

SLA CONNECTION

Surplus Lines News from the Golden State

The Surplus Line Association of California

Summer 2018

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Western States 2018

Industry leaders gather at final SLA-hosted WSSLC in Lake Tahoe

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

The final Western States Surplus Lines Conference (WSSLC) to be hosted by a surplus line association provided many great moments and great opportunities for the more than 200 surplus lines professionals in attendance. The California Insurance Wholesalers Association (CIWA) will host the 2019 WSSLC.

Hosted by the Surplus Line Association of California (SLA) at Lake Tahoe, Western States not only provided a chance for attendees to network and enjoy a spectacular venue, but also to learn important information about the surplus lines industry and gain valuable insights for their own careers.

Two events offered continuing education (CE) credits to attendees, including an informative panel on "The Future of Wholesale," moderated by SLA Executive Director **Benjamin McKay**. The panel brought together representatives of wholesalers, retailers and markets and provided key insights on what the surplus lines community can expect in the coming months and years. **Tom Ciardello** of Worldwide Facilities, **John Bolce** of L/P Insurance Services, **Brian Gray** of Markel Corporation, and **Chris Day** of Tokio Marine/HCC all shared their insights with attendees for more than an hour.

Also included was an informative CE presentation given by longtime insurance professional **Casey Roberts** on emerging industry trends.

The event additionally featured terrific key-



Jerry Sullivan

note speakers, including former NFL quarterback **Steve Beuerlein** and **Peggy Grande**, the executive assistant to **President Ronald Reagan** during his retirement years. Both discussed what they had learned about leadership during their respective careers and what our members could learn from those lessons.

The highlight was the presentation of the **SLA Lifetime Leadership Award to Jerry Sul-**

livan for his many decades of exemplary service to the industry, his country and to many worthwhile philanthropic endeavors. A brief biographical film detailed all of these facets of his extraordinary life and recounted for the audience his leadership in response to the 1990s'-era "Pirates of the Caribbean" crisis that almost destroyed the surplus line industry in California.

"It is important to us at the SLA that we honor the people who have made our industry the dynamic marketplace it is today, and we were very happy to present Jerry this well-deserved award at Western States," McKay said. "Jerry is a titan of the industry, and he has helped shape California's surplus lines marketplace in a way that most people do not fully realize. Our video provided a lot of that history, and we are now going to make it available on our website in perpetuity, so that people can learn about a man who has been so consequential in our business."

Turn to pages 6-7 for a photo album from the 2018 WSSLC.



SLA Outreach Secures Another Good Result For California's Surplus Lines Community



By Benjamin J. McKay
SLA Executive Director

One important lesson I have learned in my six years as the executive director of the SLA is that challenges can arise anywhere at any time, so it is vital to be well-connected in the centers of power.

A recent case in point occurred when we learned from our network of contacts in Sacramento that a state regulatory agency was considering rules that might have adverse, unintended consequences for not just our industry, but for all Californians living near toxic waste facilities.

This particular regulatory agency was preparing to issue new regulations on hazardous waste facility permitting criteria that would have limited insurance coverage for such facilities to admitted carriers only.

It is important to note here that I am certain there was no ill intent on the part of the individuals who crafted the regulations. As I learned many years ago, people outside our industry do not have a robust understanding of how the surplus lines industry underpins the larger insurance market and provides options for insuring high-capacity, distressed, unique and/or new risks that admitted carriers often cannot or will not insure.

When we learned of the proposed regulations, from our Sacramento contacts, my vice president for Communications and Government Relations, **Cliston Brown**, and I consulted with our legal counsel, who

agreed that our interpretation was correct: the proposed wording would have the effect of preventing surplus lines carriers from insuring these high-risk facilities. Given the kinds of risks inherent in such enterprises, this may have meant that hazardous waste facilities could have faced a very difficult time in getting insurance.

I wrote a letter to the director of the

Another important lesson is that if you make your case, and you make that case well and with measured, respectful language, always presuming good faith on the part of the people you are addressing, it goes a long way.

In this time of hyper-partisanship in California and throughout the country, it is very useful to remember that most people in key

In this time of hyper-partisanship in California and throughout the country, it is very useful to remember that most people in key positions, making important decisions, truly do mean well and really are trying their best every day to do the right thing for the people they serve.

agency in which I explained in detail why the language presented a problem, not just for our industry, but for the hazardous waste facilities and anybody who might be adversely affected by them in the event of a mishap. We also suggested some language that the agency could use to solve the problem in a very simple, straightforward way.

Very shortly afterward, we learned that the agency had modified the proposed regulations in such a way that the problem was resolved. Upon reviewing the new version of the rules, it became clear that the agency had taken our letter to heart and had made the necessary adjustments. I am satisfied that the updated language solves the issues we identified.

