

**Big
Challenges**

Niche
Solutions

2017 TMPAA Mid-Year Meeting

*Welcome to
Arlington!*



Today's Agenda

10:00 & 11:00 a.m. Workshops

- 10 a.m. **9 Essential Elements for Transitioning your Program to a New Market**
- 10 a.m. **Selecting the Right Technology Partner**
- 11 a.m. **Add Video to Your Marketing...How to Get Started**

12:00 p.m. Networking Lunch

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

CPL Recipients

- **David A. Harnois**
Affinity Club Underwriters
- **Poonam Kapoor**
Liberty Mutual
- **Kathleen S. Luther**
Ironshore
- **Bonnie Muir**
*Old Republic Specialty
Insurance Underwriters*



Recipients not present

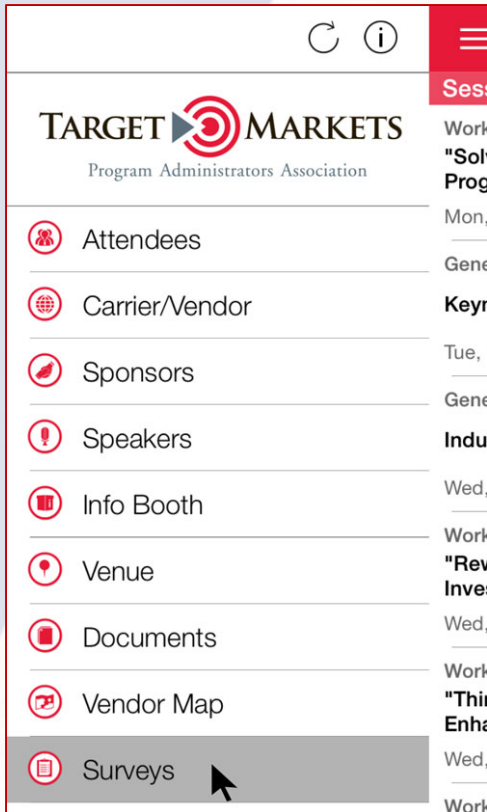
- **Joshua Cipri,**
Pearl Insurance
- **Moira Price,** *Affinity Club
Underwriters*
- **Mark Steen,** *QBE*

Mobile App Surveys

Let us know what you think!
Open the mobile app to complete a quick 2-3 question survey for each session you attend.

Mobile App Sponsored by

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TMPAA Cyber Panel

Assessing Cyber Coverage in Program Business



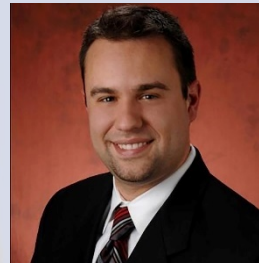
John Weber
A.M. Best



**Gregory
Bautista**
Wilson Elser



James Eaton
Beazley



**Patrick
Thielen**
Chubb



Erica Davis
Zurich



John Solari
Glatfelter
Program
Managers

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