

SLA CONNECTION

Surplus Lines News from the Golden State

The Surplus Line Association of California

Summer 2015

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What's Driving Growth?

Annual Filed Premiums in California Up More Than 40% Since 2010

By **Cliston Brown** Editor-In Chief, SLA Connection

The California surplus lines market experienced nearly 43 percent filed premium growth—and more than a 30 percent growth in filed policies—for the four-year period of 2011 through 2014. Barring an unforeseen downward turn in the market, the growth rate appears to be on course to go higher yet in 2015.

Statistics compiled by the SLA showed total annual filed premiums grew from \$4.19 billion in 2010 to \$5.99 billion in 2014, a 42.97 percent increase. In the intervening years, total filed premiums grew every year, from a low of 3.24 percent from 2010 to 2011, to a high of 15.47 percent from 2013 to 2014. Through May 2015, when statistics were compiled for the June Board of Directors meeting, filed premiums totaled \$2.23 billion, slightly more than a 7 percent increase over the same five-month time period in 2014.

The number of policies filed also increased, from 420,899 in 2010 to 548,257 in 2014—a 30.26 percent increase, with an ongoing upward trend also apparent to date in 2015. As with premiums, total items filed also increased each year during the five-year period, from a low of 2.5 percent from 2012 to 2013, to a high of 13.48 percent from 2013 to 2014. Through May 2015, the number of items filed with the SLA stood at 230,051, which at nearly 7 percent was almost perfectly in line with the rise in premiums as compared to the same period in 2014.

To be fair, the SLA's statistics are only as good as the timeliness of its members' filings, and in cases of extreme lateness in filing, there can be as much as an 18-month lag between the placement of a policy or group of policies

and when they are ultimately sent to the SLA. So some of the year-over-year growth that has shown up since the end of 2013 actually may have taken place earlier than it was recorded in the SLA's statistics.

However, it is also true that there may be some premiums and items from this period of which the SLA is not yet aware. It is known that a large number of late filings by one particular brokerage in 2014 made about a 2 percent difference in the premium and item totals for the year, but even accounting for those filings, the overall trends were up markedly.

While the exact year-to-year totals for 2014 are not yet perfectly quantifiable due to the occasional lags in filing by some brokers, the bottom line is that growth in premiums and policies filed in every year since 2010 has surpassed the filings of the previous year, and that 2014 marked the biggest jumps, both in filed premiums and items, of that time period. The increases have been significant, to be sure—but what do these trends mean for brokers, and what do they reflect in the market?

Terri Moran, senior vice president and western region executive with Vela Insurance Services, says she sees several factors at play in this upward trend. She cited economic circumstances, sophisticated buyers, and lower risk appetites for standard insurers on policies such as residential construction than one would see in less litigious states than California.

"There are a few dynamics at work," said Moran, a member of the SLA Board of Directors.

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What's Driving Growth?

"The first is the turnaround in the economy. As the economy improved, so did our business. At the same time, there is a significant increase in capital both domestically and abroad, which has increased the number of insurance carriers bringing products and solutions to the insurance marketplace through both wholesale and retail channels."

Moran noted that even though annual premiums have not reached the 2006 high-water mark of \$6 billion, the SLA's trend, if it continues, will surpass that mark soon.

Additionally, Moran sees changes in another key segment that are impacting the market.

"We have also seen a significant switch in terms of how large commercial construction projects are being handled," Moran said. "While this once was a primarily admitted market play, more and more large commercial property owners and general contractors are opting for policies designed for a single project, whether done as a 'wrap-up' or a project-specific policy covering the owner and/or general contractor. Given the complexities associated with a workers' compensation wrap-up, more and more buyers are opting for a general-liability-only option. This is driven again by venture capital and by concerns over changing indemnification statutes in many states, including California."

The upward trend in California is also reflective of a national trend. **Brady Kelley**, executive director of the National Association of Professional Surplus Lines Offices (NAPSLO) says a similar trend, although not as pronounced, is also occurring outside of California.

