

13th Annual

TMPAA Summit



Where Program Business Gets





\$1,000 Trade Show Challenge



WINNER!!!

*How can your product
or service help me get
business done?*



CPL Designation

Requirements to receive the Designation of Certified Programs Leader (CPL):

- Successful completion of all 12 Target University courses
- Five years total insurance experience
- Two years experience in a Program Leadership Role (*Manager, Supervisor, Officer*) OR 5 years as a Program Underwriter
- Absence of any ethical violations



Dean Thompson Challenge



“I will give \$500 for every Program Administrator who completes the CPL process and is eligible to receive the award at the 2013 Summit”



CPL Recipients

- Debra Anglin, Markel
- Domenic Antinucci, Liberty International Underwriters
- Eric Arthur, Fulcrum Programs
- Adam Besnard, Besnard & Associates Insurance
- Sim Bridges, Coastal Insurance Underwriters
- Jeremy Bryant, Allegiant Programs Group
- Chuck Bushong, Coastal Insurance Underwriters
- Bonnie Coverstone, O'Donovan & Associates, Inc.
- Susan DeCarlo, Distinguished Programs Group
- Christopher Fell, K&B Underwriters
- James Flynn, Distinguished Programs Group
- Brianna Leaken, O'Donovan & Associates, Inc.
- Faye Leto, Coastal Insurance Underwriters



CPL Recipients

- Erin McBride, Distinguished Programs Group
- Jim O'Connell, B&B Programs
- Jeremiah O'Donovan, O'Donovan & Associates, Inc.
- Michael Oliver, Axis Insurance
- Brian Parks, Distinguished Programs Group
- Dan Rieden, Platinum Program Mrgs & Ins. Services
- John Solari, Glatfelter Insurance Group
- Katie Stephens, Fulcrum Insurance Programs
- Heidi Strommen, ProHost USA
- Lisa Tancioco, Blue River Underwriters
- Michael Thabet, Distinguished Programs Group
- William Thompson, National Specialty Underwriters
- Alek Turko, 5 Star Specialty Programs
- Steve Zastrow, ARA Insurance



Today's Agenda

10:00am Identifying and Developing Leaders in your Organization

10:00am Building a Successful Rate Monitoring Program

11:00am Capital Options | Succession Planning | Management Recapitalization

11:00am Creative Scenarios in Sharing Risk

12:00pm Networking Lunch



WELCOME



Industry Speaker
Mike Foley

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