

Gateway to Professionalism 2010

21st Annual NAPSLO E&S School



*Eric P. Newman
Education Center &
Parkway Hotel
St. Louis, MO*

June 22-25, 2010

**Registration Deadline:
May 14, 2010**

Enroll Today!

Gateway to Professionalism 2010

INTERACTIVE INSTRUCTION

The traditional classroom setting provides an interactive environment for attendees. Current and relevant issues facing Excess and Surplus Lines industry are highlighted and participants are encouraged to discuss their experiences.

E&S attendees take part in a comprehensive breakout and group discussion of real world questions regarding situations they will face in their careers.

COMPREHENSIVE LEARNING

Participants gain a complete understanding of what makes Excess and Surplus Lines insurance work and its importance in the insurance marketplace. Panel discussions feature questions posed by attendees on major topics of interest.

NETWORKING OPPORTUNITY

Work relationships and interaction are an integral part of success in this industry. The E&S School offers a unique opportunity for networking with others in the industry.

WHO SHOULD ATTEND

The NAPSLO E&S School is designed for insurance professionals with one to five years experience in the Surplus Lines industry. Persons with more than five years Surplus Lines experience are encouraged to attend the NAPSLO Advanced School offered each Fall.

INDUSTRY FUNDAMENTALS

This introductory course on the Surplus Lines market will help your employees gain valuable knowledge of basic Excess and Surplus Lines issues. Variations between E&S and standard markets will be presented.

Classroom presentations, group projects and interactive discussions are an integral part of the school. Space is limited. Enroll your employees today!

PERSPECTIVES FROM THE TOP

The school opens with a presentation from a current industry leader who will share experiences and views of the industry.

Matt Nichols, President, All Risks, Ltd.

EXECUTIVE PANEL

Leaders of Excess and Surplus Lines insurance companies and brokerage firms will respond to questions given to them from attendees, followed by open discussion.

Glen E. Curley, CPCU, ARe- President, Northeast Region, Markel Corporation

David Norris- Senior VP and Property Department Manager, RSUI Group, Inc.

James Drinkwater, President-Brokerage Division, AmWINS Group, Inc.

Loti C. Woods, CPCU, Co-CEO, McAuley Woods & Associates



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E&S SCHOOL SESSIONS & FACULTY

These E&S professionals bring years of experience and expertise to the curriculum. The faculty will be available for informal meetings during the school.

Cops (2 Hours CE Credit)

Richard M. Bouhan
NAPSLO

Regulation and oversight of the E&S industry.

Risk Takers (2 Hours CE Credit)

Glenn Hargrove
MSW

The advantages and disadvantages of various markets.

Market Dynamics (2 Hours CE Credit)

John M. DiBiasi, CPCU
XL Excess & Surplus Lines

The study of changing environments in the E&S marketplace.

Marketing (CE Credit Pending)

Letha Heaton
Admiral Insurance Company
The basics of marketing.

MGAs and Brokers (CE Credit Pending)

Jill K. Jinks, CPCU, ASLI
Insurance House

Marcus Payne
NAPSLO

How MGAs and Brokers maintain, market and manage business with an emphasis on Internet technology.

Where's The Money? (2 Hours CE Credit)

Dave Leonard, CPCU, ARM, ARe, AIAF
RSUI Group

The importance of reviewing financial statements and accounting procedures.

Distribution System (CE Credit Pending)

Marcus Payne
NAPSLO

The complexity, purpose and variations in the E&S market.

HOTEL ACCOMMODATIONS

Attendees will stay at the Parkway Hotel, located at 4550 Forest Park Blvd. The Parkway Hotel is located on the campus of Washington University Medical Center.

SESSION LOCATION

The Eric P. Newman Education Center is located within walking distance of the hotel. After hotel check-in, please stop by the NAPSLO registration desk (in the hotel lobby) to pick up class materials.

