

4 DAY
Program

2020
Executive Leadership Summit

April 28 - May 1, 2020
Washington, D.C.





Executive Leadership Summit

WSIA will host the 2020 Executive Leadership Summit in Washington, D.C., which is a change in venue that improves convenience for attendees. The program curriculum remains the same with an emphasis on transitioning from a tactical leadership approach to a strategic leadership focus.

The program is designed for senior-level members who wish to broaden their perspectives on how social, political and economic issues may influence the insurance industry and how their own actions may impact their organization's success. Participants return to their organizations with the tools and mindsets to act more strategically. Attendees will develop a visionary perspective required to make winning choices for long-term company sustainability in today's complex environment.

WHO should attend

E&S industry members at a senior level or leadership position with considerable surplus lines industry experience and with direct responsibility for obtaining superior and sustainable results should attend.

Reshape your Leadership

The courses in this 4-day program benefit wholesale brokers, managing general agents, underwriters and other E&S professionals including managers, executives and support staff. Attendees will return to their organizations prepared and with broadened perspectives in order to lead successfully.

Lead for success

- Sharpen ability to strategically lead an organization
- Improve understanding of the role of leadership and commitment in the change management process
- Enhance ability to analyze, manage and lead personal change and inspire change for others
- Improve understanding of the purpose and alignment factors needed to effect organizational change

Strengthen your value to your organization

- Recognize your organization's capabilities and develop a strategy to leverage them
- Gain clearer sense of your enterprise's competitive advantage and how to sustain it

WHAT to expect

Attendees will be immersed in strategic thinking through a variety of real-life case studies designed to:

- Enhance the ability to distinguish between tactical and strategic leadership responsibilities
- Improve leadership skills to generate more effective, sustainable long-term results at the personal, team and organizational level
- Develop capacity to think, act and lead more strategically
- Executive-level insights on careers and the industry from a CEO panelist. Jacque Schaendorf, President and CEO of Insurance House, was the 2019 program's speaker. 2020 Speaker to be announced early next year.

Develop strategy

Acquire the skills to develop a viable operational strategy that can guide the future. Transform your strategic thinking perspective.

Value people and their stories

Assess your own core beliefs and take steps to incorporate them into your career. Learn the importance of others' personal stories and how their value serves as a leadership tool.

WHEN & WHERE

April 28 - May 1, 2020

Washington, D.C.

REGISTRATION & COST

- Registration opens January 2020 at www.wsia.org.
- Registration closes April 2020.
- Tuition is \$2,625 per participant. Hotel accommodations and meals are included in the program.

*“Anyone given the opportunity to attend this program should not hesitate. You will come away with **tools that will positively affect your career, your staff and your personal life.**”*

— MICHELE PLAISANT, AMWINS

*“I have two degrees, professional designations and have run my own company for 12 years. **The past four days have been some of the most insightful I have ever spent.** I couldn’t recommend the program more highly.”*

— JAMES KEATING, THE KEATING COMPANIES

WSIA TECHNICAL & CAREER DEVELOPMENT



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