

# Welcome to the 12th Annual TMPAA Summit

*Where Program Business Gets Done*

## DECISION 2012



Get business done



Business as usual



# State of the Association

————— ***388 Members*** —————

260 Program Administrator Members

55 Carrier Members

73 Vendor Members

TARGET  MARKETS

Program Administrators Association

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Commercial Affinity



# New Agency Members

- AmCom Insurance Services
- American Lumber Underwriters
- Blue River Underwriters
- C&R Insurance Services
- Calsurance Insurance
- Carnegie General Insurance Agency
- Condominium Insurance Specialists of America
- GCube Insurance Services
- Greater South Agency
- Gresham & Associates
- Leavitt Group Agency Association

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# New Agency Members

- Personal Care & Assisted Living Insurance Center
- Service First Insurance Group
- Sierra Specialty Insurance
- SIS Insurance
- Southern Insurance Underwriters, Inc.
- Special Markets Insurance Consultants
- Tejas American General Agency
- TIS Nashville
- W.E. Love & Associates
- Worldwide Specialty Programs, Inc.
- Wright Insurance Group

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# New Carriers

- Companion Property & Casualty Insurance Company
- Philadelphia Insurance Company
- ProSight Specialty Insurance



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# New Vendors

- Athens Administrators
- Berkley Risk Administrators
- Dowling Hales
- Contego Services Group
- Griffin Financial Group, LLC
- Innovative Claims Service
- Island Financial Insurance Associates
- MarshBerry
- MIS Insurance Services
- NxTech, Inc.
- Specialized Business Software, Inc.
- Sterne Agee

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# Summit Sponsors

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- Western World

## Bronze

- Counterpoint Software
- Gallagher Bassett
- Liberty Mutual Insurance Commercial Affinity
- OneBeacon
- Professional Claims Managers
- ReSource Pro
- SPARTA
- Vertibrands

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# 2012 Program Business Study

- Over 100% increase in participation from last year's study
- 800 confirmed Program Administrators
  - Total size estimated at 950
- 24.7 Billion in Program Business Premium

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**Western Heritage**  
*Insurance Company®*



# TMPAA Charities



## PACKAGES FROM HOME.ORG

A non-profit organization dedicated to our U.S. servicemen & women overseas

Please take a few minutes while in the Trade Show to pack a box or write a note to a service person. TMPAA Charities has purchased 150 packages for deployed military men and women and now we need YOU!

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# TMPAA Charities

## Funding Proposals

You chose the charity by submitting an application for funding in the following areas:



- Education
- Business Incubation

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# TMPAA Charities

**3<sup>rd</sup> Annual Casino Night**– to benefit TMPAA Charities and the American Red Cross



**TONIGHT**

**9pm-Midnight**

Blackjack, poker,  
roulette and craps

TMPAA  
*Charities* 



# Best Practice Designation



Best Practice Designation



**FULCRUM**  
INSURANCE PROGRAMS



# Target University

*Join us  
Tomorrow!*

**First CPL  
Awards**

**Wednesday  
General Session**

**TARGET  
UNIVERSITY**   
Program Business Education

Main Sponsor:



Course Sponsors:



*A Tradition of Service, Founded on Trust.*



Contact the Association to add your support to this **important initiative**.

**Target University Supporters:** • BRECKENRIDGE INSURANCE GROUP  
• LEXINGTON INSURANCE • MUNICH RE • TYSERS



# CPL Designation

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

- Successful completion of all 12 Target University courses
- Five years total experience in Insurance
- Two years experience in a Program Leadership Role (*Manager, Supervisor, Officer*)
- Absence of any ethical violations



# Speed Dating with 54 Markets

- Connect with *54 program markets today* at the Carrier Meet & Greet – 10:30am
- Learn more about the program strategies and appetites of our new carrier members and get updates from the more longstanding carriers of our group.

*Pick up your TMPAA  
backpack at this event.*







# Today's Agenda

10:30am-12:00pm **Carrier Meet & Greet**

12:00pm **Networking Lunch**

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

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

9:00pm-12:00am **TMPAA Charities  
Casino Night**



# Featured Tomorrow



Industry Speaker  
**Vincent J. Dowling**

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**Munich RE**





# Wednesday's Agenda

**7:00am Networking Breakfast**

**8:00am General Session/Industry Speaker**

**10:00am & 11:00am Program Administrator  
Panel – *Website Development for your Agency***

**10:00am & 11:00am ABC's of RPG's**

**12:00pm Networking Lunch**

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# China Board Retreat



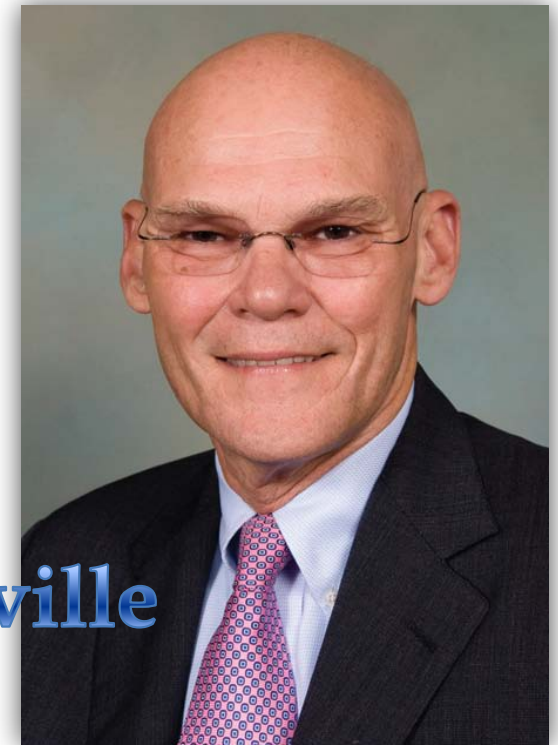


- WELCOME -



**Mary Matalin**

*...from both  
sides of the  
political aisle*



**James Carville**

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