

# Initiatives *At-A-Glance*

## About the WSIA Education Foundation

The WSIA Education Foundation is dedicated to encouraging the educational development of all those interested in the wholesale, specialty and surplus lines business, and to creating an understanding, and overcoming the misperceptions of the excess and surplus lines market.

The Foundation supports the WSIA education programs; champions the Associate in Surplus Lines Insurance (ASLI) designation program, supports the A.M. Best Company's annual review of the surplus lines segment; administers student-focused educational programs, symposiums and scholarships; and attracts new talent to the industry through university outreach in collaboration with the WSIA Career Development Committee.



## Scholarships

- Established in 1998, the WSIA Education Foundation scholarship program supports students pursuing an insurance or business-related program of study.
- The purpose of the scholarship program is to further the study of insurance and encourage, support, and reward those exceptional students who have an interest in an insurance career.
- Up to 21 scholarships are awarded worth \$5,000 each (\$2,500 for Fall; \$2,500 for Spring).
- In 2018, there were 21 scholarships awarded, for a total of \$105,000, to students from 13 different universities.

## Symposiums

- Three annual two-day college symposiums are held throughout the year for Risk Management and Insurance majors.
- All symposiums include a Career Fair, networking opportunities with industry members, and educational sessions with both young and experienced professionals.
- Registration is only \$25 for students and includes free or reduced hotel stay and meals.
- By year-end 2018, a total of 450 students from 50 different universities will have attended all three symposiums.

### 2018 Symposiums

**2018 Surplus Lines Symposium** - 200 students from 19 universities

**2018 Extreme Risk Takers Symposium** - 150 students from 22 universities

**2018 Wholesale and Specialty Insurance Symposium** - 100 students from 9 universities

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### A.M. Best

- The Foundation is most widely-known among WSIA members for its commitment to the A.M. Best Company's annual *Special Report, U.S. Surplus Lines – Segment Review*. The Foundation provides a grant to make the report possible.
- The A.M. Best report studies on the state of the surplus lines industry and current trends. The report includes surplus lines sector's market trends, financial condition and ratings distribution, regulatory and legislative developments, distribution issues and impairment trends, and survey results of surplus lines insurers measuring the proportion of premium derived from various distribution channels.
- The 2018 report found growth of 5.8% in surplus lines direct premium written in 2017, with surplus lines premium of \$44.9 billion.

### Gamma Iota Sigma (GIS)

- Gamma Iota Sigma (GIS) is an international risk management, insurance and actuarial science collegiate fraternity, and serves over 4,000 student members and faculty from 76 chapters across North America by providing professional development and educational opportunities.
- The WSIA Education Foundation is a GIS Sustaining Partner which includes many opportunities to engage with college students.
- In 2018, the Foundation participated in the Leadership Symposium, regional and international GIS conferences.

### Associate in Surplus Lines Insurance (ASLI)

- In addition to WSIA's Certified Insurance Wholesaler (CIW) and Certified Managing General Agency (CMGA) education designations, the foundation supports the Associate in Surplus Lines Insurance (ASLI).
- The ASLI designation program was developed in 1996 by the Derek Hughes/NAPSLO Educational Foundation and The Institutes.
- Students must pass exams for four courses on surplus lines insurance-related subject to complete the ASLI.
- More than 2,200 insurance professionals have earned the ASLI designation.
- In 2018, 50 insurance professionals earned the ASLI designation.

### Upcoming Foundation Initiatives

#### GIS Events

**OCTOBER 4 – 6, 2018**  
International Conference  
Chicago, IL

**JANUARY 25, 2019**  
Regional Conferences  
Columbus, OH | Murfreesboro, TN | Tallahassee, FL

**APRIL 2019**  
GIS Board Meeting

**AUGUST 2019**  
Leadership Symposium  
Columbus, OH

#### Scholarships

**OCTOBER 15, 2018**  
Application opens

**MARCH 3, 2019**  
Application deadline

#### Symposiums

**NOVEMBER 1 – 2, 2018**  
Surplus Lines Symposium  
Atlanta, GA

**MARCH 29 – 30, 2019**  
Extreme Risk Takers Symposium  
Chicago, IL

**OCTOBER 11 – 12, 2019**  
Wholesale and Specialty Insurance Symposium  
Phoenix, AZ

