

**3** DAY  
Program

June 2-5, 2019  
St. Louis, MO

## 2019 Excess and Surplus Lines





# Excess and Surplus Lines

**WSIA** Excess & Surplus Lines education program provides a comprehensive foundation of the surplus lines marketplace, current issues and trends, and the roles of the various players in the surplus lines marketplace. The curriculum is reviewed annually to ensure its relevancy and benefit for new professionals in the surplus lines industry. Experienced E&S professionals teach the program's courses using a combination of lecture, study group and classroom discussion, effectively entrenching participants in the learning process. Attendees return to their office fully informed and refreshed with strong E&S essentials.

## Laying the Groundwork and Exploring the Foundation

Attendees acquire a basic understanding of excess and surplus lines insurance in the marketplace. The combination of courses provides a comprehensive introduction to all aspects of the industry, including the language of the business, players, dynamics and relationships between surplus lines brokers and carriers.

Instructors facilitate a complete overview and lead discussions on current wholesale and specialty topics and real-world issues, where students are immersed in the material, offer their perspectives, and collaborate and network with their peers.

### Acquiring the essentials

The 3-day curriculum begins with an introductory course by reviewing surplus lines vocabulary and terminology. Instructors walk through all areas of the excess and surplus market.

Topics include the following:

- Admitted vs. non-admitted markets key differences
- Wholesale distribution system roles and participants
- E&S marketing strategies
- Lloyd's market overview
- Financial indicators for successful companies
- Issues, trends and regulatory impacts

The program concludes with an executive panel, led by industry leaders, and a program capstone exercise.

## WHO should attend

The education program is ideal for all insurance professionals who are relatively new to the surplus lines industry. This includes underwriters, brokers, managing general agents, or any other E&S professional who either has less than 5 years of surplus lines experience or needs an E&S industry overview. Other experienced insurance professionals who have recently transitioned into E&S would strongly benefit from this program.

## WHAT to expect

- Strengthen a basic understanding of the surplus lines industry
- Facilitated presentations, classroom discussion, study group breakouts, sharing of personal perspectives, executive panel, and networking opportunities

## WHEN

June 2-5, 2019

## REGISTRATION & COST

- Registration opens March 11, 2019 at [www.wsia.org](http://www.wsia.org).
- Registration closes May 7, 2019.
- Tuition is \$1,260 per participant.
- This fee includes hotel accommodations and meals.

## WHERE

The Eric P. Newman Education Center at the Washington University Medical Center • St. Louis, MO

Attendees stay at The Parkway Hotel, St. Louis, MO. The hotel is located on the campus of Washington University Medical Center.

*“The program touched many aspects of the industry and provided a **multi-dimensional perspective on the wholesale segment**, the issues we face, the regulations that impact us and the opportunities that are available. I would definitely recommend this course to other younger professionals”*

— LAUREN EVANS, ALL RISKS, LTD.

*“Listening to the accomplishments and experiences of the presenters **makes me proud to be a part of this clearly needed, everchanging industry**. This motivated me and reaffirms my love and drive for the industry.”*

— ANDREW KOWAL, MARKEL

## WSIA TECHNICAL & CAREER DEVELOPMENT



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