

*Gateway to Excellence
Taking it to the Next Level 2010*

16th Annual NAPSLO Advanced School



St. Louis

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

November 13-16, 2010

Registration Deadline:

October 1, 2010

Enroll Today!

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PURPOSE OF THE SCHOOL

The Advanced School was developed in response to graduates of the NAPSLO E&S School desiring an extended course of study for experienced surplus lines professionals.

INTERACTIVE LEARNING

Classroom discussions, group sessions and case study groups help attendees apply knowledge gained during the learning process. Attendees are given the opportunity to submit questions to the faculty in advance.

NETWORKING OPPORTUNITY

Work relationships and interaction are an integral part of success in surplus lines. The Advanced School offers a unique opportunity for networking with other industry professionals.

WHO SHOULD ATTEND

The Advanced School is designed for insurance professionals with five or more years experience in surplus lines. Persons with less than five years surplus lines experience are encouraged to attend the NAPSLO E&S School, offered each summer. Completion of the NAPSLO E&S School is not a prerequisite.

CE CREDIT

Earn up to 12 Hours of CE credit.

The surplus lines insurance marketplace faces constant challenges due to a turbulent marketplace, increasing and new exposures and claim costs, restricted capacity for coastal property exposures and a move towards more federal standards in the surplus lines industry.

Join us as we take a current look at these and other important issues facing the industry.

The School opens with **Perspectives From The Top**, as an industry leader will share personal experiences and present their view of the Surplus Lines industry.

The faculty will be available at any time during the school to answer questions or meet with any student and a reception following the **International Panel** will give students the opportunity to meet the panel members in a more informal setting.

PERSPECTIVES FROM THE TOP

Nicholas Cortezi, Chief Executive Officer, All Risks, Ltd.

INTERNATIONAL PANEL

Matt Nichols, All Risks, Ltd., Chair of NAPSLO's International Committee, will moderate a panel of international and domestic brokers and underwriters from London, Bermuda and the United States.

Panel Members:

Alan Waring - Bermuda Broker- Crump International Ltd.

Glenn Hargrove - US Broker- MSW

Nick Simmonds - London Broker - Price Forbes & Partners

David Burchett - London Underwriter - Omega Underwriting Holdings



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FACULTY

The faculty consists of industry professionals, presidents and chief executive officers in their firms. Faculty members develop their own material and bring years of experience and expertise to the curriculum.

The Broker/Underwriter Relationship (CE Credit)

A discussion of the dynamics of the relationship between the excess and surplus company underwriters and the transactional brokers.

Marcus Payne, NAPSLO

Avoiding The Sting (CE Credit)

Recognizing scams in the non-admitted market.

Philip Ballinger, CPCU, ASLI

Surplus Lines Stamping Office of Texas

Changes Following the Adoption of the Non Admitted Reinsurance Reform Act (CE Credit)

A discussion of the nonadmitted and reinsurance reform act, federal producer licensing initiatives, and their impact on the surplus lines industry will be some of the topics covered.

Steve Stephan, NAPSLO

The Claims Experience (CE Credit)

A look at the surplus lines claims process, coverage and liability issues.

Jean Nelson, Scottsdale Insurance Co.

Conquering Financial Statements (CE Credit)

Reviewing financial documents, accounting and reporting procedures.

Marshall Kath, Black/White & Assoc. of KY

The Devil's In The Details (CE Credit Pending)

Standards and procedures to reduce error & omission exposure.

Andrew Forstenzer, Crump Group, Inc.

International Executive Panel - Moderated by Matt Nichols

Reinsurance & the Specialty Marketplace (CE Credit)

Current issues, trends and the impact on the marketplace.

Randall Jones, Strategic Advisors Group LLC.

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

Complete all portions of the enclosed registration form and mail to: NAPSLO, 200 NE 54th Street, Suite 200, Kansas City, MO 64118. Payment must be received with the registration form and cannot be processed without payment. Forms can also be faxed to 816.741.5409 or e-mailed to Vicky@napslo.org.

