United Nations (2017-2019)

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19<sup>th</sup> Annual TMPAA Summit  
October 21-23, 2019  
Scottsdale, AZ







**WELCOME**

**Daymond John**

*from ABC-TV's Shark Tank &  
Presidential Ambassador for  
Global Entrepreneurship*

Sponsored by:



**york.**