



NAPSLO NEWS

January/February 2004

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Plans for Mid-Year meeting finalized

Final preparations are underway for the 2004 NAPSLO Mid-Year Educational Workshop, set for February 5-8 at the Marriott Camelback Inn Resort, Golf Club & Spa in Scottsdale.

More than 500 delegates and spouses have registered to attend the workshop.

The Mid-Year begins with the Opening Reception on Thursday evening and con-

Over 500 registered to attend the Mid-Year in Scottsdale

tinues with programs on Friday and Saturday mornings.

Friday's sessions include two panel discussions, one on E&O claims and a session on E&O coverage.

The E&O Challenge Part I: Loss Pre-

See related story on page 3

vention & Claims will examine typical E&O claims, review why they happen, how to handle the errors and claims, and discuss potential solutions to prevent future E&O claims.

The E&O Challenge Part II: The Wholesaler As A Consumer examines the cost and ability to get Errors & Omissions coverage. It will also detail what members can do to



The Mid-Year meeting will be held at the Camelback Inn Marriott Resort in Scottsdale.

lower E&O costs, and how to increase their ability to get E&O coverage.

Several activities are set for Friday afternoon, including the Derek Hughes/ NAPSLO Educational Foundation Golf Invitational, a tennis tournament, tours of the Botanical Garden and a Desert Hummer tour.

Panel discussions on Saturday include A Global Examination of the Hard Market and a presentation by Don Reynolds, an economist and former Chairman of the Texas Pension Review Board.

The closing reception will be held on Saturday evening at the Camelback Inn.

Membership directories to be mailed soon

The 2004 NAPSLO membership directories will be mailed to all members in February.

A copy of the directory will be sent to each member office. A limited number of copies will be available from the NAPSLO office upon request.

Information for the annual membership directory is compiled from the annual update form, which was sent to all member offices in December.

NAPSLO main offices also received

a list of their branch offices and were asked to review the names for corporate consistency.

Members are also encouraged to notify the NAPSLO office anytime there are changes in address or phone information.

Members' firm name, contact person, location and phone number are also listed on the NAPSLO web site in the Members section at www.napslo.org.

PRESIDENT'S MESSAGE

Committees begin planning, start work on programs for the upcoming year

More than 100 NAPSLO committee members met in Dallas in mid-November to start work on plans for the upcoming year, and a great deal was accomplished.

Committees are continually looking at ways to improve, update and expand services offered to members, and I believe members will see some important initiatives this year.

One of the biggest issues our industry faces each year is handling regulation and legislation, and we expect that to increase in the next few years as Congress is expected to consider several bills on federal regulation of insurance.

Any bill on federal regulation could have a big impact on the surplus lines industry. It will be important for NAPSLO to make its views known. To assist the Legislative Committee to prepare for possible lobbying efforts on potential federal legislation, the Board approved a recommendation by the committee to set aside \$100,000 for each of the next three years to fund potential legislative lobbying efforts.

One might wonder whether NAPSLO could have an impact on a large bill on the federal regulation of insurance, but our involvement might be a matter of just working to add or delete one or two significant lines in a bill. Adding or deleting a small portion of a bill could protect our industry and in that area NAPSLO could have an impact.

While we will be prepared to undertake lobbying efforts if needed, we are currently working with a number of other industry organizations on issues of common interest. By partnering with other groups we can make our views more broadly known within the industry and at the legislative level.

In the past few months since taking office, I've met with a number of industry leaders from AAMGA, IIBA, PIA and several stamping offices and discussed "partnering" in various areas such as Legislation/ Regulation, Education and Technology.

NAPSLO shares a number of common interests with other industry groups and by partnering with them we can achieve common objectives.

While legislation may be at the forefront over the next few years, a number of other committees began

It will be important for NAPSLO to make its views on legislation and regulation known

working on projects of importance to our industry.

NAPSLO marks its 30th annual convention in September in Orlando and I expect we will be paying tribute to our history, along with a number of excellent programs.

In addition, in this year of significant NAPSLO Anniversaries, we will offer the 15th E&S School and 10th Advanced School. Those two schools provide important educational opportunities to our members and will continue to do so in future years.