Among the many lessons here, the first one we can take away is this one: it is absolutely vital to have eyes and ears on the ground where important decisions like these are made. While we at the SLA are always looking out for what's happening in Sacramento and Washington, D.C., the sheer number of relevant committees and agencies that may impact our industry is such that it would be impossible for us to monitor every one of them. We have built a network of individuals who are looking out for our interests and alerting us when something is happening that could be important to the surplus lines industry in California. Having those contacts is crucial.

positions, making important decisions, truly do mean well and really are trying their best every day to do the right thing for the people they serve. If you address them from a place of respect and good intentions, they usually will listen.

Here at the SLA, we work hard every day to build connections with the people who make the laws and regulations that govern our industry, and we do that by being open and honest, and providing valuable insights into our business. This is how we serve you, our members, and advance your interests in the corridors of power.



Top 50 Brokers by Group¹

Based on Premium Processed by the SLA January Through June 2018

Rank	Broker Group	Premium Processed	% of Total Premium	Total Item Count
1	CRC SWETT	404,145,363.08	11.64%	19,633
2	MARSH & MCLENNAN COS. INC.	397,797,408.89	11.46%	2,167
3	AMWINS GROUP INC.	279,199,075.30	8.04%	29,910
4	R-T SPECIALTY, LLC	261,942,766.36	7.55%	12,409
5	ARTHUR J. GALLAGHER & CO.	249,247,508.60	7.18%	9,250
6	AON P.L.C.	183,305,940.25	5.28%	1,242
7	WORLDWIDE FACILITIES, LLC	103,897,799.68	2.99%	7,202
8	WILLIS TOWERS WATSON P.L.C.	100,863,275.20	2.91%	808
9	BROWN & RIDING INSURANCE SERVICES, INC.	77,914,682.66	2.25%	4,130
10	BURNS & WILCOX	74,060,758.68	2.13%	24,652
11	LOCKTON INC.	64,408,449.83	1.86%	3,294
12	ALLIANT INSURANCE SERVICES INC.	61,055,640.32	1.76%	386
13	CROUSE & ASSOCIATES INSURANCE SERVICES	57,384,509.49	1.65%	6,178
14	RISK SPECIALISTS COMPANIES INSURANCE AGENCY, INC.	53,311,341.65	1.54%	1,198
15	WOODRUFF-SAWYER & CO.	51,480,621.53	1.48%	1,010
16	ALL RISKS, LTD.	42,822,855.82	1.23%	4,860
17	NATIONAL TRANSPORTATION ASSOCIATES, INC.	35,352,190.45	1.02%	2,149
18	INTEGRO GROUP HOLDINGS L.P.	29,134,727.33	0.84%	1,027
19	BROWN & BROWN INC.	27,304,468.79	0.79%	2,239
20	SOCIUS INSURANCE SERVICES, INC.	27,036,209.41	0.78%	2,225
21	USI INSURANCE SERVICES NATIONAL, INC.	26,885,554.00	0.77%	349
22	SCOTTISH AMERICAN INSURANCE	25,376,186.53	0.73%	10,972
23	GORST & COMPASS INSURANCE	22,288,833.40	0.64%	8,297
24	SOUTHWEST BUSINESS CORPORATION	21,290,167.25	0.61%	889
25	COVE PROGRAMS INSURANCE SERVICES LLC	18,539,607.52	0.53%	45
26	R.E. CHAIX & ASSOCIATES INSURANCE BROKERS, INC.	17,622,246.63	0.51%	5,102
27	MONARCH E & S INSURANCE SERVICES	16,755,988.76	0.48%	6,444
28	EXCEPTIONAL RISK ADVISORS, LLC	16,447,164.73	0.47%	350
29	NAS INSURANCE SERVICES, LLC	15,987,967.70	0.46%	2,849
30	COASTAL BROKERS INSURANCE SERVICES INC.	15,831,668.00	0.46%	4,918
31	BASS UNDERWRITERS	15,362,433.97	0.44%	6,316
32	WHOLESALE TRADING INSURANCE SVCS (JENCAP HOLDINGS)	13,613,545.41	0.39%	670
33	HUB INTERNATIONAL LTD.	13,556,201.80	0.39%	558
34	SULLIVAN GROUP	13,364,724.97	0.39%	1,803
35	HULL & COMPANY, INC.	13,314,013.90	0.38%	3,787
36	EDGEWOOD PARTNERS INSURANCE CENTER, DBA EPIC INSUR	13,071,482.94	0.38%	245
37	AMTRUST FINANCIAL SERVICES, INC.	13,070,043.50	0.38%	14,829
38	TOKIO MARINE HOLDINGS, INC.	12,227,947.48	0.35%	1,167
39	CIBA INSURANCE SERVICES	11,508,412.26	0.33%	42
40	ACRISURE L.L.C.	11,026,569.05	0.32%	310
41	THE IMA FINANCIAL GROUP INC.	10,950,499.91	0.32%	167
42	JARDINE LLOYD THOMPSON GROUP P.L.C.	10,527,050.33	0.30%	85
43	NEITCLEM WHOLESALE INSURANCE BROKERAGE, INC.	8,861,184.71	0.26%	1,141
44	USG INSURANCE SERVICES INC.	8,676,705.83	0.25%	2,253
45	M.J. HALL & CO., INC.	8,171,960.63	0.24%	2,520
46	R.I.C. INSURANCE GENERAL AGENCY, INC.	7,610,971.20	0.22%	2,929
47	COCHRANE AND COMPANY	7,258,687.50	0.21%	2,072
48	BERKSHIRE HATHAWAY, INC.	6,786,929.76	0.20%	1,082
49	INTERNATIONAL EXCESS ALLIANCE LLC	6,661,583.76	0.19%	806
50	SIERRA SPECIALTY INSURANCE SERVICES, INC.	5,968,004.32	0.17%	2,939
	Subtotal	2,990,279,931	86.16%	221,905
	All Other Brokers	480,274,710	13.84%	99,096
	Total	3,470,554,641	100.00%	321,001

