

## NETWORKING

### Annual Marketplace

Recognized as the leading networking event for the wholesale, specialty and surplus lines industry, over 8,800 members attend each fall for three days of business meetings.

- Meet with trading partners in the Brokers' Lounge and Club.
- Reserve a branded Club Table for exclusive use; tables are available during registration.
- Registration begins in May.

### Underwriting Summit

This networking event is tailored for firm leadership and members involved in underwriting, delegated authority, program specialization, and financial lines, featuring a more relaxed and intimate setting with approximately 1,700 attendees.

- Meet with trading partners in the Brokers' Lounge and Club.
- Reserve a branded Club or Vendor Table for exclusive use; tables are available during registration.
- Sponsor and golf in the WSIA Education Foundation Golf Tournament.
- Registration begins in January.

### NEW! EduTech Connect

Bringing together the best of events previously known as WSIA University and the Insurtech Conference, attendees build their own schedule from a choice of more than 25 E&S technical training and innovation sessions, with shared keynote and networking opportunities.

- WSIA member firms can [submit speaker proposals to Monica McAtee, Director of Education](#).
- Exhibit in the Networking Hub or sponsor the conference. [Learn more in the event prospectus](#).
- Registration begins in June.

## EDUCATION PROGRAMS

WSIA provides comprehensive education programs for both new and experienced E&S professionals. These programs include technical training and professional development topics. All WSIA members' employees can participate in these programs held throughout the year in various locations.

- Download the [program overview](#).
- Participate in free [webinars](#) on various topics, including leadership, culture, emerging issues and state of the industry; always available on-demand later.
- Member professionals interested in serving as an education program facilitator should contact Monica McAtee, [monica@wsia.org](mailto:monica@wsia.org).

## TALENT OUTREACH & INTERNSHIPS

WSIA is committed to developing awareness about surplus lines career opportunities and cultivating interest in them with young and emerging talent. The Association undertakes this important work through its Talent Outreach and Internship Committees, U40, and foundations.

- Member firms may apply to [host](#) WSIA summer interns. Learn more [here about that opportunity](#).
- [Join the Speakers Bureau](#) to present to college students in classes or meetings, including potential college campus visits.
- [Participate in Extreme Risk Takers Symposium Career Fairs](#); network with students as prospective employees.

**COMMITTEE SERVICE** Any WSIA member can volunteer to serve on the association's eight standing committees. Committee volunteers are critical to the success of WSIA's initiatives. The application period opens in December and closes in January, with rosters announced in March. Terms last one year. [Learn more here](#).

## LEGISLATIVE ADVOCACY & the WSIA PAC

WSIA advocates for the wholesale, specialty and surplus lines industry on [legislative and regulatory matters](#). WSIA staff collaborates with state regulators and state and federal lawmakers who impact members' ability to effectively operate within the U.S. insurance regulatory system. Our team ensures that WSIA's [Regulatory](#) and [Uniformity](#) Principles are upheld and offers compliance resources on state and federal laws and regulations.

- Access WSIA's government affairs team, dedicated to the surplus lines industry.
- Receive legislative and regulatory updates, including real-time alerts, via email and on the [WSIA website](#). You can also view and receive [GovHawk Reports](#) for specific state alerts.
- [Access compliance resources](#), including state comparison charts on diligent search requirements, tax filing and reporting procedures and wholesale broker policy fee restrictions.
- Contribute to the [WSIA PAC](#) to help shape public policy.

## U40

[U40](#) is a dynamic group for industry professionals under the age of 40, employed by WSIA member firms. U40 encourages the exchange of educational and industry information among members, promotes professionalism and is an avenue for young insurance professionals to become more involved in the surplus lines community.

- U40 membership is open to any under-40 employee of all WSIA member firms at no charge.
- Receive U40 communications by signing up [here](#).
- [U40 Connect](#) is held each fall and includes tailored education, networking opportunities and philanthropic engagement.
- The U40 International Summit, held every other year in London is made available to all U40 members through an application process.

## WSIA FOUNDATIONS

### WSIA EDUCATION FOUNDATION

The [WSIA Education Foundation](#) is dedicated to encouraging the educational development of those interested in the excess and surplus lines business, creating an understanding, and overcoming the misperceptions about the market. Initiatives include:

#### MEMBER-FOCUSED INITIATIVES

- Financial support of the annual [AM Best Report](#).
- Support of the ASLI designation program
- WSIA education program scholarships for members
- Support of WSIA symposium career fairs for members

#### STUDENT-FOCUSED INITIATIVES

- Scholarships for colleges students interested in risk management studies.
- Scholarships for WSIA interns after successful summer positions.
- Support of four student symposiums.



### WSIA TALENT ADVOCACY & ENGAGEMENT FOUNDATION

The WSIA Talent Advocacy & Engagement Foundation was founded in 2020 to stimulate and attract a broad pipeline of talent for the wholesale, specialty and surplus lines insurance industry.

#### TALENT OUTREACH INITIATIVES

- Student presentations on college campuses
- Internships
- Collaboration with Gamma Iota Sigma (GIS)

#### CULTURE RESOURCES

- Access to the [Blue Ocean Brain Microlearning Platform](#)
- [Webinars](#)
- [Themed Culture Resources](#)

# PROGRAMS OVERVIEW

NETWORKING EVENTS	Cost	Registration Opens	Event Month
<b>Annual Marketplace</b>			
Delegate Registration	\$900	May	October
Club Tables	\$2,350 each		
<b>Underwriting Summit</b>			
Delegate Registration	\$975	January	March
Club Tables	\$1,600 each		
Vendor Tables	\$2,000 each		
WSIA Education Foundation Golf	\$350 per golfer		
Golf Sponsorships	\$2,000 - \$3,000		
<b>EduTech Connect</b>			
Delegate Registration	\$850	June	August
Exhibit in the Networking Hub	\$2,500		
Sponsorships	\$2,500 - \$10,000		
<b>U40 Connect</b>			
Delegate Registration	\$900	August	November
<b>EDUCATION PROGRAMS</b>	<b>Cost</b>	<b>Registration Opens</b>	<b>Event Month</b>
<b>Excess &amp; Surplus Lines</b>	\$1,950	March	June
<b>Marcus Payne Advanced E&amp;S</b>	\$1,950	March	June
<b>Underwriting Boot Camp</b>	\$1,500	June	September
<b>Collaborative Selling and Negotiations</b>	\$1,095	November/June	February/September
<b>Leading People &amp; Teams</b>	\$1,095	November/June	February/September
<b>Surplus Lines Management</b>	\$2,310	November	February
<b>Executive Leadership Summit</b>	\$2,995	January	April
<b>Surplus Lines Fundamentals (online)</b>	\$17.25	On-demand	On-demand

NOTE: All program costs and registration launch dates are subject to change. Please reference the [WSIA website](#) for the most up-to-date details and important updates!