In addition to the traditional NAPSLO schools, last year we added a *Negotiation Skills* seminar, which the School Advisory Committee will repeat in April 7-8 in Newark, NJ. The committee will also look at additional topics for future seminars. We hope to hear more at the Board's next meeting in February.

The Communications & Technol-



H. James Griffith

ogy Committee suggested improvements to NAPSLO's web site by offering web seminars and an improved member locator feature. It also plans to use advertising to push people to the web site. The committee will also sponsor a program on London Data Standards at the AAMGA's Automation Conference in New Orleans in March.

The Internship Committee is looking to expand the program beyond eight interns and will be sponsoring a breakfast presentation at the Mid-Year Educational Workshop for prospective Intern Hosts.

Mid-Year Update

Registration is well underway for the annual Mid-Year Educational Workshop in February in Scottsdale. More than 500 people are expected to attend. The Workshop, set for February 5-8, will take place at the Camelback Inn in Scottsdale.

A number of excellent programs are scheduled, with topics focusing on reducing Errors & Omissions claims and where to find and improve E&O coverage; a global review of the insurance industry; and a look at the impact of current economic conditions on the industry.

If you plan to attend, I encourage you to register soon, as the Mid-Year always attracts a large attendance. I look forward to seeing you in Arizona!

TECHNOLOGY
REPORT

New law may help e-mail regain value

E-mail may regain some of its value to businesses in 2004 if a new federal law intended to “can spam” works as intended.

The bill, “Controlling the Assault of Non-Solicited Pornography and Marketing”, was signed into law in December.

Under the bill, e-mailers must take a number of steps to identify e-mail as commercial, and allow for recipients to “opt out” of receiving such mail.

The law, which became effective January 1 is being enforced by the Federal Trade Commission (FTC). The FTC is required to report back to Congress within two years on the bill’s effectiveness and any need for modifications.

The new law defines commercial e-mail as one of which the primary

purpose is a commercial advertisement or promotion of a product or service.

Critics of the legislation say that much of the illegal or deceptive spam e-mail received in the United States comes from overseas and will not be stopped by the new law.

The law requires that a sender’s address must be genuine, spammers cannot use computer programs to automatically register for e-mail addresses, and senders cannot hack into a third-party computer to send e-mail.

In addition, an e-mail’s subject line cannot be deceptive or misleading and messages must indicate if they contain adult content. However, it is unclear if intentional misspellings in subject lines, such as “vi@gra”, will be allowed.

Also starting in 2004, addresses cannot be harvested from the internet or by random “dictionary” attacks in

which a computer program generates names in hopes of finding actual addresses. The use of previously generated addresses is not forbidden.

Although there is no requirement for commercial e-mails to get permission before sending messages, all commercial e-mail must contain a method for recipients to opt out. In addition, commercial e-mail messages must contain a valid postal address.

AAMGA Automation Conference

Registration for the 2004 AAMGA Automation Conference, March 14-16 in New Orleans, is underway. Conference topics include, data security, open source software, London data standards, and tips on implementing a technology project. For more information, see the AAMGA web site at www.aamga.org.

E&O, Economy are program topics at Mid-Year Workshop

Dealing with Errors and Omissions coverage and placement, along with an examination of the status of the insurance industry and the overall economy, will be the featured topics at the 2004 NAPSLO Mid-Year Educational Workshop.

The Mid-Year is scheduled for February 5-8 at the Camelback Inn in Scottsdale, Ariz. The Opening Reception is set for Thursday, February 5 and programs will take place on Friday and Saturday mornings. The meeting closes with a reception on Saturday night.

FRIDAY

Despite the best intentions of employees, errors can, and do occur in the insurance industry. Understanding why those mistakes happen, finding ways to prevent those errors from happening, and limiting their damage is an important priority for the industry.

To help members with this issue, two programs on E&O are scheduled for the Mid-Year Workshop.

In *The E&O Challenge, Part I: Loss Prevention & Claims*, a panel representing surplus lines companies and

lawyers will examine typical E&O claims in the industry, review why those E&O claims come about, how to handle the errors and claims, and also discuss potential solutions to prevent future E&O errors and claims.

In *The E&O Challenge, Part II: The 2004 Mid-Year Workshop*

Wholesaler As A Consumer, representatives of surplus lines brokers and underwriters will examine the current cost and ability to get Errors & Omissions coverage, and what members can do to lower their E&O coverage costs as well as how they can increase their ability to get coverage in the future.

SATURDAY

Industry experts have pointed to 2004 as the potential end of the hard market for the insurance industry. As the U.S. economy shows some signs of recovering and prices for some coverage have started to slip, the market may be beginning to turn.

In *A Global Examination of the Hard Market*, Andy DiLoreto of Benfield; Myron Picoult of Lazard; and Jack

Snyder of American Reinsurance, will review the insurance industry to discuss the current status and also the movement towards a more global economy for the insurance industry.



Don Reynolds

Following the program on the hard market, in *Are Happy Days Here Again? An*

Economist’s View, Don Reynolds, appointed Chairman of the Texas Pension Review Board by Governor George W. Bush, will review current economic conditions and what impact they may have on the industry.

Mr. Reynolds, through his research company, 21st Century Forecasting, focuses on global economic, demographic and technology trends. He taught at the university level for more than 10 years and developed the nation’s first graduate business course on the 21st Century.

Where are the NAPSLO Interns?

The NAPSLO Internship Committee is tracking the employment of former interns and asking for help in locating past interns.

If you are a former intern, or know someone who is, please help us verify the information below. Any information will be helpful. We do not have employer data on Interns listed in blue.

The NAPSLO Internship program was founded in 1981 to introduce new talent into the surplus lines industry.

To date, nearly 150 college students have completed the program and many are now working in the industry.

Please complete as much information as you can on the attached form (opposite, below) and send to the NAPSLO office. Contact information is listed on the form.

Please forward this article to your associates and to those you know who are listed below. The committee appreciates your time and help in this matter.

NAPSLO Interns From 1981 - 2003

(Do you know where they work? Help us verify our records.)

Tracey (Birch) Krutz ('97)

Collen (Eberts) Mongeot ('83)
Nikken, Inc.

Mary (Kuhlman) Roberts ('88)
MSI Insurance

Shelly (Lawhorn) Hipps ('01)
Natalie (Neigel) O'Donnell ('90)
Prudential Prop. & Cas. Ins. Co.
Angela (Newton) Corman ('87)
American States Ins. Co.

Deborah (Young) Hammer ('88)
John Deere Insurance

Phillip Anderson ('99)

Salman Baig ('93)

Douglas Beck ('82)

Lauri Boknecht ('94)

Sandra Borcharding ('92)

Crump Ins. Services of IL

Derek Borisoff ('83)

Monarch E&S

Brian Boro ('99)

Charles Bowsher ('84)

Bradley Boyett ('97)

Chad Brown ('99)

Michael Brown ('00)

Janet Brundage ('88)

Renae Burell ('03)

Paul Burger ('97)

Phillip Burke ('84)

Heath Ins. Brokers

Elizabeth Cabello ('01)

Delta Agency

Robert Cadwell ('90)

Cadwell - Burg & Assoc.

Dusten Cahill ('01)

David Canu ('99)

Brian Cauthorn ('93)

David Celetti ('03)

Curtis Cignetti ('82)

Ida Ciletta ('85)

James Civile ('89)

Bryson Associates

Michael Coleman ('93)

Jeanne Comunale ('89)

Associated International Ins. Co.

Michael Cosgrove ('97)

Mark Coyle ('98)

Libbi Crawford ('00)

William Cromley ('03)

Heath Cunningham ('99)

Swett & Crawford

Paul Daly ('92)

Matthew Davidson ('90)

M.R. Davidson & Co.

Clarke Davis ('86)

Kelli Davis ('96)

Angele DeLello ('85)

Jacob Dombrowski ('01)

Fabion Dorsey ('98)

American Equity Ins. Co.

Randy Doss ('00)

Brooke Dowdy ('00)

Jeffrey Dunhan ('82)

Jeffrey Dunn ('95)

Dennis Dunne ('86)

Tirgon, Inc.

Angela Edwards ('02)

Gene Eisenmann Jr. ('88)

Tanya Epperson ('97)

Gary Frohn ('83)

Bryson Associates

Paul Fuller ('93)

S.N. Potter Ins. Agency

David Garrison ('89)

Philadelphia Ins. Co.

Rich Gerber ('99)

Justin Griffith ('03)

Deda Hagen ('85)

Dennis Hall ('96)

Frank Hall ('91)

Patrick Harris ('87)

Darel Hash ('88)

Miranda Hasley ('01)

Haley Hayes ('01)

Victor Hayslip ('81)

Charles Hedrick ('96)

Indiana Ins. Co.

Laura Hein ('91)

Humana Health Care Plans

Stuart Helfenstein ('91)

William Herrell ('86)

Michael Hines ('02)

Jennifer Hisaw ('98)

Amy Jones ('88)

Howard Jordan ('83)

Austin Consulting Group

Richard Jordan ('90)

Market Finders Ins. Corp

Stephen Kaine ('89)

Mark Kellner ('84)

Gen. Reinsurance - Casualty Facultative

Khonsavan Keoprasevt ('98)

Matthew Kletzli ('91)

McKernan & Assoc. Ins. Brkrs

Richard Koglschatz ('86)

NA Insurance Co.

Erika Lacy ('96)

Nadya Lafferty ('96)

General Star Indemnity

Jeff Lamb ('91)

General Star Mgmt Co.

Todd Lanham ('98)

Marsh USA

Stacey Larsen ('02)

Kevin Laub ('93)

Emily Leath ('95)

Nathan Lewis ('94)

Timothy Linck ('87)

Link Insurance Agency

Robert Lindstrom, Jr. ('84)

Deborah Little ('97)

Jeremy Loretz ('94)

Norwest Financial

Bryan Lowery ('00)

Matthew Lynch ('99)

Burns Wilcox

Douglas MacLachlan ('97)

Travis - Pedersen & Assoc.

Gregory Mann ('94)

Gabriel Martinez ('01)

Eric McCarthy ('02)

Kathleen McCullough ('94)

Illinois State Univ./Ins. Dept.

Michelle McGuire ('93)

Hobbs Group, Inc

Jonathan McKenzie ('03)

Margaret Miles ('85)

Anthony Mirabal ('92)

Genesis Underwriting Mgmt Co.

Lisa Mitchell ('95)

Committees plan course of Association for upcoming year

NAPSLO's Committee Day was held in Dallas, November 17-19, at the Dallas/ Fort Worth Airport Marriott.

During Committee Day, NAPSLO committees met to plan programs for the upcoming year. More than 100 NAPSLO committee and board members attended.

Highlights

In addition to sending regular e-mail updates to members and suggesting minor changes to the NAPSLO web site, the Communications & Technology Committee plans to sponsor a London Standards program at AAMGA's Automation Conference in March. The committee also pledged continued support in promoting the Associate in Surplus Lines Insurance (ASLI) designation, one of last year's goals.

The Legislative Committee proposed a review of the NCOIL and

NAIC model surplus lines bills in an effort to consistently adapt NAPSLO policies to these bills. The Board also approved the committees' suggestion to set aside funds for future



Bill Newton reports on the discussions of his committee during the meeting.

lobbying efforts.

The Internship Committee will survey members to determine where former interns are working. The committee will also sponsor a breakfast during the Mid-Year meeting for prospective internship hosts, outlining the responsibilities and

rewards of hosting an intern.

The 2003-04 NAPSLO committees and chairs are as follows: **Budget, Finance, Audit & Investments** - William H. Newton; **Investments Sub-Committee** - William H. Newton; **Communications & Technology** - Jim Carey, CPCU & Dale H. Pilkington (co-chairs); **Convention** - Richard L. Polizzi, ASLI; **Education** - G. Stephen Allen, CPCU, ASLI & Bob R. McFall (co-chairs); **Education School Advisory** - Mary Ellen Rozzell; **Internship** - Timothy P. Makowski & R. Max Williamson, CPCU (co-chairs); **Legislative** - Andrew S. Frazier, CPCU & John F. Wood, III, CIC, CIW (co-chairs); **Membership & Ethics** - Patricia H. Roberts, CPCU; **Mid-Year Educational Workshop** - Lawrence M. Wesson, Jr.; and **Past Presidents' Council** - Nicholas D. Cortezi.

(Interns, continued from opposite page)

Clint Nokes ('97)
Insurance House
 Dan Oberheu ('95)
Skanco
 Mark Oliveau ('90)
 Hector Ortiz ('03)
Marsh USA Inc.
 Steven Parrish ('83)
 Mindy Peters ('02)
Arlington/Roe & Co.
 William Pratt ('85)
 June Pressler ('82)
 Emery Prince ('02)
 Kathryn Quine ('96)
 Woody Ratterman, III ('94)
Ratterman Ins. & Fin. Svcs.
 Steven Renihan ('96)
 Carol Robinson ('91)
 Bradley Rounds ('98)
 Roderick Sanchez ('90)
San Antonio City Mgrs. Office
 Robert Sanders, Jr. ('02)
 Jeffery Sandy ('89)
 Richard Schulte ('94)
 Paul Scranton ('92)
General Reinsurance
 Jessica Searcy ('97)
 Jamie Seaver ('94)
Firemans Fund Ins. Co.

Richard Shanahan ('89)
 Ryan Shance ('95)
 Joseph Shaulson ('87)
Skadden Arps, Slate, Meagner & Flom
 Dee Sheperd ('93)
 Sherrie Sims ('92)
 Trey Starke III ('83)
Starke Agency
 Chris Steines ('97)
 Michael Storer ('03)
 Kenneth Styron ('00)
 John Sumrall ('82)
 Jon Taylor ('87)
 Jerry Thacker ('98)
 Jason Thomason ('96)
 Joseph Thompson ('86)
 Brent Tredway ('88)
Henry Ward Johnson of TX
 Maria Vutskova ('01)
 Steven Watterhan ('81)
 Claire Wehrman ('03)
 Richard Williams ('91)
Nationwide Ins. Co.
 Renee Woods ('87)
 Kevin Woolery ('92)
 Thomas Yovan ('98)
 Mitchel Zelman ('02)
CRC - Florida

NAPSLO Intern Information

Please complete as much information as you are able. Please fax or mail this page to the NAPSLO office or e-mail your response to internship@napslo.org.

NAPSLO - Attn: Internship Committee
 6405 N. Cosby Ste 201 KC MO 64151
 Ph: (816) 741-3910/ Fx: (816) 741-5409

 Intern Name

 Firm Name

 Firm address, City & State

----- / -----
 Firm Phone / Fax

 Position

 Your Name & Phone

LEGISLATIVE REPORT

NAPSLO Board prepares for possible future Federal regulation initiatives

One of the biggest issues facing NAPSLO and the insurance industry in general, over the next few years, is the potential enactment of federal legislation that would restructure the insurance regulatory environment. This could significantly change the way states currently regulate the business of insurance.

As a segment of the insurance industry that is directly connected to state insurance regulation, surplus lines would be dramatically impacted by any federal legislation that alters the current system and structure of state regulation.

In order to impact and shape future federal legislation that would change the regulation of the property/casualty insurance business, NAPSLO has taken a number of steps. First, in November, the NAPSLO Board of Directors established a reserve account that is to be used should NAPSLO federal legislative activities and initiatives require any extraordinary funding. The board further authorized \$100,000 each year, for the next three years, be set aside for the reserve account.

Second, NAPSLO has increased its contact regarding federal legislative issues with other insurance trade groups having similar interests. For example, NAPSLO recently contacted the Independent Insurance Agents and Brokers Association (IIABA or "Big I") in regard to the IIABA's proposed federal standards for state insurance regulation legislation. NAPSLO has also discussed federal legislative issues and federal standards for insurance regulation with the national PIA.

Both the IIABA and national PIA have indicated that they will discuss and consider NAPSLO's views and legislative positions in their efforts to craft and influence a federal standards bill. Efforts to draft a federal standards bill are expected to begin this spring. As a consequence, NAPSLO is working on a set of "federal standards" for surplus lines insurance regulation based on the *NAPSLO Regulatory Principles* which the board adopted last year.

In addition, in mid-December, NAPSLO staff contacted the NAII office in Washington D.C. and discussed coordinating NAPSLO's efforts in the nation's capital with those of the NAII. The NAII has indicated that its staff will assist NAPSLO in making Congressional office visits and in contacting significant Congressional committee staff members, as well as making staff visits as the insurance regulation issue "heats up" in congress nation's capital.

Multi-State Tax Initiative

One of the most difficult issues facing the surplus lines industry today is the proper remittance of surplus lines taxes on multi-state surplus lines risks. This is a vexing problem on which the NAPSLO Board, staff and the Legislative Committee continue to work to find a solution.

At NAPSLO's Committee Day Board meeting, the Board adopted the Legislative Committee recommendation to endorse the report of the Subcommittee on Multi-State Taxation and Licensing which is chaired by Legislative Committee member Dan Maher of the Excess

Line Association of New York. The Board also asked the Legislative Committee to request that the subcommittee further develop the concepts it presented in its report, so that a detailed proposal that includes the operational specifics of the proposal/concepts can ultimately be presented to the industry and the regulatory community.

The Board would like to have the report include an operational and implementation plan for each of the concepts presented in the report. The Legislative Committee anticipates that the development of this expanded report will require additional input from the Legislative Committee and the number of members of the subcommittee may be expanded to secure this additional input.

Model Bill Review Subcommittee

In addition to potential federal legislation, another area of growing concern to NAPSLO and the surplus lines industry is the model laws the National Association of Insurance Commissioners (NAIC) and National Conference of Insurance Legislators (NCOIL) have created that impact surplus lines. At NAPSLO's Committee Day meeting in November, the Legislative Committee established the Model Bill Review Subcommittee. This subcommittee is to review the NAIC Nonadmitted Insurance Model Act and the NCOIL Property/Casualty Modernization Act, and then make recommendations as to how these models can be improved.

The Legislative Committee believes such an effort is crucial, since these models may be used as a basis

for federal standards for state regulation or may be adopted in a growing number of states as the states respond to demands by the industry and Congress to become more uniform in their regulatory laws and practices.

NCOIL Meeting

At the National Conference of Insurance Legislators (NCOIL) annual meeting in Santa Fe, New Mexico, in November, one item of significant interest to the surplus lines industry was the review of the NCOIL Property/ Casualty Modernization Act. This model act contains an "automatic export" provision for surplus lines in its commercial lines deregulation section.

Two years ago, NAPSLO fought hard to secure the surplus lines "automatic export" provision in the NCOIL model bill and wanted to insure that provision would not be deleted during this mandated review of the NCOIL law. Although the modernization bill was amended in some areas, the "automatic export" provision was retained.

In addition, discussion at the NCOIL Annual Meeting left little doubt that this national association of state insurance legislators is very concerned with federal legislative activity and the threat it poses to the current state insurance regulatory structure and the state insurance regulatory system.

At the meeting, a number of sessions were held that focused on federal standards proposals, optional federal charting of insurers and the proposal to have the Federal Government take over regulation of insurance. This latter proposal is sponsored by Senator Ernest "Fritz" Hollings (D.SC).

NCOIL reiterated its strong support of state regulation of insurance and announced that it is directing its Washington, DC staff to

do everything in its power to present the case for state regulation to Congress, and to present to Congress the benefit state insurance regulation of insurance provides for insurance consumers.

NAIC Winter Meeting

The National Association of Insurance Commissioners (NAIC) held its annual winter meeting in Anaheim, California in early December, 2003.

During the NAIC's meeting, the Risk Retention Working Group's first meeting took place.

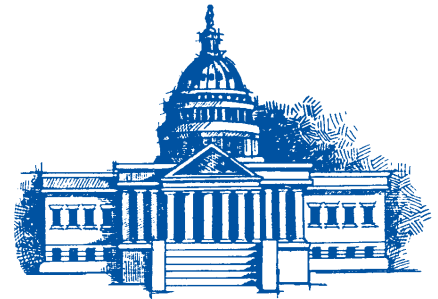
The purpose of this group is to inquire as to the need for more or tighter control over Risk Retention Groups (RRGs) formed under the Federal Liability Risk Retention Act of 1986.

The creation of this working group and the renewed interest of state regulators in risk retention groups is due to the collapse of the National Warranty Insurance Risk Retention Group.

The National Warranty RRG was formed in the Cayman Islands and wrote vehicle repair coverage and is reported to have \$800 million in vehicle repair claims from approximately one million U.S. vehicle owners.

This collapse comes at a time when proponents of RRGs want to have the Federal Liability Risk Retention Act of 1986 amended to allow RRGs to write property coverage as well as liability coverage. Congressional hearings on amending the law are expected to be held during 2004.

Efforts by the National Risk Retention Association to have the NAIC endorse proposals to expand the federal act to include the provision of property insurance were tabled in October, due to the creation of the Working Group. In 2002, NCOIL endorsed these such amendments.



The NAIC Working Group has just begun its inquiry. But given the problem with National Warranty, RRGs may be viewed as an example of problems caused by federal insurance legislation. As a result, the Working Group of state insurance regulators may be dealing with this issue for a long time.

NAIC Election and Budget

At the Winter NAIC meeting, the following Commissioners were elected officers: Ernest Csiszar, South Carolina, **President**; James Poolman, North Dakota, **Vice President**; and Joel Ario, Oregon, **Secretary/Treasurer**.

In addition, the NAIC approved a budget for 2004 with revenues of \$57.6 million and expenses of \$55.3 million.

This is a 5.59% increase in revenue and a 2.20% increase in expenses over 2003.

NAPSLO NEWS

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Richard M. Bouhan, Executive Director
Jessica Myers, Editor
Mike Ardis, Writer

Insurance symposiums inform students about the industry, available opportunities

Students at Troy State University and Olivet College recently got a first hand look at the surplus lines industry.

These colleges put on symposiums to promote surplus lines and highlight opportunities in the industry.

The *Excess and Surplus Lines Symposium* was held November 7-9 in Orange Beach, Alabama. Dr. Carol Jordan, Eminent Scholar of Risk Management & Insurance, hosted the program that included a presentation from Johnny Johnson of the Alabama Department of Insurance.

Professor Michael R. Hubbel of Olivet College also sponsored a symposium, *The Extreme Risk Takers*, offered for the first time in Olivet, Michigan on

September 26 - 27.

The symposiums held at Olivet College and Troy State University featured presentations from established professionals in the Surplus Lines Industry. The Symposiums also include promotion of the NAPSLO Internship program.

The symposiums are funded in part by the Derek Hughes/NAPSLO Educational Foundation.



NAPSLO Founder Charles McAlear spoke at the symposium in Olivet.

Negotiation Skills Seminar to be offered

Based on a successful seminar in October, NAPSLO plans to repeat *Negotiation Skills*, a seminar about the basics of negotiation and how to best use those skills. The seminar will be offered April 7-8 at the Newark Liberty International Airport Marriott in Newark, NJ.

"There was tremendous response to the first seminar on this topic, so we decided to repeat the course in a new region," said Mary Ellen Rozzell, Chair of the School Advisory Committee.

NAPSLO ran the course last October in the Chicago area with 60 in attendance. Presenters of October's session will return to present the course in April.

Jeff Gelona will present a segment on the *Dynamics of Negotiations* and Edward A. Levy, CPCU; Henry A. Lopez, CPCU, ASLI, AU; and Letha Heaton will cover *Negotiations in Practice*.

Gelona is Vice President of The Bramlett Agency in Ardmore, Oklahoma.

Levy is Chief Operating Officer of DVUA in Hatboro, Pennsylvania.

Heaton is Senior Vice President of Sales and Marketing for Markel Corporation's subsidiary, Shand Morahan & Co.

Lopez is Vice President of Marketing for the Shand/ Evanston Group.

The course size is limited to 50 students, and the application deadline is March 3.

The registration cost for the session is \$400. In addition, registrants can book their own room at the hotel for \$159 per night.

Applications are available in the Meetings section of NAPSLO's web site (www.napslo.org) under Seminars.

MEMBER'S CORNER

Welcome new NAPSLO members!

Wholesale Brokers

Boston Insurance Brokers, Inc.

121 High Street
Boston, MA 02110
(617) 428-4644 (617) 737-4552 Fax
gbewick@bostonbrokerage.com
Gordon Bewick

Orion Commercial Insurance Services

PO Box 30634
Walnut Creek, CA 94598
(925) 280-1155 (925) 280-0333 Fax
al@orionslb.com
Allen E. Gebauer

Pacific Underwriting Professionals

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Correction

Please note the following correction to the November/ December 2003 NAPSLO News.

The contact for new member Granite Insurance Services, Inc., is Laura A. Abate. Her e-mail address is lauraa@graniteinsurance.net.