REGISTRATION FEES - \$1,200

Complete all portions of the enclosed registration form and e-mail to Vicky@napslo.org or mail to the address on the application form. Payment must be received with the form to begin the registration process. Please do not make airline reservations until you receive confirmation of acceptance. The registration deadline is May 14, 2009. The registration fee for the NAPSLO E&S School is \$1,200.

REFUND POLICY

All requests must be in writing. See schedule below. No exceptions. Before May 8 Full refund; May 8- May 14 50% refund. After May 14 No refund.

ACKNOWLEDGEMENT

The NAPSLO Education Committee Co-Chairs are Gil Hine, CPCU, CFP, McClelland & Hine, Inc. and David Leonard, CPCU, RSUI Group, Inc. Marcus Payne is the Education Coordinator for the E&S School.



NAPSLO E&S School Application
Hotel location: The Parkway Hotel, St. Louis, Missouri
Seminar location (walking distance): Eric P. Newman Education Center
June 22-25, 2010

Please type or print all information.

Please check one: ___ NAPSLO Member ___ AAMGA Member ___ Both

Name on Badge: _____

Firm Name: _____

Address: _____

City: _____ State: _____ ZIP: _____

Telephone: _____ Cell Phone: _____

FAX: _____ E-Mail: _____

1. Education: Circle the highest level completed: High School College Graduate School

2. Insurance Employment History: Give a brief description of your work in the insurance field: _____

3. How many years have you worked in Excess/Surplus related areas? _____

4. Present job title: _____

5. Briefly describe your present job: _____

6. What would you like to get out of the school? _____

7. Why are you attending? _____

8. State two questions you may have regarding the excess & surplus lines distribution system? _____

Acknowledgment & Acceptance of Liability

I acknowledge that submission of this application form does not constitute acceptance to the NAPSLO Excess & Surplus Lines School. I also acknowledge that in consideration for my participation in the School I agree to waive, release, discharge and hold harmless NAPSLO from any and all claims for damages, personal injuries, death or property damage which may occur to me or that I might cause as a result of my participation in the NAPSLO Excess & Surplus Lines School including, but not limited to, all educational and social functions.

Signature _____ Date _____

(Accommodations & fee information on back)

| | |
|---------------------------|-------|
| NAPSLO Office Only | |
| Number: | _____ |
| Entered: | _____ |
| Member #: | _____ |
| Check #: | _____ |
| Amount: | _____ |

Accommodations

Hotel location: The Parkway Hotel, St. Louis, Missouri
Seminar location (walking distance): Eric P. Newman Education Center

Plan to arrive before 4:00 p.m. on start date. Registration and room check-in will be located at the Parkway Hotel, all other functions will be held within walking distance at the Eric P. Newman Education Center. Classes end at 11:00 a.m. on final day. Do not make non-refundable airline reservations until you receive confirmation of acceptance in the school.

If arrival/departure date differ from that above, please note below.

Arrival _____ Departure _____

Please note: Hotel arrivals or departures outside of the above dates will require an additional charge of \$148 per night. Please include the \$148 fee with your registration.

In case of emergency during the school contact:

Name _____

Day Phone: _____ Evening Phone: _____

Special Needs/Diet Restrictions: Do you have special needs (i.e. physical, dietary) that we can address?

Fees - \$1,200

Fees include single occupancy room, registration fees, course materials and meals as noted on the schedule.

Please note: If your travel arrangements require you to arrive prior to the scheduled arrival date, please enclose \$148 fee for an additional night stay at the hotel.

_____ **Total Amount**

Method of Payment: Check payable to NAPSLO American Express MasterCard Visa

CREDIT CARD#

Exp. Date (mmyy)

NAME ON CREDIT CARD (PLEASE PRINT) _____

SIGNATURE (Required) _____ DATE _____

Make checks payable to NAPSLO in U.S. funds. Enrollment is limited. Return form to:

NAPSLO • 200 N.E. 54th St., Suite 200 • Kansas City, MO 64118

Make copies of forms as needed. If you have any questions please call the NAPSLO office at (816) 741-3910. Additional brochures and applications can be downloaded by visiting www.napslo.org.