

19th Annual TMPAA Summit:

Forward Thinking Future Ready

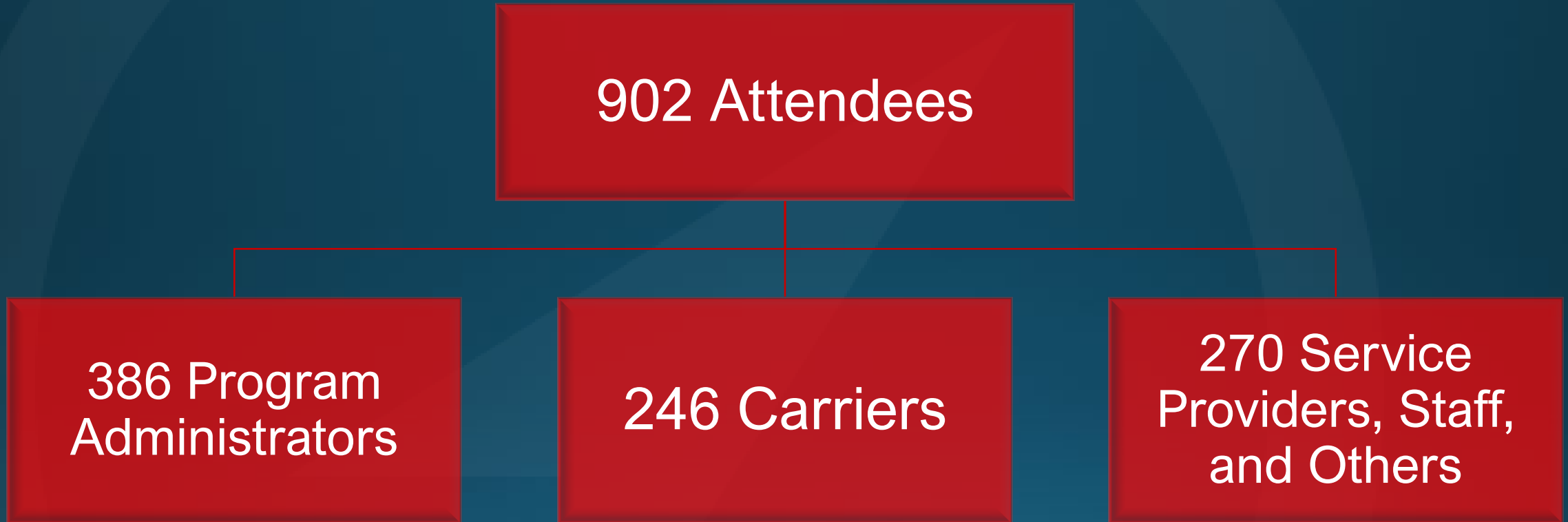


Welcome to the 19th Annual TMPAA Summit

TARGET  MARKETS®
Program Administrators Association



Summit Attendance



The Best in Programs Meet Here

State of the Association



**326 Program
Administrators**

**108 Service
Providers**

69 Carriers

Program Business by the Numbers

The TMPAA State of Program Business Study 2019

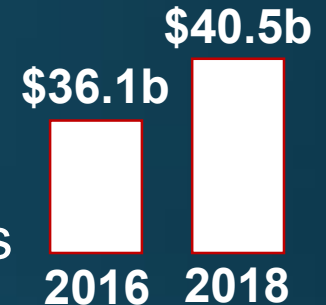


\$40.5 billion
in premiums in 2018

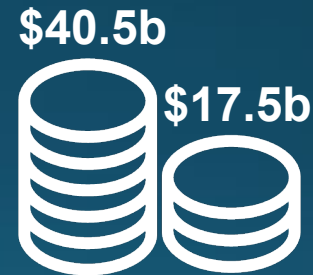
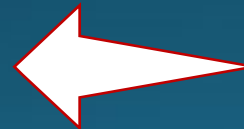


12.18%

increase in estimated
size of the program business



Despite active M&A activity, the
estimated number of program
administrators in the U.S. held steady at
1,000



131%

increase in program revenues
from \$17.5b in 2010 when TMPAA
inaugurated the market study



Summit Gold Sponsors



Summit Sponsors

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Great American Insurance Group

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Rough Notes

State National

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CNA

DOXA Insurance Holdings

Instanda

Instec

Lloyd's

Martin & Company

Risk Placement Services

ValueMomentum, Inc.

