



NAPSLO's Next Generation

Fall 2014

2014 NAPSLO Events

2014 NAPSLO Annual Convention

September 15 - 17
Atlanta, GA

Marcus Payne Advanced School

November 2 - 5
St. Louis, MO

NAPSLO E&S School

June 2-5
St. Louis, MO

Please visit www.napslo.org for more details!

Letter from the Vice President:

What an exciting year 2014 has been for NAPSLO's Next Generation! Total membership has increased more than 10%, as concerted efforts to expand our programming and activities continue at every level. Ours is a diverse group encompassing wholesalers, companies and associate members from across the entire spectrum of NAPSLO firms. The knowledge and expertise we can offer one another is invaluable, and we hope to capitalize and build on that exchange of information in the coming year.

For those of you attending the NAPSLO Annual Convention in Atlanta, prepare yourselves for a banner year of Next Generation events. We have partnered with the Georgia Surplus Lines Association to co-host an E&O presentation on Sunday (no Convention registration required) with a networking reception featuring industry leaders and Georgia Insurance Commissioner Ralph Hudgens to follow. On Monday, our annual leadership workshop will feature a presentation on market cycles by Steve Eilers of Gen Re. Finally, our Tuesday leadership panel and reception will take a close look at the last 40 years in surplus lines insurance while highlighting the challenges and opportunities facing us in the future. As we celebrate NAPSLO's 40th birthday, we will also have ample opportunity to position ourselves to help this Association's next 40 years to be just as successful.



David Dow
Vice President, NAPSLO's Next
Generation
AmWINS Brokerage

Regardless of whether you are travelling to Atlanta this year, I encourage you to become involved with NAPSLO's Next Generation work in the coming weeks and months. The Next Gen Legislative/PAC Committee will continue its efforts to raise funds and awareness for NAPSLO's legislative advocacy in Washington. Our Career Awareness Committee will build on strong showings in 2013 and 2014 to continue playing a critical role in outreach to future surplus lines professionals. Additionally, we hope to encourage individual Next Gen members to plan unofficial happy hours in their own area in a grassroots effort to begin sharing information and expertise amongst one another. 2015 will also be a great year for those individuals that have not yet done so to attend a NAPSLO school, or work on a professional designation to further strengthen their career.

We have an excellent foundation to continue building success, and 2015 will be a year full of opportunities to move that success forward. I eagerly look forward to the opportunity to work with all of you to continue making NAPSLO's Next Generation a resounding success.

Sincerely,

David Dow

Vice President, NAPSLO's Next Generation
david.dow@amwins.com



Advanced School an Excellent Opportunity for Next Gen Members



By: Wyeth Coburn
CRC Insurance Services

The NAPSLO Schools are each exciting, high paced yet in depth case studies in the current state of the E&S Market. There is just such an excellent chemistry to the programs. The students and the teachers represent the various arms of the E&S industry: brokers, underwriters, claims and legal professionals. The case studies are current, relevant, and thought provoking. The combination of lecture and group breakouts get each student involved in the discussion, offering a very broad perspective on the focused lesson at hand.

The Marcus Payne Advanced School is back in session on November, 2nd 2014, and I strongly encourage everyone, with 5 – 15 years insurance experience, to attend. In addition to the second to none learning experience, you will develop strong new relationships in class with your peers as well as the faculty. After class, grab dinner and a drink with the group just off the Washington University Medical Center campus. You'll get to know each other better, and undoubtedly conversation will lead back to the day's topics, because the class really is that engaging.

I have been lucky enough to attend the NAPSLO Basic, Advanced, and Professional Selling Skills Schools. I can't speak highly enough about the NAPSLO Schools. Each one is an eye opening and fun learning experience. The schools build students up both academically and professionally. So I encourage you again to take advantage of his great opportunity. Your career will be better for it!



Brown & Brown Works to Support Winship Cancer Institute



By: Malinda Peirce
Peachtree Special Risk
Brokers

Brown & Brown's Wholesale Division includes 18 different entities specializing in excess and surplus lines brokerage and managing general agencies with over 34 years in the insurance industry. We have offices located in 21 states, as well as London, England.

