

NETWORKING

Annual Marketplace

Widely recognized as the premier networking event for the entirety of the wholesale, specialty and surplus lines industry, more than 5,000 members attend each fall to conduct three days of business meetings.

MEMBER OPPORTUNITIES

- Leverage the Brokers' Lounge and The Club for meetings with trading partners.
- Purchase a reserved Club Table or Program Table, branded for your firm's exclusive use during Annual Marketplace. Tables are available to purchase when registering for the Annual Marketplace. Contact Chelsea Lenhart, chelsea@wsia.org.
- Advertise in the Marketplace Daily News, distributed to all attendees online. This is produced in partnership with National Underwriter. Contact tgency@alm.com

Underwriting Summit

This networking and business event is designed for firm leadership and the underwriting, delegated authority, program specialist and financial lines segments of the WSIA membership. It offers a more relaxed, intimate environment with an estimated 1,400 attendees.

MEMBER OPPORTUNITIES

- Leverage the Brokers' Lounge and The Club for meetings with trading partners.
- Purchase a reserved Club Table or Program Table, branded for your firm's exclusive use during Underwriting Summit. Tables are available to purchase when registering for the Underwriting Summit. Contact Chelsea Lenhart, chelsea@wsia.org.
- Sponsor or play in the Rogan Cup Golf Tournament. Held in conjunction with Underwriting Summit, the Rogan Cup Golf Tournament benefits the [WSIA Education Foundation](#). Sign up for golf when registering for the Underwriting Summit. Contact Denise Marshall, denise@wsia.org.

EDUCATION PROGRAMS

WSIA offers a full slate of education programs for new and seasoned E&S professionals. Designed to strengthen knowledge and cultivate existing skills, WSIA education programs are offered in a progressive format, so participants are appropriately challenged through every phase of their E&S careers and include career development, leadership and technical training.

MEMBER OPPORTUNITIES

- All WSIA members' employees can participate in these programs. [Download a programs overview](#) for details about upcoming WSIA education programs.
- Webinars on a variety of topics, including leadership, emerging issues and state of the industry, are also offered at no charge to members throughout the year.
- Anyone interested in serving as an education program instructor should contact Julie Fritz, julie@wsia.org.
- [Click here](#) for additional information about upcoming education opportunities.

Insurtech Conference

The WSIA Insurtech Conference offers a comprehensive slate of education sessions and vendor showcases, providing insights on industry disruption and technology transformation opportunities for members. The conference is designed for anyone impacted by automation, including not only technologists, but underwriters, brokers, managers and executives interested in ensuring their organization is able to manage the disruptions to their advantage.

MEMBER OPPORTUNITIES

- Participating WSIA member firms have onsite branding and product placement opportunities that reach 350+ participants.
- Full trade show with 50+ exhibitors and opportunities to present and demo products and services to a targeted audience.
- Learn more about the [Insurtech Conference](#). For Insurtech Conference questions, contact Chelsea Lenhart, chelsea@wsia.org.

LEGISLATIVE ADVOCACY & PAC

WSIA advocates for the entirety of the wholesale, specialty and surplus lines industry on legislative and regulatory issues. WSIA staff works with state regulators, state and federal lawmakers, and others who impact and influence members' ability to effectively and operate within the U.S. state-based insurance regulatory system. Our team ensures that WSIA's [Regulatory](#) and [Uniformity](#) Principles are upheld and offers compliance resources to keep firms up-to-date with state and federal laws and regulations.

The WSIA Political Action Committee (PAC) supports candidates for the U.S. House and Senate who support the goals of WSIA and the wholesale, specialty and surplus lines industry.



MEMBER OPPORTUNITIES

- Access to a professional government affairs team [dedicated](#) to the surplus lines industry.
- Comprehensive legislative and regulatory updates, and real-time alerts on surplus lines, delivered to your inbox, as well as on the website at [WSIA News](#). You can also [view GovHawk Reports](#) and sign up for specific state alerts on our website.
- [Compliance resources](#), including state comparison charts on topics like diligent search requirements, tax filing and reporting procedures and wholesale broker policy fee restrictions.
- An opportunity to shape public policy with contributions to the [WSIA PAC](#).
- Members with questions about legislative, regulatory or compliance issues, or the WSIA PAC, may contact Keri Kish, keri@wsia.org, and John Meetz, john@wsia.org.

MEMBER OPPORTUNITIES

TALENT DEVELOPMENT, INTERNSHIPS & U40

WSIA is committed to developing awareness about surplus lines career opportunities and cultivating interest in them by young and emerging talent. The association undertakes this important work through its Career Development Committee, Internship Committee, WSIA's U40 initiatives and the WSIA Education Foundation.



Career Development & Internships

WSIA members can volunteer to interact with potential future professionals about career opportunities in the wholesale, specialty and surplus lines industry.

MEMBER OPPORTUNITIES

- [Serve as a host firm](#) for a WSIA intern for a summer; carriers host for five weeks and brokerages host for four weeks.
- [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](#); interact with risk management and actuarial students as prospective employees and answer their questions about working in the industry.
- [Post internships or job opportunities](#) on the GIS Career Center to hire young talent.
- Contact Christine Timmerman, chris@wsia.org, to learn more about [how to be involved](#).

COMMITTEE INVOLVEMENT

The commitment and energy provided by WSIA's committee volunteers is a key to the association's success. Volunteering to serve on a committee is a great way to become involved in the association and assist WSIA and the industry with your time and talent. WSIA currently has 452 volunteer committee members.

MEMBER OPPORTUNITIES

- Any professional employed by a WSIA member firm can apply to participate in one of ten standing [WSIA Committees](#).
- The volunteer solicitation process begins in early-December, and committee rosters are announced the following March. The WSIA Committee term lasts one year.
- Committee members are required to participate in Committee Day each May for collaboration and networking, and multiple committee meetings held virtually throughout the year.

CONNECT AND STAY INFORMED

[Sign up online](#) to receive WSIA newsletters in your inbox. Follow WSIA on [LinkedIn](#) and [Twitter](#) to stay connected.

WSIA's U40

U40 is a dynamic group of insurance professionals under the age of 40, currently 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.



MEMBER OPPORTUNITIES

- U40 membership is open to any under-40 member at no charge. Complete the [online membership form](#) to join and receive U0 communications.
- The U40 Annual Meeting is held each fall exclusively for WSIA's U40 members and includes tailored education, networking opportunities and philanthropic engagement.
- The [U40 Leadership Certificate](#) process is available to all active U40 members in good standing. The certificate promotes leadership and professional development by recognizing U40 members who have shown a commitment to both individual growth and the industry through education, leadership and volunteer involvement.
- Tune in to quarterly webinars focused on emerging industry trends and leadership development.
- Learn more about [U40](#). For U40 questions, contact Chelsea Lenhart, chelsea@wsia.org.

WSIA FOUNDATIONS

WSIA Education Foundation

The [WSIA Education Foundation](#) encourages the educational development of all those interested in the excess and surplus lines business with a variety of student-focused scholarships, symposiums and grant programs and support of member offerings including the annual AM Best report on the surplus lines segment, support of the ASLI designation and member scholarships for WSIA education programs.

WSIA Diversity Foundation

The [WSIA Diversity Foundation](#) promotes diversity in the areas of race, gender, sexual orientation and disability to influence meaningful progress in the diversity of the insurance industry and its talent pipeline. These initiatives will include internships, scholarships and grants to university risk management programs advancing diversity goals for the industry.