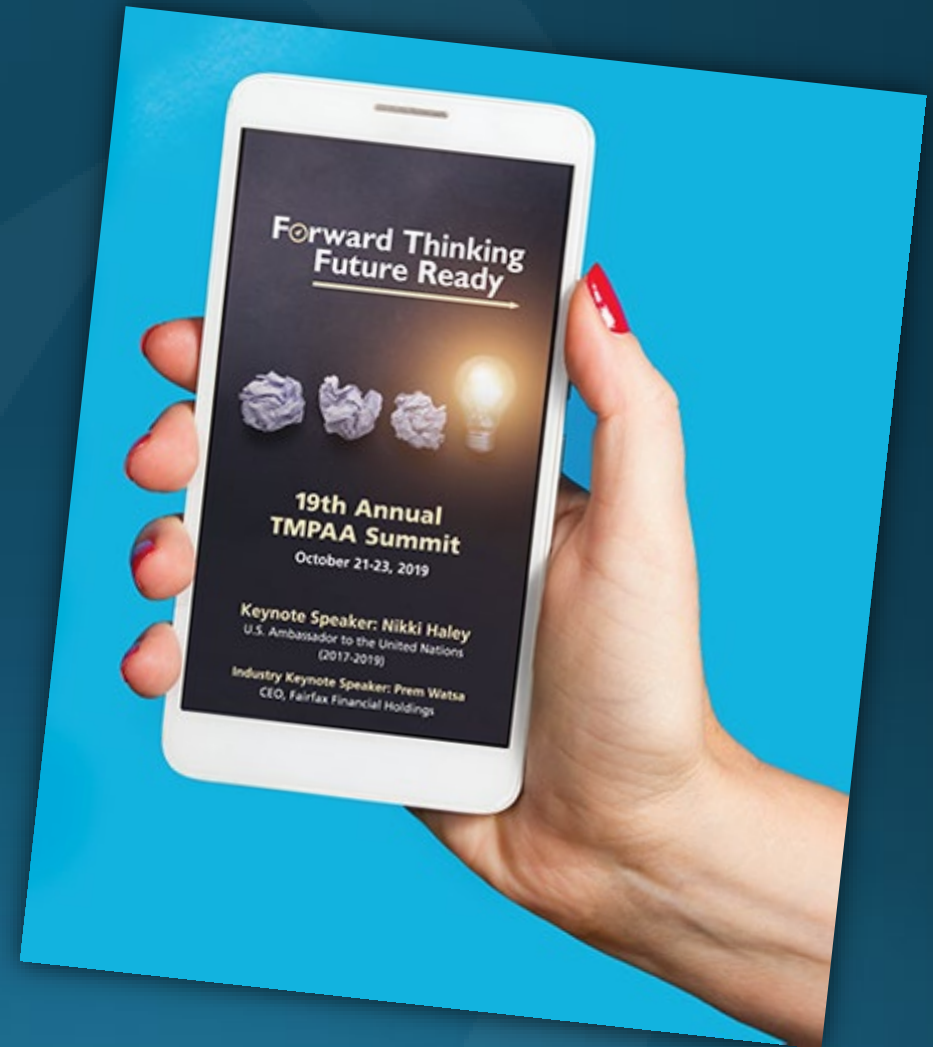
Download the Summit App

Meeting info at your fingertips!

USERNAME: Your meeting registration email address

PASSWORD: tmpaa19

Sponsored By: **Munich RE** 



A/V Sponsor  **QBE**

TMPAA Charities



TMPAA Charities supports scholarships at multiple universities with the goal of bringing new talent to our field. All scholarships support students in a Risk Management or Insurance related degree program.



Kiva is an international nonprofit with a mission to connect people through lending to alleviate poverty. TMPAA Charities has made over \$35,000 in micro loans since 2009.

Main Sponsor: **Rough Notes**

TMPAA
Charities



Golf Tournament Sponsors:

Accredited Surety & Casualty
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Tysers
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Veracity Insurance
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Zurich

*Thank you to our Packages
from Home sponsors:*

Actuarial Advantage

Alliant Specialty

Berkley Program Specialists

Business Risk Partners

Gallagher Bassett

Instanda

McKee Risk

New Empire Group

Ryan Specialty Group

ValueMomentum

TMPAA
Charities



**HELP PACK A
BOX TODAY!!**

Casino Night

Sponsored by:



TMPAA Charities



- Cocktails and desserts
- Valuable prizes
- Blackjack, Poker, Roulette, Craps, and non-casino games

Tysers Targeting Talent Trophy



10 day educational experience next spring!



Certifications & Designations

TARGET
MARKETS 

Best Practice Designation

- ✓ Revised evaluation tool reflecting current *Best Practice* expectations

TARGET
UNIVERSITY 
Program Business Education

- ✓ Course Updates
- ✓ Improved Platform

Best Practice Designation



Tom Gillingham
John Mahoney

Best Practice Recertification



Ian Sterling
Robert Sperber

Best Practice Recertification



AMRISC, LLC

John Horton

Target University



Thank you to Dean Thompson for generously awarding \$500 to **9 Program Administrators** for attaining the CPL Designation.

We will award a total of **15 CPL Designations** during tomorrow's General Session.

Cyber Security

The **Target University Cyber Security Course** provides the framework for keeping your company at a desired security level by assessing the risks you face, a plan to mitigate them, and deciding how you will respond in the event of a security breach.

Topics Include:

- Elements of a Cyber Security Program
- Basics of Performing a Risk Assessment
- Developing Security Policies and Procedures
- Organizational Cyber Security Awareness Training
- Regulatory Standards Compliance
- Cyber Breach Response
- Ongoing Plan Monitoring
- Cyber Insurance

Course Sponsor



**Powered by
University Partner**

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Today's Agenda

10:30 am –12:00 pm Lloyd's Open House

12:00 pm Networking Lunch

2:00–3:00 pm Cognitive Bias Is Impacting Your
Decisions and Bottom-Line

4:00–5:00 pm The Compelling Case for Independent
Actuarial Analysis

5:00–6:30 pm Networking Reception

9:00–11:30 pm 10th Annual Casino Night

Wednesday's Agenda

7:00 am Networking Breakfast

8:30 – 10:00 am General Session

- CPL Presentation
- The Changing Carrier Model – PA
Access to Third Party Capital Partners

10:30 am The Management Discipline
of Listening

11:30 am Box Lunch Available

SAVE THE DATE

***2020 Mid-Year
Meeting***



***May 2nd – 4th
Tampa, Florida***



TMPAA President Elect

2021 - 2022



John Colis

Keynote Speaker

Nikki Haley, Former U.S. Ambassador to the United Nations

Sponsored By:

