

4 DAY Program

February 1-4, 2021
Facilitated virtual learning

2021 Surplus Lines Management



Surplus Lines Management



WSIA and Emory University's Goizueta Business School partner to deliver a collaborative four-day virtual program for managers in the wholesale and specialty insurance industry. Combining industry knowledge and world-class management training, this program prepares participants for their current and future leadership positions by examining the foundation of good management.

WHO should attend

Any broker, managing general agent or underwriter who manages a team and a book of business. The program is particularly applicable for those transitioning into leadership roles while maintaining responsibility for their own book of business.

WHAT to expect

- In addition to a virtual classroom settings, participants work extensively in small groups and study group breakouts.
- Various industry leaders and Emory University's own leadership expert teach in the context of real-life settings and situations managers faces.

"The investment and time - well worth it. After about four hours of the first day, I could tell this would benefit me for years to come."

- JEFF FIELDS, MARKEL

SELF-ASSESSMENT

Emory University **Associate Professor Dr. Peter Topping**, known for his expertise in leadership and organizational behavior, covers various leadership topics including managerial leadership, the Birkman Assessment, and building an effective team.

Discover yourself, understand others

Your motivations and behaviors in a workplace differ from others'. During the program, you will:

- Take the Birkman Assessment provided by Emory University
- Develop a higher level of self-awareness and emotional intelligence and learn how to apply that to team leadership

Build a strong, cohesive team

Dr. Topping leads participants through the best practices of building a high-performance team.

- Keys to building a team from the ground up
- How to incorporate emotional intelligence
- Effective ways to measure team performance

MANAGEMENT

Industry leaders also serve as faculty and offer a multi-faceted experience that has immediate value and application to your career and organization.

Learn from industry executives

The WSIA Executive Panel offers time for Q&A as industry veterans impart their best practices and knowledge.

Manage a larger book of business

There are different types of books of business; you will learn the fundamentals are the same.

- Improve your ability to balance your book of business and your team simultaneously
- Learn how to handle accounts while seeking new opportunity

Manage the wholesale relationship

Knowing what you need and what your partners need is essential in all relationships.

- Learn from industry leaders with years of management experience
- Walk through realistic scenarios that impact relationships within the surplus lines industry
- Apply your self-assessment results for each case study to develop problem-solving strategies

Analyze surplus lines trends and understand regulations

- Recognize common mistakes in surplus lines regulations
- Learn how trends and pitfalls affect you and everyone in the industry

WHEN

February 1-4, 2021

REGISTRATION & COST

- Registration opens December 2020 at www.wsia.org.
- Registration closes January 4, 2021.
- Tuition is \$1,100 per participant.

*“It really gave an opportunity to **reflect and become more self-aware** of the things that work well for me in my behavioral style and the things I need to work on to become a more effective leader”*

— AL GERACI, RPS

*“The Surplus Lines Management Program has brought an amazing wealth. It’s been difficult to get away from the office for a week, but I definitely feel that getting away for this week was **one of the most productive weeks** I’ve spent out of the office.”*

— ASHLEY GANNE, BURNS & WILCOX

WSIA TECHNICAL & CAREER DEVELOPMENT



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