

NEW TERRITORY FOR YOUR PROGRAM

Sponsored By:

InSpecialty

TMPAA Mid Year Meeting

May 8, 2013

Tom Leonhardt,
InSpecialty Services

InSpecialty

- Some key services include:
 - ▣ Market Finding
 - ▣ Reinsurance Support
 - ▣ Audit Consultancy
 - ▣ Access to Capital
 - ▣ Captive Insurance Company Creation

Presented by:

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Topics of Discussion

- **Competitive Intelligence**

Paul P. Martin

- **Regulatory Compliance & State Filings**

Sonja A Rodebaugh

- **Underwriting & Claims Counsel**

Scott R. Schaffer, Esq.

Competitive Intelligence

Determine competitive writers in the space where you are expanding

Data Mining

Unique and Relevant Coverages

Benchmark rates and provide coverage comparisons



Regulatory Compliance & State Filings



Corporate Licensing /
Certificates of Authority

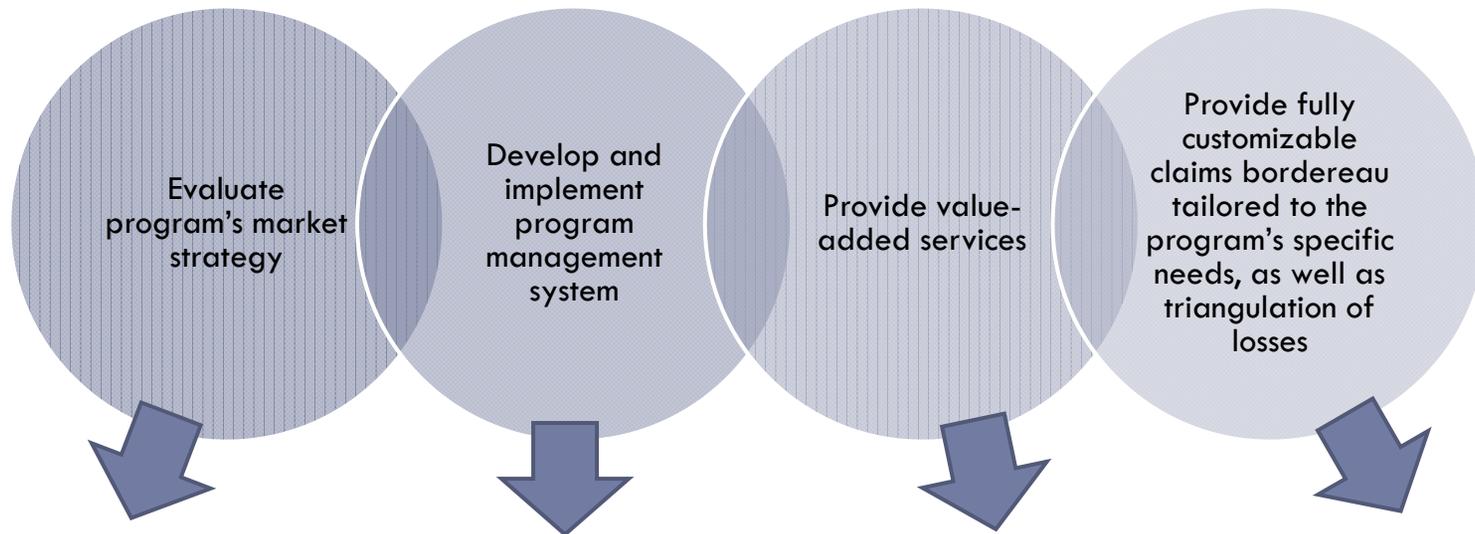
Bureau vs Independent
Program



Product Development
(Regulatory Requirements)

Compliant State Filings
Speed to Market

Underwriting & Claims Counsel



- Industry
- Market Segment
- Geography

- System providing comprehensive litigation and claim adjustment services from initial claim intake to resolution

- Risk Management and Educational Seminars & Webinars

- Tracking of claims data
- Development of analyses of the information in a user-friendly format

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QUESTIONS & ANSWERS

Territorial Expansion of Your Program