Please do not make airline reservations until you receive confirmation of acceptance. Registration deadline is October 1. The cost of the NAPSLO Advanced School is \$1,250.

REFUND POLICY

All requests must be in writing. No exceptions to schedule below.

Before Oct. 1
Full refund (less \$50 processing fee)

Oct. 1 - Oct. 8
50% refund

After Oct. 8
No refund

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2010 ADVANCED SCHOOL SCHEDULE

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 Center.

Saturday, November 13

4:00 p.m.	-	5:30 p.m.	Registration & Room Check-In (Parkway Hotel Lobby)
5:30 p.m.	-	6:15 p.m.	Opening Reception
6:15 p.m.	-	7:30 p.m.	Dinner
7:30 p.m.	-	8:45 p.m.	Perspectives From The Top
8:45 p.m.	-	9:30 p.m.	Hospitality

Sunday, November 14

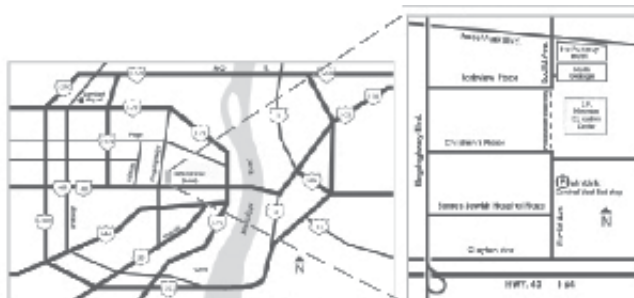
7:00 a.m.	-	8:00 a.m.	Breakfast Buffet
8:00 a.m.	-	9:30 a.m.	The Broker/Underwriter Relationship
9:45 a.m.	-	Noon	Conquering Financial Statements
12:05 p.m.	-	1:00 p.m.	Luncheon Buffet
1:00 p.m.	-	3:00 p.m.	The Devil's In The Details
3:15 p.m.	-	5:00 p.m.	Advanced Regulation
6:30 p.m.	-	8:00 p.m.	Drinks & Casual Dinner (off-property)

Monday, November 15

7:00 a.m.	-	8:00 a.m.	Breakfast Buffet
8:00 a.m.	-	10:30 a.m.	Reinsurance and Alternative Risk
10:45 a.m.	-	Noon	Avoiding the Sting
Noon	-	1:00 p.m.	Luncheon Buffet
1:00 p.m.	-	3:15 p.m.	The Claims Experience
3:30 p.m.	-	5:00 p.m.	International Executive Panel
5:15 p.m.	-	6:00 p.m.	Reception with Executive Panel
6:00 p.m.	-	7:00 p.m.	Dinner Buffet

Tuesday, November 16

7:00 a.m.	-	8:00 a.m.	Breakfast Buffet
8:00 a.m.	-	11:00 a.m.	Case Study
11:00 a.m.	-	11:30 a.m.	Final Evaluations, Certificate Presentation & Departure



**The Parkway Hotel - (314) 256-7777
4550 Forest Park Blvd.**

After hotel check-in, stop by the NAPSLO registration desk (in the hotel lobby) to pick up class materials and information about the school.

E.P. Newman Education Center
Classrooms are located within walking distance of the hotel.

NAPSLO Advanced School Application
Hotel location: The Parkway Hotel, St. Louis, Missouri
Seminar location (within walking distance): Eric P. Newman Education Center
November 13-16, 2010

Please print all information.

Please check one: _____NAPSLO Member _____AAMGA Member _____Both

Name on Badge: _____

Firm Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Telephone: _____ Fax: _____

E-Mail: _____ Cell #: _____

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. Why are you attending and what would you like to get out of the school? _____

7. What would you like to ask the International Executive Panel? _____

Acknowledgment & Acceptance of Liability

I acknowledge that submission of this application form does not constitute acceptance to the NAPSLO Advanced 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 Advanced School including, but not limited to, all educational and social functions.

Signature _____ Date _____

(Accommodation & fee information on back)

NAPSLO Office Only

Number: _____
Entered: _____
Member #: _____
CC/Check #: _____
Amount: _____
Arrival: _____
Departure: _____