"While California's upward trend in both premium and item growth since 2010 has outpaced the national statistic, surplus lines premium growth has generally been the trend nationwide over the past several years," Kelley said. "As noted in A.M. Best's Special Report on the surplus lines market, U.S. surplus lines

premium increased 11.8 percent from 2011 to 2012, reversing the five-year decline from 2007 to 2011, and we have seen continued growth each year since. Excluding California, the 13 other states with stamping offices, which

"There are a few dynamics at work. The first is the turnaround in the economy. As the economy improved, so did our business. At the same time, there is a significant increase in capital both domestically and abroad, which has increased the number of insurance carriers bringing products and solutions to the insurance marketplace through both wholesale and retail channels."

Terri Moran
Vela Insurance Services
SLA Board of Directors

continue to be fairly representative of the total U.S. surplus lines market, have also reported a strong 27 percent growth in premium from 2010 to 2014."

Kelley also said the general economic condition prevailing in the country has been a

Continued from Page 1

key driver of the turnaround since 2010.

"While a tremendous infusion of capital and a relatively long break from catastrophic loss events continue to put pressure on premium rates, I believe general economic improvement, slow as it may be, continues to drive top line growth for the surplus lines market," Kelley said. "I attended the Texas Surplus Lines Association Mid-Year Meeting in July where David Jordan, President of Vela Insurance Services, provided some very useful perspective and economic statistics that, in my opinion, are driving the growth in surplus lines premium."

Among the factors Kelley cited:

- New businesses are emerging following the decreasing trend the industry experienced in 2008 and 2009.
- Commercial lending activity is on the rise and exceeding levels that existing before the financial crisis, construction and manufacturing employment is increasing, and payrolls are increasing.

"These improvements, among others, lead to growing and/or emerging risks that increase demand," Kelley said. "The surplus lines market and its army of expert solution providers are experiencing growth through innovative and customized products that meet the needs of these insureds."



FILED PREMIUM 2010-2014

Two SLA Senior Staff Members Attend “Women In Insurance” Global Conference

By Cliston Brown
Editor-in-Chief

Two members of the SLA’s Senior Staff attended the third annual “Women In Insurance Global Conference” sponsored by the Insurance Industry Charitable Foundation.

Pat McAuley, senior vice president, Education and Compliance, and **Rose Tocchini**, vice president, Data Analysis, represented the SLA at the conference.

The 2015 event, which took place June 17-19 in New York City, focused on four key topics:

- Leadership
- Discussing gender diversity with men and women
- Innovative changes in the insurance industry
- Best practices to affect personal, corporate and cultural change

The conference featured sessions headlined by top female leaders in the insurance industry, such as **Inga Beale**, CEO of Lloyd’s, and **Mary Forrest**, president and CEO of Munich Re North America (Life), among others.

McAuley and Tocchini both said that the conference was extremely valuable and provided key insights on how to level the playing field in an industry where women are often tremendously underrepresented.

“It is hard to choose any one thing that was most interesting,” McAuley said. “Inga Beale mentioned that it was important for women to be authentic and not to try to be like ‘one of the boys.’ Marie Andel [of CSAA Insurance] said to move beyond “be like a girl” and lead like a woman.”

For Tocchini, the most intriguing part of the discussion centered on having the right mindset and seizing opportunities.

“The most interesting thing I heard was during a presentation on the importance of centered leadership,” Tocchini said. “The speaker encouraged an exercise in which, instead of thinking of the worst-case scenario with a new opportunity, we should think of the best-case scenario and act upon that;



Pat McAuley
Senior Vice President
Education and Compliance Division



Rose Tocchini
Vice President
Data Analysis Division

instead of thinking of the best-case scenario with maintaining the status quo, think of the worst-case scenario, and act upon that. This exercise encourages openness to change as well as recognition of opportunity.

“Too often, we view potential changes with fear and mistrust, when opportunity only really comes when we allow for the possibility of change. If you do not take the risk, you cannot reap the benefits.”

Key takeaways included the recognition of the contributions women are making to the industry and embracing risk.

“The most important thing I learned was that there are so many capable and inspiring women in the insurance industry that are making a difference and paving the way for more women to reach the upper echelons of the industry,” McAuley said.

“The single most important thing I learned during the conference was to get in the mindset of running towards risk, not away from it,” Tocchini said. “Resilience is a key aspect of leadership; it can always be the best of times and the worst of times. In an atmosphere of risk aversion, it is important to be comfortable with, even to welcome, risk. Making a mistake is not a crime; not learning

from the mistake is the crime. ... Lessons are learned from both success and failure.”

Tocchini called the event a “priceless” opportunity. McAuley summed up the experience as “very inspiring,” and she and Tocchini both noted the call to mentorship from female insurance executives who traveled a difficult path to get to the top.

“One of the speakers mentioned that because of the difficulty in attaining the position she occupied, she really didn’t think about mentoring younger women, and yet, there were so many women at the conference that realized the value and importance of creating a more diverse industry,” McAuley said. “She encouraged everyone to start mentoring the younger people in the insurance industry.”

“Too often, we view potential changes with fear and mistrust, when opportunity only really comes when we allow for the possibility of change. If you do not take the risk, you cannot reap the benefits.”

Rose Tocchini

Top 50 Brokers by Premium, through July 31, 2015

Rank	BROKER	PREMIUM PROCESSED	% OF TOTAL
1	R-T SPECIALTY, LLC	302,190,573	9.35%
2	AON RISK INSURANCE SERVICES WEST, INC.	285,991,475	8.84%
3	MARSH USA INC.	227,336,619	7.03%
4	SWETT & CRAWFORD	224,323,000	6.94%
5	AMWINS INSURANCE BROKERAGE OF CALIFORNIA, LLC	133,093,702	4.12%
6	WORLDWIDE FACILITIES, INC.	106,592,947	3.30%
7	RISK SPECIALISTS COMPANIES INSURANCE AGENCY, INC.	105,351,921	3.26%
8	RISK PLACEMENT SERVICES, INC.	89,099,347	2.76%
9	CRC INSURANCE SERVICES, INC.	85,498,937	2.64%
10	LOCKTON COMPANIES, LLC	72,682,023	2.25%
11	BROWN & RIDING INSURANCE SERVICES, INC.	72,056,522	2.23%
12	BURNS & WILCOX INSURANCE SERVICES, INC.	65,166,270	2.02%
13	COMMERCIAL INDUSTRIAL BUILDING OWNERS ALLIANCE, INC.	47,141,231	1.46%
14	ARTHUR J. GALLAGHER & CO. INSURANCE BROKERS OF CALIFORNIA, INC. (GLENDALE)	43,586,697	1.35%
15	WELLS FARGO INSURANCE SERVICES USA, INC.	38,014,354	1.18%
16	CROUSE & ASSOCIATES INSURANCE SERVICES OF NORTHERN CALIFORNIA, INC	37,219,672	1.15%
17	PARTNERS SPECIALTY GROUP, LLC	33,523,494	1.04%
18	BLISS AND GLENNON INC.	32,661,967	1.01%
19	ALL RISKS, LTD.	30,888,760	0.96%
20	WHOLESALE TRADING CO-OP INSURANCE SERVICES LLC	29,925,158	0.93%
21	R.E. CHAIX & ASSOCIATES INSURANCE BROKERS, INC.	29,813,998	0.92%
22	AMWINS BROKERAGE OF GEORGIA, LLC	27,155,012	0.84%
23	WOODRUFF-SAWYER & COMPANY	26,262,779	0.81%
24	SOCIUS INSURANCE SERVICES, INC.	26,104,784	0.81%
25	WILLIS OF OHIO, INC.	25,073,602	0.78%
26	WILLIS INSURANCE SERVICES OF CALIFORNIA, INC.	24,333,961	0.75%
27	BORISOFF INSURANCE SERVICES, INC. (DBA: MONARCH E & S INSURANCE SERVICES)	24,028,643	0.74%
28	HARRY W. GORST COMPANY, INC.	23,804,767	0.74%
29	INTEGRO USA INC.	22,730,147	0.70%
30	PETERSEN INTERNATIONAL UNDERWRITERS	21,844,669	0.68%
31	ALLIANT INSURANCE SERVICES, INC.	21,345,525	0.66%
32	AIG PROPERTY CASUALTY INSURANCE AGENCY, INC.	21,030,562	0.65%
33	AMWINS ACCESS INSURANCE SERVICES, LLC	20,707,557	0.64%
34	COASTAL BROKERS INSURANCE SERVICES INC.	18,147,331	0.56%
35	BASS UNDERWRITERS, INC.	17,767,507	0.55%
36	HULL & COMPANY, INC.	17,708,172	0.55%
37	NATIONAL TRANSPORTATION ASSOCIATES, INC.	17,610,820	0.54%
38	W. BROWN & ASSOCIATES PROPERTY & CASUALTY INSURANCE SERVICES	16,282,341	0.50%
39	NAS INSURANCE SERVICES, LLC	13,378,270	0.41%
40	M.J. HALL & CO., INC.	12,648,058	0.39%
41	LAE INSURANCE SERVICES, INC.	12,484,345	0.39%
42	MARSH & MCLENNAN AGENCY LLC	12,156,583	0.38%
43	COVE PROGRAMS INSURANCE SERVICES LLC	11,755,110	0.36%
44	BEECHER CARLSON INSURANCE SERVICES, LLC	11,271,926	0.35%
45	WILLIS OF NEW YORK INC.	11,142,171	0.34%
46	SOUTHWEST BUSINESS CORPORATION	10,803,612	0.33%
47	COOPER & MCCLOSKEY, INC. INSURANCE BROKERS	10,046,751	0.31%
48	SULLIVAN BROKERS WHOLESALE INSURANCE SOLUTIONS, INC.	9,377,223	0.29%
49	JAMES + GABLE INSURANCE BROKERS INC.	8,574,003	0.27%
50	R.I.C. INSURANCE GENERAL AGENCY, INC.	8,492,543	0.26%
	SUBTOTAL	\$2,596,227,437	80.29%
	ALL OTHER BROKERS	637,163,107	19.71%
	TOTAL	\$3,233,390,544	100.00%

Top 50 Carriers by Premium, through July 31, 2015

RANK	COMPANY	PREMIUM PROCESSED	% OF TOTAL
1	LEXINGTON INSURANCE COMPANY	261,841,198	8.10%
2	SCOTTSDALE INSURANCE COMPANY	138,093,744	4.27%
3	LLOYD'S OF LONDON SYNDICATE #2623	85,866,851	2.66%
4	UNITED SPECIALTY INSURANCE COMPANY	74,949,313	2.32%
5	IRONSHORE SPECIALTY INSURANCE COMPANY	69,115,926	2.14%
6	AIG SPECIALTY INSURANCE COMPANY	68,104,939	2.11%
7	GREAT LAKES REINSURANCE (UK) PLC	67,533,804	2.09%
8	INDIAN HARBOR INSURANCE COMPANY	62,791,103	1.94%
9	COLONY INSURANCE COMPANY	62,275,842	1.93%
10	QBE SPECIALTY INSURANCE COMPANY	58,519,147	1.81%
11	STEADFAST INSURANCE COMPANY	58,387,204	1.81%
12	ADMIRAL INSURANCE COMPANY	54,726,647	1.69%
13	WESTCHESTER SURPLUS LINES INSURANCE COMPANY	51,668,059	1.60%
14	GREAT AMERICAN E&S INSURANCE COMPANY	47,142,238	1.46%
15	NAVIGATORS SPECIALTY INSURANCE COMPANY	47,011,752	1.45%
16	CHUBB CUSTOM INSURANCE COMPANY	46,675,098	1.44%
17	COLUMBIA CASUALTY COMPANY	46,526,314	1.44%
18	ASPEN SPECIALTY INSURANCE COMPANY	44,562,626	1.38%
19	AXIS SURPLUS INSURANCE COMPANY	43,847,953	1.36%
20	GEMINI INSURANCE COMPANY	42,760,201	1.32%
21	LANDMARK AMERICAN INSURANCE COMPANY	42,453,639	1.31%
22	NATIONAL FIRE & MARINE INSURANCE COMPANY	42,415,914	1.31%
23	ILLINOIS UNION INSURANCE COMPANY	40,469,652	1.25%
24	HOUSTON CASUALTY COMPANY	39,783,175	1.23%
25	JAMES RIVER INSURANCE COMPANY	39,073,502	1.21%
26	MT. HAWLEY INSURANCE COMPANY	37,521,712	1.16%
27	SWISS RE INTERNATIONAL SE	35,766,161	1.11%
28	EVEREST INDEMNITY INSURANCE COMPANY	35,597,400	1.10%
29	EVANSTON INSURANCE COMPANY	35,423,190	1.10%
30	LLOYD'S OF LONDON SYNDICATE #0510	35,339,918	1.09%
31	CATLIN SPECIALTY INSURANCE COMPANY	33,866,001	1.05%
32	LLOYD'S OF LONDON SYNDICATE #2987	32,639,945	1.01%
33	LLOYD'S OF LONDON SYNDICATE #3624	31,202,208	0.96%
34	AMTRUST INTERNATIONAL UNDERWRITERS LIMITED	31,171,709	0.96%
35	LLOYD'S OF LONDON SYNDICATE #0033	30,007,907	0.93%
36	STARR SURPLUS LINES INSURANCE COMPANY	29,866,019	0.92%
37	ENDURANCE AMERICAN SPECIALTY INSURANCE COMPANY	29,404,818	0.91%
38	ESSEX INSURANCE COMPANY	29,398,914	0.91%
39	TOKIO MARINE SPECIALTY INSURANCE COMPANY	29,086,673	0.90%
40	EMPIRE INDEMNITY INSURANCE COMPANY	28,784,567	0.89%
41	INTERNATIONAL INSURANCE COMPANY OF HANNOVER SE	28,687,256	0.89%
42	ARCH SPECIALTY INSURANCE COMPANY	28,617,656	0.89%
43	LIBERTY SURPLUS INSURANCE CORPORATION	26,784,450	0.83%
44	ALLIED WORLD NATIONAL ASSURANCE COMPANY	25,659,993	0.79%
45	LLOYD'S OF LONDON SYNDICATE #2003	25,516,209	0.79%
46	NAUTILUS INSURANCE COMPANY	22,832,481	0.71%
47	GENERAL SECURITY INDEMNITY COMPANY OF ARIZONA	22,227,881	0.69%
48	FIRST MERCURY INSURANCE COMPANY	21,560,045	0.67%
49	ROCKHILL INSURANCE COMPANY	21,518,090	0.67%
50	LLOYD'S OF LONDON SYNDICATE #4472	21,447,102	0.66%
	SUBTOTAL	\$2,366,524,148	73.19%
	ALL OTHER COMPANIES	866,866,396	26.81%
	TOTAL	\$3,233,390,544	100.00%

Surplus Lines Included in Flood Reform Bill



By Benjamin J. McKay
SLA Executive Director

The SLA won an important victory recently with the introduction of the Flood Insurance Modernization and Parity Act of 2015 in the United States Congress.

The bipartisan legislation, introduced in both the U.S. House and U.S. Senate, would help facilitate flood insurance coverage options beyond the National Flood Insurance Program (NFIP). There had been some doubt that the legislation would allow surplus lines insurers to provide this coverage, due to the objections of an influential member of the U.S. House Financial Services Committee.

I wrote a letter to every member of the House Financial Services Committee and the Senate Banking Committee, the two committees of jurisdiction, explaining why it was crucial that private flood coverage should be open to the surplus lines market. Given the high-capacity nature of flood risks, it is unlikely that the admitted market would insure these kinds of hazards. I followed up my letter by going to Washington, D.C., to meet with as many key committee members as I could and make this case in person.

Fortunately, these efforts were rewarded by the inclusion of surplus lines in the legislation, and if the bill passes, surplus lines insurers will be allowed to write this coverage. Representatives Dennis Ross (R-Fla.) and Patrick Murphy (D-Fla.) introduced the bill as

H.R. 2901 in the House, and Senators Dean Heller (R-Nevada) and Jon Tester (D-Mont.) introduced it as S. 1679 in the Senate.

The proposed legislation is of crucial importance in allowing consumers viable options for flood coverage other than the debt-ridden NFIP, currently estimated to be underwater by \$24 billion. The program's difficulties were amplified by claims issues fol-

The bill was introduced in March and supporters hoped to pass it before Congress went on its annual August recess, but the privacy concerns and numerous amendments slowed down the process. The Senate is expected to move forward with the legislation when it returns after Labor Day.

Also, the SLA has learned that Louisiana has decided to withdraw from the Non-

"If the legislation passes, we expect the surplus lines market to play a crucial role in supplying private flood insurance to consumers."

lowing Hurricane Sandy, which hit the northeastern United States in autumn 2012.

If the legislation passes, we expect the surplus lines market to play a crucial role in supplying private flood insurance to consumers.

I applaud those members of Congress from both parties who saw the wisdom of allowing a role for surplus lines in this bill. Our efforts toward achieving that result are the kind of work that your association needs to do to ensure that your role, as a crucial link in the insurance marketplace, is protected. We at the SLA will be watching this legislation's progress and keeping you informed of any new developments.

In other matters, the U.S. Senate is currently considering a cybersecurity bill related to data sharing.

The bill, S. 754, is called the Cybersecurity Information Sharing Act of 2015. Its intent is to allow cybersecurity coordination between the government and the private sector, allowing both to build stronger defenses against hacking.

This legislation faces concerns by privacy advocates, including the American Civil Liberties Union and the Electronic Frontier Foundation. The ACLU says the bill "gives the government extraordinary powers to silence potential whistleblowers, and exempts these dangerous new powers from transparency laws."

Admitted Insurance Multistate Agreement (NIMA) effective October 1. With Louisiana's withdrawal, the compact for reporting, collecting, allocating and distributing surplus line tax revenues will have only five full members (Florida, Puerto Rico, South Dakota, Utah and Wyoming) and one associate member (Tennessee). Associate members are allowed to participate for a year without sharing tax revenue.

Six other states (Alaska, Connecticut, Hawaii, Mississippi, Nebraska and Nevada) have previously withdrawn from the compact.



SLIP Electronic Filing Surpasses 80%



By Michael Caturegli
SLA Vice President, Technology

The **SLIP Broker Portal** continues to show increased adoption and use by our membership. SLIP now processes more than 80% of SLA policies. This includes a combination of fully automated submissions, policy data entered into the portal, and scanned image file submissions. In addition, SLIP is processing more than \$200,000 per month in stamping fees. Our members are realizing

the convenience of paying online, as well as using our “auto-pay” feature, which allows automatic payments to be set up and tied to the current invoice. We’ve learned that once a brokerage, agent or wholesaler uses SLIP, they never go back to paper filings and have substantially fewer errors and tags. The SLA continues to solicit feedback from our members regarding the SLIP Portal and strive to continually improve its processes.

In January, the SLA released a new version of its website. The modern, “Windows10” layout was designed to provide relevant content at the visitor’s fingertip, as well as robust and accurate search capabilities. As a result, the SLA’s website traffic increased by more than 10 times the previous website traffic rate. Since its inception in January, the SLA has added enhanced analytical reports on industry trends by coverage, lines of business, and policy types. Education materials and automated seminar registration features have been improved and have received much positive feedback. We encourage anyone who does business

with, or is interested in, the national surplus lines industry to visit www.slacal.org.

One additional topic worth mentioning is that the SLA takes data security and privacy very seriously. Our systems are monitored 24x7x365 for security breaches and overall system health. Our Technology Department continually works to stay ahead of worldwide hackers by attending security seminars, training, and researching latest cyber security trends. In addition, SLA is in the process of a security evaluation with one of the world’s leading cyber security firms as a partnership with our legal counsel, Mayer Brown. We treat all of your data, our networks and systems with the utmost sensitivity and hope you feel confident transacting with us.

The SLA Technology department is available to assist with any questions or concerns about our website and software. Please contact us at (415) 434-4900 or email IT@slacal.org. If we can’t answer your questions immediately, we’ll find the right person for you and return your call as soon as possible.

SLA Provides Information on Including a Lloyd’s Lineslip With Insured’s Copy of Policy

Recently, a broker asked the Surplus Line Association of California (SLA) whether a Lloyd’s syndicate list needed to accompany the policy delivered to the insured. The broker knew that the Lloyd’s lineslip was required when submitting a copy of the policy to the SLA for review but he was unsure whether this was also a requirement for the insured’s copy of the policy.

Although the cover note states that the Lloyd’s lineslip could be ascertained upon request to the office of the coverholder, in the interest of full disclosure the CDI response is that the policy provided to the insured should contain the list of syndicates and their respective percentage of participation underwriting the risk. Interested parties can reference sections 381, 1764.2, 1764.3 and 1764.4 of the California Insurance Code.

BEST TAG-PER-ITEM RATIOS

Among brokerages with at least 250 filings between May 1 and July 31
(Listings in Alphabetical Order)

Tag-Per-Item Ratios of Less Than 1 Percent

Beach & O’Neill Insurance Associates, Inc. (#1892)

Brown & Brown of Missouri (#6890)

G.J. Sullivan Co. Excess & Surplus Line Brokers (#709)

King Insurance Support Systems, Inc. (#1304)

LIPCA, Inc. (#2671)

New Life Agency (#2172)

Sullivan Brokers Wholesale Insurance Solutions, Inc. (#1057)

Tag-Per-Item Ratios Between 1 and 1.5 Percent

Insurance Marketing Corporation of Oregon (#1534)

Seattle Specialty Insurance Services, Inc. (#2672)

Sun Coast General Insurance Agency, Inc. (#626)

SLA Board of Directors 2015

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Terri Moran
Vela Insurance Services

Pam Quilici
Crouse & Associates Insurance
Services of Northern California, Inc.

Les Ross
Wholesale Trading Co-Op Insurance
Services, LLC

Gerald Sullivan
The Sullivan Group

Industry Calendar: September through December 2015

NAPSLO Annual Convention
Manchester Grand Hyatt and Marriott Marquis Marina, San Diego
September 9-11, 2015
<http://www.napslo.org/wcm/Networking/wcm/Networking/annual.aspx>

IICF Week of Giving
October 10-17, 2015
<http://www.iicf.org/week-of-giving.html>

NCOIL Annual Meeting
Hilton Palacio Del Rio, San Antonio, Texas
November 12-15, 2015
<http://www.ncoil.org/schedule/annual15.html>

NAIC Fall Meeting
Gaylord National Resort, National Harbor, Md.
November 19-22, 2015
http://www.naic.org/meetings_home.htm

Upcoming SLA Continuing Education

Registration and continental breakfast for all courses starts at 8 a.m., seminars run from 8:30-11:30 a.m. Call Education Department at (415) 434-4900 or register at http://www.slacal.org/education/ed_schedule.php.

One State Two State, Red State Green State

Presented by **Susan Bryan**, AIC, ARM, CRIS, Zurich North America, and **Alan H. Packer**, Newmeyer and Dillion LLP

3 CE Credits

Tuesday, October 20th, The California Club, 538 S. Flower Street, Los Angeles (NOTE: the club has a strict business casual dress code; no denim, athletic wear or beach wear)

Wednesday, October 21st, PG&E Conference Center Auditorium, 245 Market Street, San Francisco

This course will review common exposure types and compare how legal differences between state jurisdictions can impact the risks of financial loss to a company and their insurance carriers. This will assist insurance professionals in negotiating and explaining the cost of insurance coverage as well as the necessity for express coverage enhancements.

What Makes Cyberliability Relevant?

Presented by **Karl Olson**, Burns & Wilcox Brokerage; **Graeme Newman**, CFC Underwriting Ltd.; and **Ian Stewart**, Wilson, Elser, Moskowitz, Edelman & Dicker, LLP

3 CE Credits

Tuesday, November 12th, Hilton Universal City, 555 Universal Hollywood Drive, Universal City

Wednesday, November 13th, PG&E Conference Center Auditorium, 245 Market Street, San Francisco

This seminar is designed to enhance agents' and brokers' knowledge of privacy and network security risks, and the insurance industry-developed responses for risk transfer. By learning about the cyber needs of their clients, agents and brokers will better serve their clients and avoid E&O situations.

SLA Connection

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SLA Education and Compliance Department Conducts Mock Sexual Harassment Trials for Continuing Education Credit

The SLA Education and Compliance Department conducted a mock sexual harassment trial for Continuing Education (CE) credits on July 21 in Los Angeles and July 22 in San Francisco. Here, the SLA's **Cliston Brown** presides as judge in San Francisco, while **Kristi Dean** of the Stone Dean law firm sits in as adviser. The SLA's **Pat McAuley**, **Laura Danoff**, **Michelle Hutson**, **Nicole diLorenzo** and **Michael Caturegli** also took part, as did a number of SLA members.

