

The Program Business World is Gathering in Scottsdale

*Welcome to the 14th
Annual TMPAA Summit*





State of the Association

415 Members

284 Program Administrator Members

54 Carrier Members

77 Vendor Members

TARGET  **MARKETS**

Program Administrators Association

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New Agency Members

- Apollo General Insurance Agency, Inc.
- Aegis General Insurance Agency
- American Underwriting Services
- Beacon Aviation Insurance Services
- Cossio Insurance
- Environmental Insurance Agency, Inc.
- Equisure
- Freedom National Insurance Services, Inc.
- GIC Underwriters, Inc.
- Inter-Pacific Insurance Brokers, Inc.
- Mercer Consumer



New Agency Members

- NAPLIA
- RIC Insurance General Agency, Inc.
- Socius Insurance Services
- Strata Underwriting Managers
- Tower Services, Inc.
- Vilage & Company
- Wholesale Trading Co-Op Insurance Services
- WSIB Insurance Agency





New Carriers

- Atrium Underwriters, Ltd.
- Canopus Managing Agents Limited
- Chaucer Syndicates
- Endurance Insurance
- Topa Insurance Group



New Vendors

- BMS Intermediaries
- Croft ClaimWorks, L.C.
- EagleEye Analytics
- Historic Appraisal Services, LLC
- Independent Management Ltd.
- ValueMomentum, Inc.
- Vital insurance Partners





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Summit Sponsors

SILVER

- Allianz
- Rough Notes
- Gallagher Bassett
- Great American
- Philadelphia Insurance Companies
- State National Companies
- Travelers

BRONZE

- Advisen Ltd.
- Allied World Insurance Company
- Berkley Custom Insurance Managers
- Chubb Group of Insurance Companies
- Fireman's Fund Insurance
- Lloyd's America
- Sedgwick CMS
- Vertibrands
- ValueMomentum, Inc.
- Western World Programs

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Golf Sponsors

Tournament Sponsor: **Rough Notes**

- Allianz
- AmRisc LP
- Atrium Underwriters
- Canopus Managing Agents
- Edgewater CIS
- Fulcrum Programs
- Meadowbrook
- NARS
- Tysers
- Wilson Elser
- Zurich
- York



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Download the Summit App



Meeting info at your fingertips!

USERNAME: your meeting registration email address

PASSWORD: 14summit

Sponsored by: **Munich RE** 

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Program Business Study

- \$30.1 Billion in Premium – 10% of Commercial Market
- Estimated 2,075 Programs – 1,000 PAs
- 3.1% Growth in Number of Programs
- **Fastest Growing Segment of Commercial Insurance Market**

2014
Study
Sponsors



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Operations Boot Camp

March 12-13, 2015

Hyatt French Quarter Hotel, New Orleans

Brought to you by ReSource Pro

- Information from 1:00-3:00pm today in the Pathfinders A Conference Room
- More details in Summit Program Book and Mobile App

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Program Carrier Report

New TMPAA Member Resource

- Detailed Financial Performance Analysis of Program Insurers
- Customized report developed for TMPAA by Alirt Insurance Research
- Hard copy report delivered to all TMPAA Program Administrators 2 times a year



Berkley
Program
Specialists
a W. R. Berkley Company

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TMPAA Charities

Funding Proposals

- Education
- Business Incubation



- \$75,000 in grants to member-selected organizations
- 500 care packages to servicemen and women
- Initial investment in KIVA supports hundreds of small businesses in the developing world and now the US



TMPAA Charities



PACKAGES FROM HOME.ORG

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

Please take a few minutes during the meeting 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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Tysers Targeting Talent Trophy



10 day educational
assignment in London
during the spring of 2015

**Trophy Winner –
Katherine Vespia**
Distinguished Programs

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Certifications/Designations

**TARGET
MARKETS** 

Best Practice Designation

**TARGET
UNIVERSITY** 

Program Business Education
Certified Programs Leader (CPL)

Opportunities for TMPAA Members

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Best Practice Awards



Dan Schoenfeld
President

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Best Practice Awards



US Assure

- Andy Ferguson, President
- Alan Ferguson, Chief Underwriting Officer
- Ryan Schwartz, Chief Marketing Officer

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Corporate Photo Opportunity



Does your image help
your *image*?

**Get a good corporate
photo!**

Today from 1:00-3:00pm / Lowell Room
\$75 – a portion to benefit TMPAA Charities

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TMPAA Charities

**5th Annual York Casino Night– to benefit
TMPAA Charities and the American Red Cross**



TONIGHT

9pm-Midnight

Entertainment will be
provided by a world
class illusionist

TMPAA
Charities



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Carrier Meet & Greet

- Connect with **50+ 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 other, longstanding carriers in our group.



TMPAA Carrier Meet & Greet

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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/York
Casino Night**

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Featured Tomorrow



Industry Speaker

Stephen Catlin

Chief Executive and Deputy Chairman,
Catlin Group Limited

Sponsored by:

CATLIN

Underwriting Ambition

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Wednesday's Agenda

7:00am **Networking Breakfast**

8:00am **General Session**

- **Presentation of CPL Designations**
- **Industry Speaker: STEPHEN CATLIN**

10:00 am-12:00pm **Workshops**

12:00 p.m. **Networking Lunch**

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Introducing...



**2015 & 2016
TMPAA President**

Heidi Strommen
ProHost USA

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WELCOME



Keynote Speaker

Robert S. Mueller, III

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