

Welcome to Scottsdale!



18th Annual TMPAA Summit

TARGET  **MARKETS**
Program Administrators Association

A/V Sponsor



Today's Agenda

UP NEXT..... Program Distribution Panel

10:30am Workshops

- Launching a Lloyd's Program
- Best Practice Guidelines for your Agency
Self-Audit

11:30am Box Lunch Available

12:00pm..... Complete Summit Evaluation

CPL Designation

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

- Successful completion of all University courses
- 5 years total experience in Insurance
- 2 years experience in a Program Leadership Role ***OR*** 5 years as a Program Underwriter ***OR*** 5 years as a Vendor in a technical position serving the program business industry
- Absence of any ethical violations

Target University

2019 Dean Thompson Challenge



Any Program Administrator member awarded the CPL Designation at the Mid-Year or Summit will get **\$500** from Dean Thompson

CPL Recipients



- **Brett L. Biskup**
Sompo International
- **Jonathan Charak**
Zurich
- **Madeline Feld**
Arrowhead General Insurance Agency, Inc.
- **Sarah McDonnell**
Clear Risk Solutions
- **Paul Mihulka**
Zurich
- **Matthew Nangle**
BNK Insurance Services
- **Joseph Vasquez**
Glencar Underwriting Managers, Inc.
- **Stephanie Verseman**
Breckenridge Insurance Group

The Evolution of Program Distribution



Tony Campisi
Glatfelter
Insurance
Group
[Moderator]



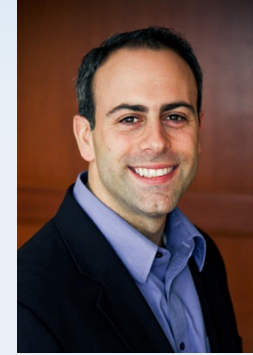
**Matthew
Sternat**
Conning



**Dan
Beaudette**
Clear Blue
Insurance
Group



**Yiana
Stavrakis**
Specialty
Program
Group



Chris Pesce
Maritime
Program
Group

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