



Leadership in Program Business

2014 TMPAA Mid Year Meeting





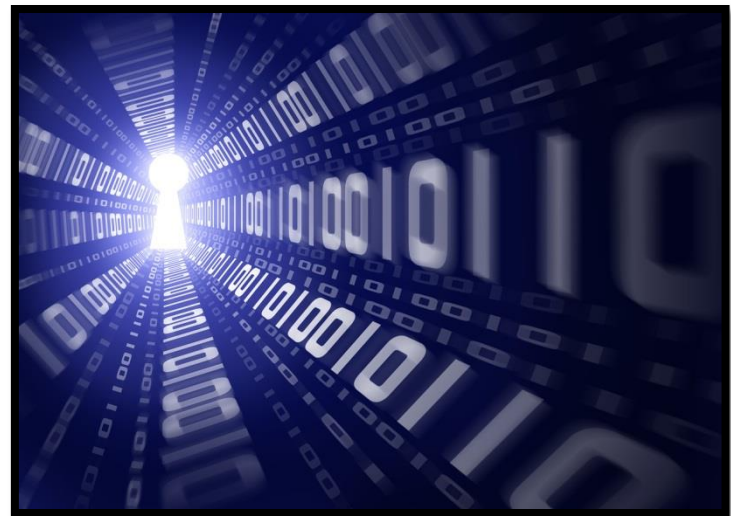
Today's Agenda

10:00-11:00am

Workshop: Insurance Technology: Current State, Trends and Selecting the right Technology Partner

11:00am-12:00pm

Workshop: The Time for Cyber Coverage is Now



A/V Sponsor:





CPL Designation

Requirements to receive the Designation of Certified Programs Leader (CPL):

- Successful completion of all 12 Target University courses
- 5 years total experience in Insurance
- 2 years experience in a Program Leadership Role OR 5 years as a Program Underwriter OR 5 years as a Vendor in a technical position serving the program business industry
- Absence of any ethical violations



CPL Recipients

- **Michael Greville** — *QBE*
- **Patrick T. Heese** — *Zurich*
- **Glenn Montgomery** — *Brownstone Insurance*
- **Craig Moore** — *B&B Programs*
- **Gina Gallloway Wood** — *Great American Insurance*
- **Laura L. Zollner** — *Liberty Mutual Programs*





Marketing Campaign Awards

The Insurance Marketing & Communication Association (IMCA) and TMPAA are proud to co-sponsor the 4th Annual Program Marketing Campaign Awards



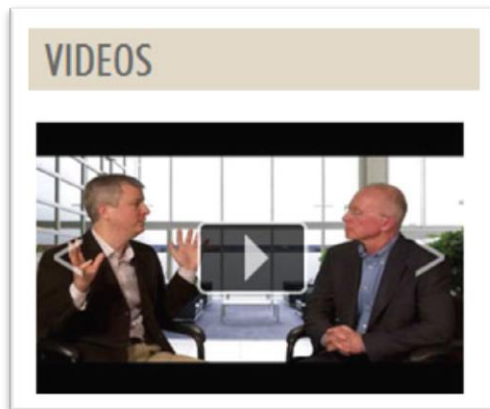
A/V Sponsor:





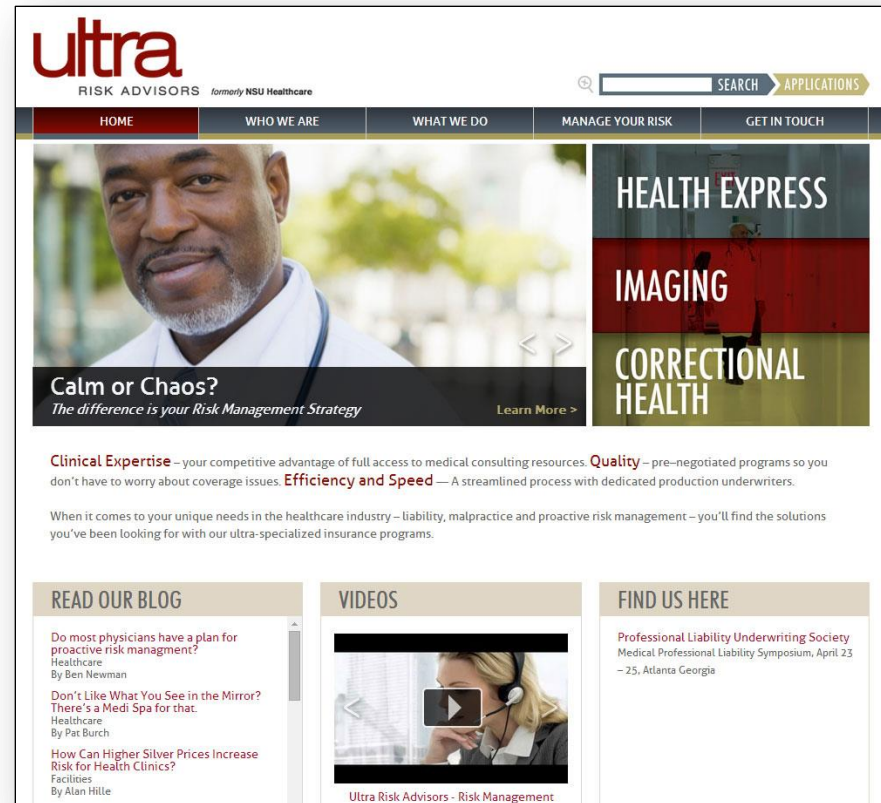
Marketing Award Winner

Ultra Risk Advisors *Website/Brand Launch*



OBJECTIVES

Support new identity launch with website that uses less copy and more graphics/video to communicate



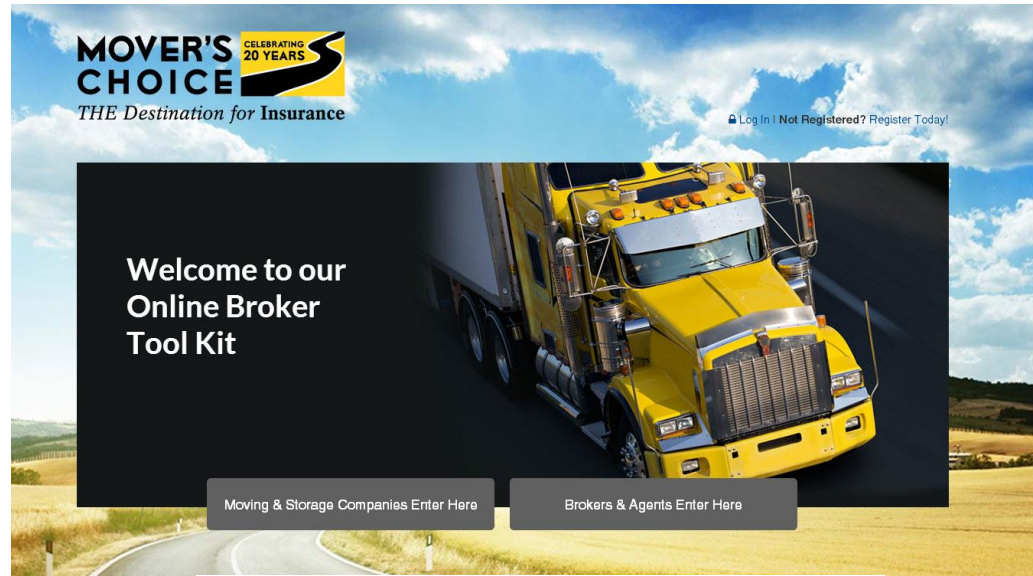
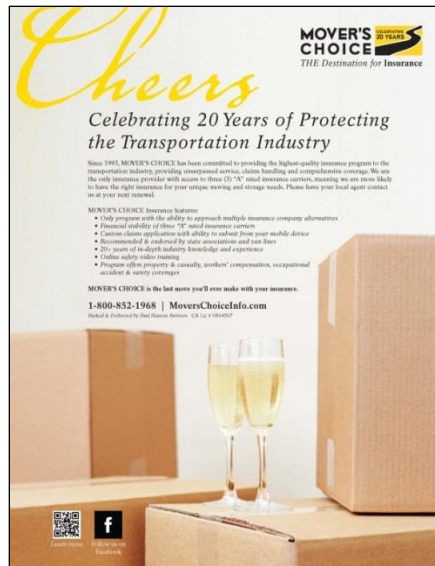
A/V Sponsor:





Marketing Award Winner

Paul Hanson Partners *Movers Choice* Anniversary Campaign



MOVER'S CHOICE **CELEBRATING 20 YEARS**
THE Destination for Insurance

OBJECTIVES

Quell closing rumors, tout three carrier binding authority and drive anniversary celebration entries

A/V Sponsor:

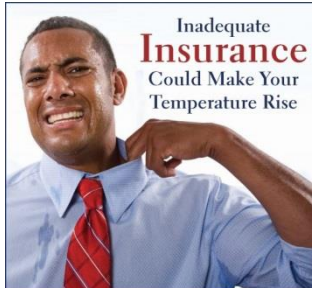




Marketing Award Winner

Brownyard Group Multi-Program Claims Campaign

Inadequate Insurance
Could Make Your Temperature Rise



SWB PROTECTION KNEW BETTER. A faulty alarm system. Four false alarms. The system was "crying wolf." When the temperature alarm went off for the fifth time, it was real, but mistakenly ignored. The result: A \$3 million dollar computer center was ruined and the hospital sued SWB Protection for the damages. Fortunately, when it came to their insurance, SWB Protection knew better. They were prepared with Professional and Excess Liability Insurance from BROWNWARD.


Loss: Hospital Computer Center
Claim Paid: \$3,000,000

In this case, inadequate insurance would have been an emergency.

Brownward® P: 800-645-5820
E: brownward@brownyard.com
www.brownyard.com

Insurance when you know BETTER®

Inadequate INSURANCE
Coverage Could Injure Your Business



SALON NATURALE KNEW BETTER. When a patron suffered burns during a waxing procedure, she sued the salon, claiming negligent hiring, training and supervision of the technician. Fortunately, when it came to their insurance, Salon Naturale knew better. They were prepared with Beautician's Professional Liability from SASSI.

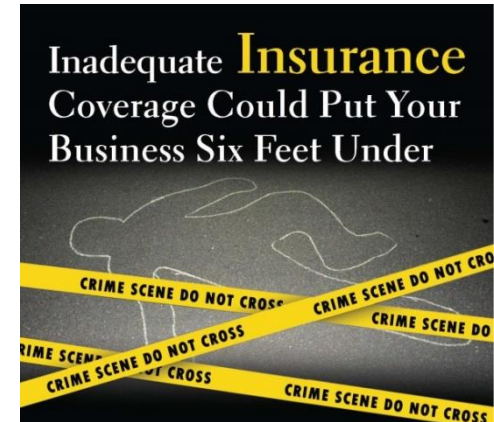
Loss: Bodily Injury Claim Paid: \$25,000

In this case, inadequate insurance would have caused a salon business meltdown.

SASSI Phone 888-823-9380
Email info@SASSIagency.com
www.SASSIagency.com

INSURANCE WHEN YOU KNOW BETTER®

Inadequate Insurance
Coverage Could Put Your
Business Six Feet Under



P.I. SERVICES KNEW BETTER. When a homicide occurred because they provided the victim's address to their client, they were sued for invasion of privacy. P.I. Services was claimed to be liable because they didn't notify the victim that the information was released and they did not perform a background check on their client. Fortunately, when it came to their insurance, P.I. Services knew better. They were prepared with General Liability insurance from PI PROTECT™, covering alleged violations of a person's right to privacy.

Loss: Invasion of Privacy
Claim Paid: \$1.5 million

In this case, inadequate insurance would have been a crime.

PI PROTECT™
Insurance when you know BETTER®

P: 800-645-5820
E: PIProtect@brownyard.com
www.brownyard.com

OBJECTIVES

Promote superior claims service/expertise across all programs while educating buyers about real case dollar settlements

A/V Sponsor:





WELCOME



Industry Speaker

Anthony Kuczinski

President & Chief Executive Officer
Munich Reinsurance America, Inc.



A/V Sponsor:

