

THE **SYNERGY** OF SURPLUS LINES

The 30th Annual Meeting of the
Pennsylvania Surplus Lines Association

May 16-17, 2012

DoubleTree Hotel | King of Prussia, PA

Annual Meeting Sponsored by

ParenteBeard ■ Saul Ewing ■ Stradley Ronon, Stevens & Young ■ USLI ■ Western World ■ XL Insurance



THE **SYNERGY** OF SURPLUS LINES

Dear PSLA Colleague:

“**Synergy**” is often defined as two or more components functioning together to produce a result not independently obtainable. In the context of the excess and surplus lines insurance marketplace, we see the result of this synergy every day – the collective efforts of a cohesive group of insurance professionals, the application of underwriting discipline, the development of innovative products and services adapted to the needs of policyholders and emerging risks. These are just some of the elements that our industry brings together to define and distinguish itself.

It is in that respect, and following with that proposition, that the Membership Division of the Pennsylvania Surplus Lines Association cordially invites you to attend our 30th Annual Meeting, as we bring together the various elements comprising the surplus lines marketplace in Pennsylvania. The Annual Meeting is a vitally important opportunity for you and your colleagues to be informed of industry changes, emerging risks and regulatory developments, and to incorporate new ideas and processes into your operations.

We have completely revamped the Annual Meeting to maximize the time and efficiencies, while enabling our members to get the most benefits out of the event. The full agenda and registration details are contained within this brochure. However, here are a few highlights:

- Wednesday evening: Networking Reception
- Thursday:
 - o Remarks by the PA Insurance Department
 - o E&S Insurance Company Panel Forum
 - o CE Class: Surplus Lines Licensee Errors and Omissions Exposures
 - o Keynote Presentation by Hank Watkins: President of Lloyd’s America, Inc.
 - o Business Meeting

I hope you and members of your organization will join me and your surplus lines colleagues for this extremely important and timely conference. It is a compelling program, which will provide you with unique insights and opportunities to implement them going forward. I look forward to welcoming you at the DoubleTree Hotel on May 16th and 17th, 2012.



Edwin L. Rice, President
Pennsylvania Surplus Lines Association

AGENDA AT A GLANCE



Wednesday, May 16, 2012

- 5:00pm - 6:15pm Welcome and Networking
Reception Restaurant Three01
- Dinner On your own

Thursday, May 17, 2012

- 8:00am - 8:45am Buffet Breakfast..... Jefferson A&B
- 8:45am - 9:00am Welcome and
Opening Remarks Jefferson A&B
- 9:00am - 9:45am Remarks by Pennsylvania
Insurance Department..... Jefferson A&B
- 9:45am - 11:00am E&S Insurance Company
Panel Forum Jefferson A&B
- 11:00am - 1:00pm Continuing Education Class:
Surplus Lines Licensee Errors and
Omissions Exposures* Paine Room
- 12:00pm - 1:00pm Lunch Jefferson A&B
- 1:00pm - 2:00pm Keynote Presentation
by Hank Watkins, President of
Lloyd's America, Inc. Jefferson A&B
- 2:00pm - 2:15pm Break
- 2:15pm - 4:00pm Business Meeting..... Jefferson A&B

*Lunch will be provided at noon.

HOTEL INFORMATION

DoubleTree by Hilton Philadelphia-Valley Forge Hotel is located on nine pristine acres in King of Prussia PA. This suburban Philadelphia hotel offers beautifully redesigned guest rooms, tantalizing dining choices, an array of recreational activities, state-of-the-art meeting facilities and attentive guest services. Plus, it is just a short drive away from a host of area activities in King of Prussia, Valley Forge and Philadelphia. All of which combines to ensure that you'll experience perfect accommodations and amenities while attending the PSLA's Annual Meeting.



Take advantage of three-season, outdoor heated pool and fitness center. Indulge in fine dining at Restaurant Three01. Or simply enjoy the comforts of your guest room equipped with complimentary high-speed wireless Internet, 37" flat-screen HDTVs, plush bedding and comfortable warm robes.

For Reservations:

Please make your Hotel reservations directly with the DoubleTree Hotel by clicking on the PSLA's special link:

http://doubletree.hilton.com/en/dt/groups/personalized/P/PHLVFDT-PSL-20120516/index.jhtml?WT.mc_id=POG, or by

calling: 866-691-1351. Please be sure to advise you are attending the Pennsylvania Surplus Lines Association Annual Meeting to secure the special negotiated rate of \$139.00/night. This special rate will be available only to PSLA members attending the Annual Meeting until April 25, 2012, or the room block is sold out, after which regular rates will apply.





SESSIONS AND EVENTS

Wednesday, May 16, 2012

5:00 pm - 6:15 pm: Networking and Opening Reception

Always a favorite event, the Opening Reception provides us with an opportunity to get reacquainted with old business colleagues and making new ones. In this ever changing marketplace, we welcome new PSLA members and look for opportunities to network with one another.

Dinner

There are many restaurants in the King of Prussia, Valley Forge and suburban Philadelphia area for you to enjoy, or stay and enjoy the Restaurant at the Hotel. The choice is yours. Meet with representatives of your insurance company, or dine with your PSLA colleagues attending the meeting. Click here for a list of restaurants to consider:

<http://valleyforge.org/visitors/dining>.

Thursday, May 17, 2012

8:00am - 8:45am: Breakfast

8:45am - 9:00am: Welcome and Opening Remarks

by Edwin L. Rice, President

9:00am - 9:45am: Remarks by the Pennsylvania Insurance Department

Learn about the developments and progress on regulatory and insurance related activities over the past year, and of what lies ahead for surplus lines producers and companies. This is an exclusive opportunity to hear directly from the Department and ask your questions.

9:45am - 11:00am: Excess and Surplus Lines Insurance Company Panel Forum

Senior Executives of PA E&S Insurance Companies will provide us with their unique perspectives on trends they are seeing on the various lines of business being written, emerging risks and new products being offered to insure them. Bring your questions and obtain new information to share with your colleagues and customers on how the leaders of our industry are continuing to shape the marketplace.

11:00am - 1:00pm: Continuing Education Class: Surplus Lines Licensee Errors and Omissions Exposures

Please join us for an informative look into the basic duties of agents and brokers as they place coverage on behalf of their clients. We will cover the various relationships in the binding and selling process and the general responsibilities of surplus lines producers including disclosure, documentation requirements, nature and extent of authority, and surplus lines regulation. We will bring you up to speed on current trends and court cases and review breach of contract, negligence and damages. You won't want to miss the vital information that everyone in the insurance value chain needs to know in order to avoid being sued.

This class has been filed for 2 hours of Continuing Education Credit for Pennsylvania, New Jersey and Delaware.

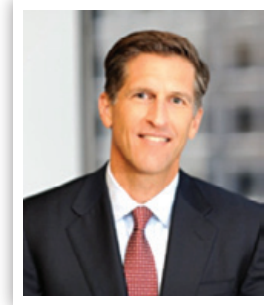
SESSIONS AND EVENTS

Thursday, May 17, 2012, Continued

12:00pm - 1:00pm: Lunch

1:00pm - 2:00pm: **Keynote Address**
by **Hank Watkins, President of**
Lloyd's America, Inc.

We are honored to have Hank Watkins join us to present the views of the world's oldest insurer on how the insurance of unique risks is changing with the times. How has technology been implemented in the underwriting process, as well as in the management of claims. What new initiatives is Lloyd's pursuing in its three-year strategic plan and how will these all impact surplus lines producers? Be sure to bring your questions to this exclusive insight on the current state of the marketplace – and of what lies ahead.



Hank is responsible for the Lloyd's operations in Atlanta, Chicago, Frankfort KY, Los Angeles, New York and the U.S. Virgin Islands. In addition to ensuring regulatory compliance in the 50 states and other US jurisdictions Lloyd's operates, his colleagues are actively engaged in educational and marketing outreach to retail, wholesale and reinsurance intermediaries, risk management programs at colleges & universities and many other stakeholders in the Lloyd's market.

2:00pm - 2:15pm: Break

2:15pm - 4:00pm: **General Business Meeting**

- Treasurer's Report
- Executive Director's Report
- Membership Committee Report
- Election of PSLA Board Members

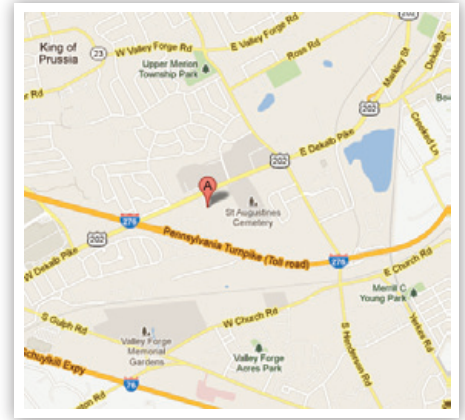
GENERAL INFORMATION

Hotel Location

DoubleTree Hotel Valley Forge

301 West DeKalb Pike
King of Prussia, PA 19406
Tel: 610.337.1200
Fax: 610.337.1959

www.dolcevalleyforge.com



Directions

Located near the Pennsylvania Turnpike and the Schuylkill Expressway, just 20 minutes from downtown Philadelphia and 30 minutes from Philadelphia International Airport, getting to the hotel is easy. If you have any questions prior to your arrival, please contact the Hotel directly.

From the Northeast

Take the New Jersey Turnpike South to the Pennsylvania Turnpike Exit 6. Follow the Pennsylvania Turnpike West to Exit 326 (Valley Forge). After the toll plaza, take the third right, Exit 328 (Route 202 North - King of Prussia). DoubleTree Valley Forge hotel is one mile on the right.

From the South

Take 95 North to Route 476 North (Exit 7). Take 76 West (Schuylkill Expressway) following signs for Valley Forge to Exit 328 (Route 202 North - King of Prussia). DoubleTree Valley Forge hotel is one mile on the right.

From the East

Take the Atlantic City Expressway to Route 42 to the Walt Whitman Bridge. Follow 76 West (Schuylkill Expressway) to Exit 328 (Route 202 North - King of Prussia). DoubleTree Valley Forge hotel is one mile on the right.

From the West

Take the Pennsylvania Turnpike to Exit 326 (Valley Forge). After the toll plaza, take the third right, Exit 328 (Route 202 North - King of Prussia). DoubleTree Valley Forge hotel is one mile on the right.

From Philadelphia International Airport

Take 95 South to Route 476 North (Exit 7). Take 76 West (Schuylkill Expressway) following signs for Valley Forge to Exit 328 (Route 202 North - King of Prussia). DoubleTree Valley Forge hotel is one mile on the right.

Dress Code

The dress code for all PSLA events at the Annual Meeting is Business Casual.



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2012 ANNUAL MEETING REGISTRATION FORM

Please print and mail the completed form together with payment to PSLA Member Services, 610 Freedom Business Center, Suite 110, King of Prussia, PA 19406. Phone: 610-992-0010 Fax: 610-992-0021. E-mail: memberservices@pasla.org

To qualify for Early Registration, this form and your check must be received at PSLA Member Services by April 30, 2012. Cancellations received in writing on or before April 30, 2012 will receive a full refund. No refunds will be made after this date.

PLEASE COMPLETE A SEPARATE FORM FOR EACH ATTENDEE

Annual Meeting May 16 - 17, 2012

Early Registration (before April 30, 2012) Members: \$200; Non-Members: \$275 \$ _____

Regular Registration (after April 30, 2012) Members: \$250; Non-Members: \$325 \$ _____

Continuing Education * (see rates below)

Surplus Lines Licensee Errors and Omissions Exposures \$ _____

* \$15/class (covers the cost of state filing) if you have registered for the Annual Meeting

* Not registered for the Annual Meeting: \$50/class - members; \$75/class - non-members

Total Amount \$ _____

Name _____

Company _____

Address _____

City _____ State _____ Zip _____

Business Phone _____ Fax _____

E-mail _____

Check here if you would like to be contacted by the PSLA regarding dietary needs.