



Program Administrators Association

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Dear Program Specialist,

For 16 years, Target Markets has been helping program administrators manage risks and challenges by providing unparalleled networking opportunities, introduction and access to program markets and industry vendors, marketing services, opportunities for recognition and professional growth through the Best Practices Designation and Target University, conference workshops and town hall meetings focused on the day-to-day management of your program operation, exposure to keynote speakers that provide insightful perspectives about the world around us and much, much more.

While other associations in our industry serve an important purpose, they do not address the specific needs of businesses that specialize in programs. Through the efforts of our many dedicated board members and valued partners, we have built an association of over 295 program specialists, 61 program carriers and over 100 service providers focused on this industry segment. Our membership is limited to decision makers for administrators that hold the "pen" for carriers, carriers that provide the "pen" to the administrators with whom they partner, and vendors who provide services to these groups. Our goal is to put these groups together and create program business opportunities.

We host two annual meetings giving our members the chance to meet face-to-face with 60+ markets. Target Markets also has an online carrier search portal that brings efficiency to market finding for program administrators by identifying the most likely program partner at a much earlier stage in the search process.

Feel free to contact any individual on the Association's Board of Directors, the TMPAA staff, or any member of the TMPAA to discuss the merits of our group. Visit the Association website at www.targetmkts.com to explore our history and current initiatives. The Target Markets staff is always ready to discuss membership or provide additional information.

We look forward to hearing from you and hope to welcome you as a new member at our next event.

Thank you,

A handwritten signature in black ink that reads "Tony Campisi". The signature is fluid and cursive, with a long horizontal stroke at the end.

Tony Campisi, TMPAA Advisory Board President
President/CEO, Glatfelter Insurance Group