Brown & Brown prides itself on being a professional family that values community and culture. Our mission is to share our core values throughout the world by donating our time and funding to support various charities and special causes. Below are many of the organizations that our wholesale family has committed to support through service and fund raising.

During our Brown & Brown Wholesale Underwriter Appreciation event held in Key West last month, our team established a special fund in honor of Pat Snyder, our friend and underwriter at RSUI, to benefit the Sarcoma Foundation at Emory University. Many of our brokers within each entity and our carrier partners have donated to the fund. Peachtree is also sponsoring a 5k Team for the Winship Cancer Institute of Emory University. We will be participating in the walk on September 27 and raising funds to advance research breakthroughs in the fight against all types of cancer.

David O'Keeffe with Peachtree Special Risk and Hull Ft Lauderdale has raised over \$22,000 to the St. Baldrick's Foundation. David and his son volunteer each year to shave their heads in order to support this charity. The St. Baldrick's Foundation was established to research and find cures for childhood cancers, as well as give survivors long, healthy lives.

Every year, Sheri Polk with Peachtree Stockbridge participates in Walk MS to raise money for people living with Multiple Sclerosis. The

National Multiple Sclerosis Society uses the funds collected from Walk MS to not only support "research for a cure tomorrow" but also to provide programs which address the challenges of people living with MS today. In 2014, our team members raised over \$4,000 for MS.

Peachtree Special Risk Stockbridge and Liz White are also proud to support Emory's Winship Fashion for a Cure and The Pink Agenda. They are a non-profit organization who fights to raise awareness and funding for breast cancer research and care. Team members within our organization have donated to the fight for breast cancer. Several of our brokers and carrier underwriters will also be attending The Pink Agenda's Toast to a Cure in Atlanta to raise additional funding and awareness through a silent auction in October.

Along with the above organizations, Brown & Brown Wholesale and their teams have donated either their time or money in order to support the following causes and organizations: The Juvenile Diabetes Research Foundation (Andy Anderson, Braishfield in Orlando), The Broward Partnership/County Central Homeless Assistance Center (Huizenga Campus), ALS -Ice Bucket Challenge (Amie Meschi, Peachtree Atlanta along with Ben Meyers, Otis Sanders and Heather Chechila, Peachtree Boca and Kelly Williams, Kaylee Tillman and Hiba Elhag, Peachtree Stockbridge), Relay for Life, Times Picayune Doll & Toy Distribution Drive (Karen Mosteiro and Amanda Vazquez, Hull Louisiana), The American Cancer Society, The St. Bernard Project and The Brannu Paint Academy for Underprivileged Families.

In addition, many of our team members volunteer at local food banks, humane societies and homeless shelters. Our team also participates in toy drives, collecting items for battered women's shelters and sending items to our troops overseas. Members of our wholesale family have also joined in mission work to other countries. Mark Walker with Peachtree Charlotte travels for the Haiti mission every year to work and help with Love Where You Live, a campaign with his youth group to help the orphaned, the homeless, the elderly, the sick and the widowed.

Our work family strives to make an impact

in the lives of those fighting and on raising awareness for the diseases that people are struggling with each day. We ask that you all join with us in donating to the Winship Cancer Institute and work together to support this cause and, through our efforts, provide hope.

As a not-for-profit organization, Winship depends on the generosity of supporters like us in order to advance research breakthroughs in the fight against cancer. You can target your charitable gift to any number of Winship cancer funds based on your personal interests. The Winship team is grateful for every gift, regardless of size. Each one helps them get that much closer to discovering better ways to prevent, detect, and treat many types of cancer. Together we can make a difference! To help us in our efforts to support the Winship Cancer Institute, please go to www.winship5K.emory.edu.

What Can NAPSLO's Next Generation do for you?



By: John Vedder
Scottsdale Insurance Company

Are you looking for a place to meet others who are the future of the E&S business?

Searching for an opportunity to meet and interact with the current movers and shakers in our industry?

