



# NAPSLO Education Programs

Results Driven Professional Development Throughout Your E&S Career

## Excess & Surplus Lines

June 4-7, 2017 • St. Louis, MO

For professionals early in their careers

*Registration is \$1,200 and includes hotel accommodations and meals*

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Gain solid understanding of how excess and surplus lines insurance works in the marketplace in this three-day introductory course. E&S participants analyze and discuss real world issues and leave with a foundational understanding of the dynamics and relationships between surplus lines brokers and carriers. CE credit is available for this program.

## NAPSLO Marcus Payne Advanced E&S

November 5-8, 2017 • St. Louis, MO

For professionals with 5-15 years of insurance experience

*Registration is \$1,250 and includes hotel accommodations and meals*

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Learn about industry regulatory issues, marketing, the claims process and reinsurance impacts from top industry professionals who bring years of experience and expertise. Participants leave with comprehensive information to apply immediately to strengthen any business. CE credit is available for this program.

## Surplus Lines Consultative Selling and Negotiations

May 2-3 • Detroit, MI | July 18-19 • Newark, NJ | Oct. 10-11 • Los Angeles, CA

For transactional brokers and underwriters

*Registration is \$995*

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Strengthen selling and customer positioning skills with this customized surplus lines sales training targeting brokers and underwriters. A small group setting with pre- and post-course training tools personalizes this course for each participant. This course is offered regionally throughout the year.

## Effective Sales Coaching

June 13, 2017 • Kansas City, MO

For surplus lines professionals responsible for a sales team

*Registration is \$995*

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Participants improve performance around achieving their business' goals and improve their ability to help team members become responsible for their own development. This program helps team members assess their current approach to coaching others and then identify their own strengths and weaknesses and identify areas for improvement.

## Surplus Lines Management

February 5-8, 2018 • Atlanta, GA

For surplus lines operational-management professionals

*Registration is \$2,000 and includes hotel accommodations and meals*

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Taught in partnership with faculty from Emory University's Goizueta School of Business as well as NAPSLO senior leaders and industry CEOs. This program focuses on managerial soft skills and leadership style awareness, overseeing effective wholesale relationships and books of specialty business, regulatory oversight and critical financial metrics.

## Executive Leadership Summit

April 2018 • Charlottesville, VA

For surplus lines senior-level executives

*Registration is \$2,500 and includes hotel accommodations and meals*

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Focus on developing and implementing strategic planning, leadership and change management at the personal, team and organizational level. Senior level professionals learn through intensive, real-life case studies at the University of Virginia's Darden School of Business in this capstone course.

# Online Learning

## Surplus Lines Fundamentals

Online/On-Demand

For anyone seeking to understand how the surplus lines market works

Registration is partially subsidized by NAPSLO and is \$16.25 (including CE credits) or \$15 (without CE credit)

Understand why the surplus lines market is needed, how its distribution system works, how surplus lines transactions are regulated, and how the surplus lines market is able to successfully underwrite risks that the standard market has declined. In most states the course is eligible for three CE credit hours. Course curriculum is updated annually.

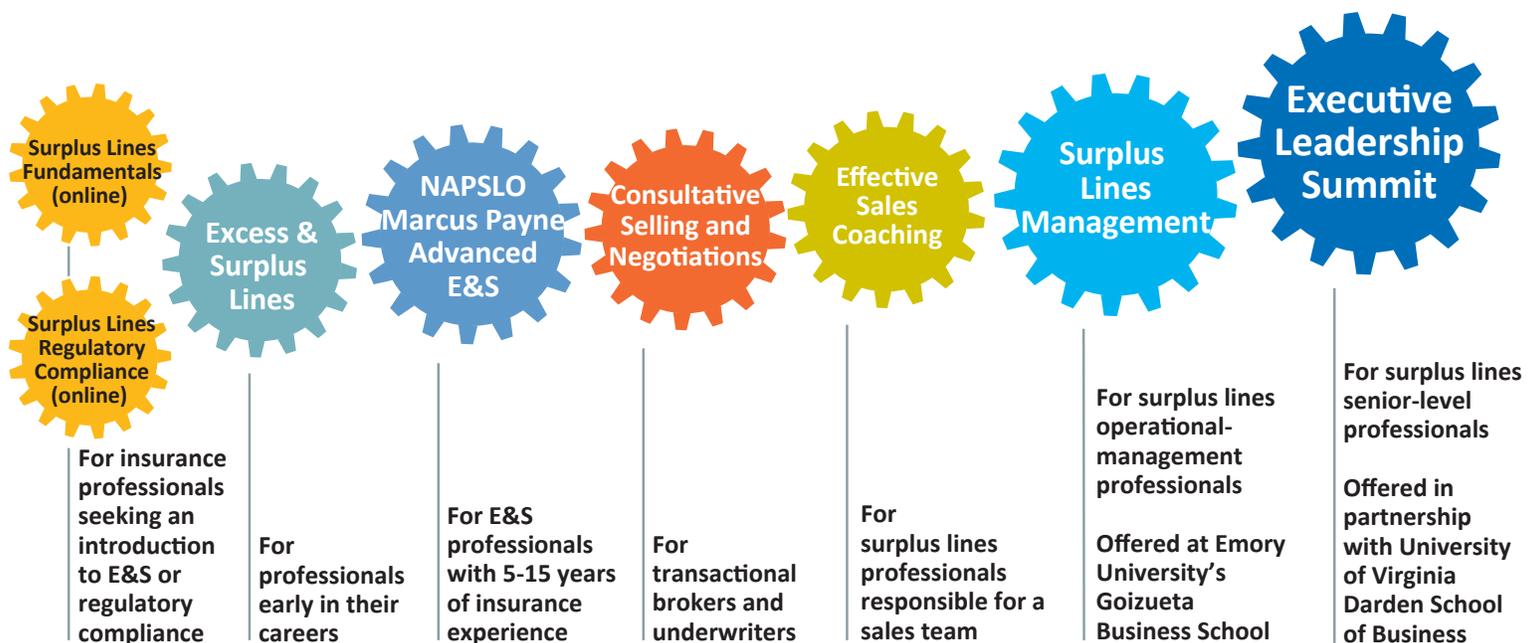
## Surplus Lines Regulatory Compliance

Online/On-Demand

For brokers, underwriters, regulators and agents with less than two years of surplus lines experience

Registration is \$14.95 (including CE credits) or \$7 (without CE credit) with NAPSLO subsidy

This course targets brokers, underwriters, regulators and agents with less than two years of surplus lines compliance job training or experience. The course covers a variety of subject material including an overview of the surplus lines industry, licensing, record keeping, insurer eligibility, diligent search, tax remittance, policy disclosure and delivery, and independent procurement and industrial exemption. In most states the course is eligible for three CE credit hours. Course curriculum is updated annually.



Learn more about NAPSLO Education Programs and register to attend online

[www.napslo.org](http://www.napslo.org)