



# **Big** **Challenges** Niche Solutions

2017 TMPAA Mid-Year Meeting

*Welcome to  
Arlington!*

# Celebrating 16 Years

***Focused on the Program Specialist***



Target University

Target Programs

Best Practice Designation

Market-Finding Resources

Program Business Study

TMPAA Charities

**State of the  
Association**

**290 PAs**

**60 Carriers**

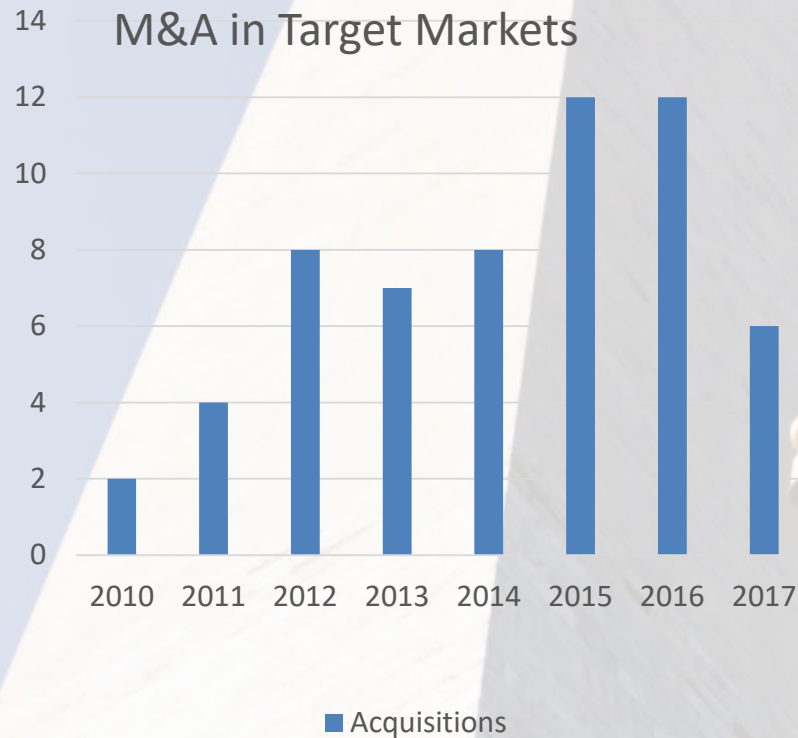
**106 Vendors**

**456 Members**

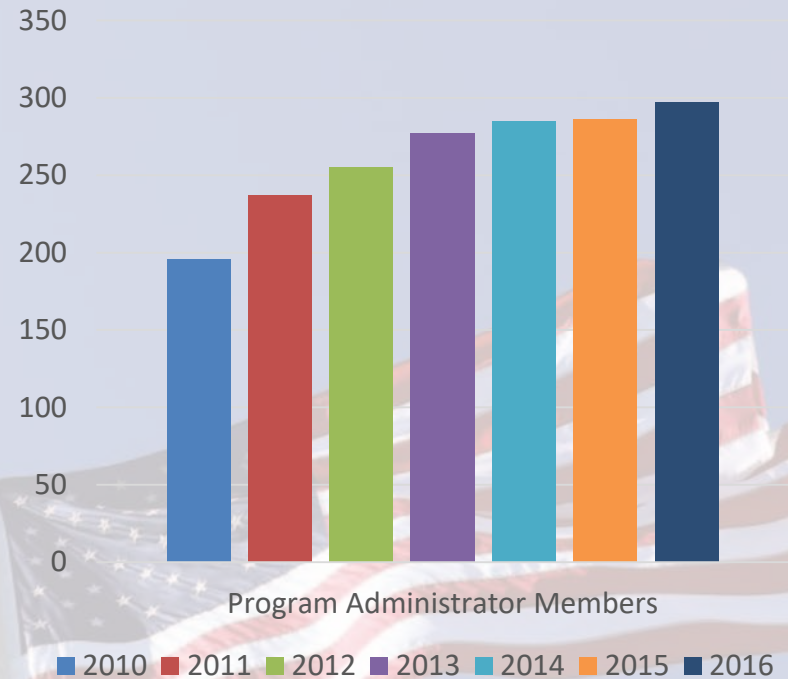
**29 National Meetings**

# TM Program Administrator Statistics

## M&A in Target Markets



## Program Administrator Growth



# Mid-Year Sponsors

GOLD





# Mid-Year Sponsors

## SILVER

- Arch Insurance
- Ascot Underwriting Ltd.
- AXIS Insurance
- Great American Insurance
- Ironshore
- Meadowbrook
- Old Republic Specialty Insurance Underwriters
- State National Companies

## BRONZE

- Allied World Insurance
- AmTrust Underwriters
- AS&G Claims Administration
- Gallagher Bassett
- Insure Learn
- Instec
- Johns Eastern Company
- Live Oak Bank
- Martin & Company
- National Safety & Risk
- ValueMomentum, Inc.
- Vertibrands Marketing

# Download the Mid-Year App



**Meeting info at your fingertips!**

**USERNAME:** your meeting  
registration email address

**PASSWORD:** 2017midyear

*Sponsored by:* **Munich RE** 

# TMPAA Charities



## TMPAA Academy of Risk Management Scholars Program

*"Partnering with top industry groups exposes our students to the enormous scope of the insurance business and often results in employment opportunities. We believe that the partnership with Target Markets will accomplish both of these goals."*

Michael Angelina, Executive Director of the Academy of  
Risk Management & Insurance, Haub School of Business



# Scholarship Recipients



## **Alyssa Cominsky**

- Saint Joseph's University | Class of 2017
- Finance and Risk Management & Insurance Double Major
- Alpha Gamma Delta Zeta Pi | Vice President of Finance



## **Andrew Grieco**

- Saint Joseph's University | Class of 2018
- Risk Management & Insurance Major
- Started in 2015 as an intern with RT Specialty (Chicago), currently employed part-time with RT Specialty (Philadelphia)



# Meet the Students



## *Reverse Job Fair!*

Meet the students and staff from the Academy of Risk Management & Insurance following the General Session.

# TMPAA Charities



**American Red Cross**



**Walter Reed  
National Military  
Medical Center**



Please take a few minutes during the meeting to pack a box for a wounded service person returning home

# Certifications/Designations

**TARGET  
MARKETS** 

Best Practice Designation

**TARGET  
UNIVERSITY**   
Program Business Education

*Certified Programs Leader (CPL)*

## Opportunities for TMPAA Members



# Best Practice Designation

**ProHostUSA**  
*Restaurant Insurance Experts*

# Best Practice Recertification



**Ascinsure**  
Specialty Risk

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**FOCUSED ■ RESPONSIVE ■ EXPERIENCED**

# Women's Networking Group



**Empowering  
Women  
Entrepreneurs**

**Michelle LeClair ♦ 11:45 AM**

*Women's Networking Group  
Lunch sponsored by:*



- Providing an additional business incubation and professional development forum for women
- Promoting leadership of women in the program industry segment



# Captive Open House

3:30-5:00pm ♦ Grand Ballroom – Salon D & E



- Program Administrators who have developed captives for their business
- Carriers who offer a variety of captive alternatives options
- Companies who offer captive management and consulting services

# Featured Tomorrow

## TMPAA Cyber Panel

### *Assessing Cyber Coverage in Program Business*

General Session ♦ 8:00am



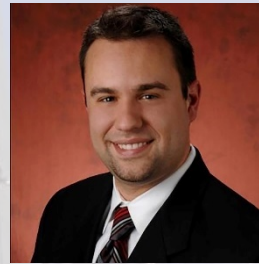
**John Weber**  
A.M. Best



**Gregory  
Bautista**  
Wilson Elser



**James Eaton**  
Beazley



**Patrick  
Thielen**  
Chubb



**Erica Davis**  
Zurich



**John Solari**  
Glatfelter  
Program  
Managers

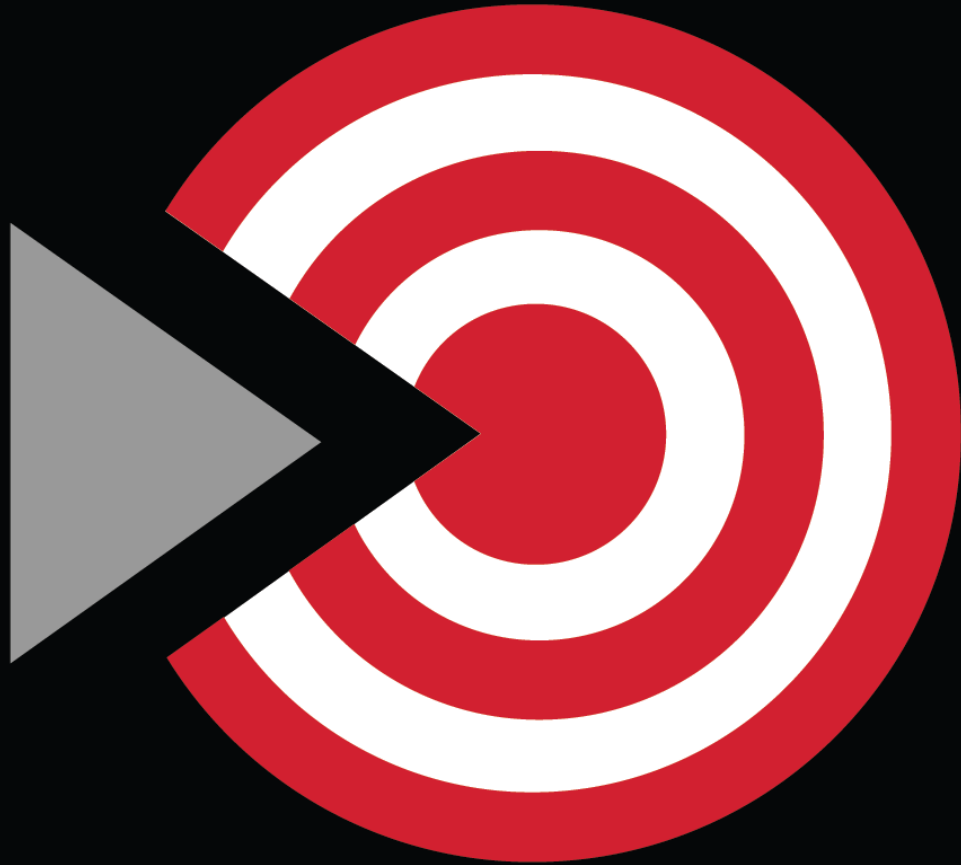
# Market-Finding Resources

- Carrier Search Portal (CSP)
- Online Meeting Request with a Carrier
- Program Carrier Checklist
- Program Executive Summary
- Reinsurance Support
- London Markets





# got programs?



# State of Program Business

## 2017 Study Coming Soon!

- Expect to receive the survey via email in June
- GOAL = 100% Participation
- Results presented at 17<sup>th</sup> Annual Summit

*Study Sponsors:*



# 17<sup>th</sup> Annual Summit

*October 16-18 ♦ Scottsdale, AZ*



## Keynote Speaker: **Captain Mark Kelly**

- Commander of Space Shuttle Endeavour's Final Mission
- Space & Aviation Contributor to NBC News/MSNBC

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# WELCOME



## Malcolm Gladwell

- Staff writer for *The New Yorker*
- Author, *The Tipping Point*, *Blink*, *Outliers*, *What the Dog Saw* and *David and Goliath*

*Sponsored by:*