Are you interested in presenting to your Alma Mater or a local university about a career in wholesale brokering or E&S underwriting?

How about somewhere to share experiences and discuss pressing issues with our industry?

Lucky for you – NAPSLO's Next Generation is here to help its members do all of this and more!

Through out the year our members have opportunities to attend/participate in multiple activities – from Educational Seminars to regional social/professional events. It is a great opportunity to meet others who are facing some of the same challenges that you are and to interact with those who have already conquered those challenges, setting themselves up for a long and prosperous career.

This week we are putting on a couple of events:

- NAPSLO's Next Generation Leadership Workshop – Marriot Marquis – Room M104 – 2-3:00 PM

- NAPSLO's Next Generation Executive Panel – Marriot Marquis – Room M104 – 3-4:00 PM

- NAPSLO's Next Generation Reception – Hyatt Regency Atlanta – Pool Deck – 4-5:30 PM

In addition to the events this week we also have the opportunity for you to be involved with one of the many committees that help us function effectively:

- + Education
- + PAC/Legislation
- + Communications
- + Membership
- + Events

+ Career Awareness

While the main benefit is to assist our current members with their personal growth and advancement, we do have a large focus on those that will be coming behind us – the Next Generation – as such; we also have opportunities for mentoring RMI students who are interested in the E&S world.

If you are interested in joining a great organization focused on the success of its members and our industry, please come by and see us at our information booth located at the Atlanta Marriott Marquis on the Marquis level.

Be a Mentor, Find a Mentor – For the Next Generation.



Want to be heard?

You've seen what we think is important, now we want to know what's important to you! The only way for Next Gen to improve is through feedback, so please let us know your thoughts.

Is there something you'd like to see? Tell us! Please direct your comments or questions to Melissa Mears at melissa.mears@zurichna.com.

NAPSLO
4131 N. Mulberry Dr.
Suite 200
Kansas City, MO 64116
816.741.3910

What is Next Generation?

NAPSLO's Next Generation is the under 40 segment of NAPSLO and has been created to a) recruit young talent into the industry, b) increase communication regarding important industry and educational information, c) encourage professional development amongst members, d) act as a liaison between NAPSLO and young talent, and e) create an avenue for young insurance professionals to become more involved in the E&S industry.

HOW CAN I GET INVOLVED?

General Membership

You can join NAPSLO's Next Generation as a member for free, which does not require you to perform any leadership tasks on behalf of the group. You will simply receive our newsletters and invites for webinars, events, and educational opportunities.

Leadership

By joining our group (which is free) you can also volunteer for one of our subcommittees. More details are available at www.napslonextgen.org. We are also seeking volunteers for college campus visits to make presentations about our industry.

HOW DO I SIGN UP?

Please fill out the Membership Application found in the Next Generation section of the NAPSLO website (www.napslo.org).

The NAPSLO Legislative Fly-In: NAPSLO Industry Advocacy



By: John Farrey
Burns & Farrey

Like many young professionals involved in NAPSLO, the extent of my participation with the organization had been attending the Annual Convention in the fall and committee work with the NAPSLO's Next Generation group. Although I had worked with the PAC Committee of NAPSLO's Next Generation, I did not realize the full extent and importance of the NAPSLO PAC until I had the privilege of representing NAPSLO's Next Generation during the annual NAPSLO Legislative Fly-in in Washington, D.C. in May of 2014. During the fly-in, I had the unique opportunity to see first-hand how NAPSLO as an organization works to protect its members and member organizations from an ever shifting political environment. After my time in Washington, it was apparent that NAPSLO is not only a resource to its members, but also an advocate for the continuity and continued growth of the surplus lines industry as a whole.

The NAPSLO PAC

A "PAC", or "Political Action Committee", is a committee formed by business, labor or other special-interest groups to raise funds and make contributions to the campaigns of political candidates whom they support. PACs are a direct reflection of the membership as contributions can only come from personal, not corporate, funds. NAPSLO created its PAC in 2005 to build awareness in Congress of NAPSLO and the surplus lines industry's role in the U.S. economy. The PAC supports federal candidates who understand the interests of the surplus lines industry and seeks to educate those "on the Hill" about critical issues affecting the industry. NAPSLO is in a unique position as it is an organization which represents both surplus lines brokers and surplus lines companies, lending a credible voice to critical issues as it really represents the gamut of the surplus lines marketplace.

The Legislative Fly-In

The Legislative Fly-In consisted of two days of coordinated meetings organized by NAPSLO's lobbying firm, Faegre Baker Daniels with the direction and input of NAPSLO's Brady Kelley and Keri Kish. Faegre Baker Daniels arranged a series of meetings with members of Congress and their staffers from the House Financial Services and Senate Banking Committees who have jurisdiction of insurance issues in Washington. Those representing NAPSLO who attended the Legislative Fly-In were divided into five teams, each team handling a series of unique meetings with members and staffers who had influence over the political context of the surplus lines industry. The general goals of each meeting were to familiarize the staffer or member about NAPSLO, and then leverage NAPSLO's broad involvement in the surplus lines industry to express support and context for issues affecting the industry. The meetings were brief and direct, only lasting 10 to 15 minutes. It was truly striking to observe five coordinated teams of insurance industry executives all meeting with different members of Congress. For the Legislative Fly-In to run as smoothly as it did required an exhaustive amount of preparation, research and planning by the NAPSLO team and its lobbying firm.

NAPSLO's Key Priorities in Washington

During our meetings with Members of Congress, the NAPSLO delegation stressed two key "asks". The first concerned supporting revisions to the federal definition of private flood insurance within the Flood Insurance Market Parity and Modernization Act of 2014. Although non-admitted carriers are allowed to provide private flood insurance, the definition needs to be revised to provide clarity that these non-admitted carriers may be eligible to write risks within an insured's home state in accordance with NRRA. NAPSLO members stressed that the bill will ensure that surplus lines insurers are eligible to offer a private market alternative to consumers in need of coverage of unique and complex flood risks. The second "ask" involved support for the inclusion of the National Association of Registered Agents and Brokers Reform Act (NARAB II) within the extension of TRIA. NAPSLO strongly supports NARAB II as it will streamline agent and broker licensing for those entities who operate on a multi-state basis. The non-controversial NARAB II legislation needs to be passed by both chambers. NAPSLO advocated

for NARAB II to be added to the TRIA extension legislation which Congress must address before the end of 2014.

NAPSLO: A Critical Resource on TRIA

During our meetings with staffers and members of Congress, one of the most frequently asked questions from the staffers and members regarded the reauthorization of the Terrorism Risk Insurance Act, or "TRIA". TRIA was originally signed into law by President George W. Bush in 2002 to create a government backstop to carriers following a declared terrorism event. TRIA is set to expire at the end of 2014. The NAPSLO delegation provided context as to why certainty regarding the reauthorization of TRIA is critical to the industry as a whole. The existing program is intended to provide insurers a mechanism to manage the risk of terrorism events, allowing companies a certain amount of certainty when tailoring private market solutions for its clients. During these meetings, NAPSLO expressed a need for a role of the federal government in the management of the most extreme of terrorism risks, especially in the areas of worker's compensation and nuclear, biological, chemical or radiological exposures (NBCR). A key final aspect of this discussion and one which many staffers and members were interested in hearing the private market's perspective on was the issue of cyberterrorism. NAPSLO members stressed the importance of including cyberterrorism in the TRIA discussion, as the extent, nature and implications of a cyberterrorism attack could be both vast and difficult to assess.

A Continued Dialogue with Washington

Attending the Legislative Fly-In provided a unique perspective of NAPSLO that I hadn't fully realized, namely its consistent advocacy for the industry as a whole relative to critical issues in Washington. It is difficult to appreciate the importance of NAPSLO's lobbying efforts until understanding what happens on the ground during these meeting with representatives and staffers. The NAPSLO PAC provides the opportunity for industry leaders to be in a room with those members and staffers who may not fully realize the practical implications of the surplus lines business. With the continued growth of the NAPSLO PAC driven by its members and support, the industry's outlook and progress is in capable hands.