¹ Premium Processed represents the total premium processed by the SLA for each group member for the entire time period specified.

Top Carriers by Ultimate Parent

Based on Premium Processed by the SLA January Through June 2018

ULTIMATE PARENT ¹	COMPANY	PREMIUM PROCESSED	% OF TOTAL
LLOYD'S	Lloyd's of London ²	750,354,687	21.62%
LLOYD'S Total		750,354,687	21.62%
AMERICAN INTERNATIONAL GROUP, INC.	LEXINGTON INSURANCE COMPANY	196,853,430	5.67%
	AIG SPECIALTY INSURANCE COMPANY	51,419,550	1.48%
	AIG EUROPE LIMITED	10,598,276	0.31%
	BLACKBOARD SPECIALTY INSURANCE COMPANY	6,461,723	0.19%
	OTHER AFFILIATES WITH PREMIUM PROCESSED <\$5M	7,150	0.00%
AMERICAN INTERNATIONAL GROUP, INC. Total		265,340,129	7.65%
MARKEL CORPORATION	UNITED SPECIALTY INSURANCE COMPANY	94,606,141	2.73%
	EVANSTON INSURANCE COMPANY	74,043,735	2.13%
	MARKEL INTERNATIONAL INSURANCE COMPANY LIMITED	5,522,682	0.16%
	OTHER AFFILIATES WITH PREMIUM PROCESSED <\$5M	461,657	0.01%
MARKEL CORPORATION Total		174,638,215	5.03%
NATIONWIDE MUTUAL INSURANCE COMPANY	SCOTTSDALE INSURANCE COMPANY	139,608,901	4.02%
	OTHER AFFILIATES WITH PREMIUM PROCESSED <\$5M	72,676	0.00%
NATIONWIDE MUTUAL INSURANCE COMPANY Total		139,681,577	4.02%
BERKSHIRE HATHAWAY INC.	NATIONAL FIRE & MARINE INSURANCE COMPANY	121,101,509	3.49%
	GENERAL STAR INDEMNITY COMPANY	8,551,947	0.25%
	MOUNT VERNON FIRE INSURANCE COMPANY	5,850,535	0.17%
	OTHER AFFILIATES WITH PREMIUM PROCESSED <\$5M	3,891,103	0.11%
BERKSHIRE HATHAWAY INC. Total		139,395,095	4.02%
W. R. BERKLEY CORPORATION	ADMIRAL INSURANCE COMPANY	49,900,816	1.44%
	GEMINI INSURANCE COMPANY	31,535,556	0.91%
	NAUTILUS INSURANCE COMPANY	23,089,972	0.67%
	BERKLEY ASSURANCE COMPANY	12,689,240	0.37%
	OTHER AFFILIATES WITH PREMIUM PROCESSED <\$5M	471,030	0.01%
W. R. BERKLEY CORPORATION Total		117,686,615	3.39%
TOKIO MARINE HOLDINGS, INC.	HOUSTON CASUALTY COMPANY	56,826,354	1.64%
	TOKIO MARINE SPECIALTY INSURANCE COMPANY	56,396,637	1.63%
	OTHER AFFILIATES WITH PREMIUM PROCESSED <\$5M	3,092,980	0.09%
TOKIO MARINE HOLDINGS, INC. Total		116,315,971	3.35%
CHUBB LIMITED	ILLINOIS UNION INSURANCE COMPANY	47,811,722	1.38%
	WESTCHESTER SURPLUS LINES INSURANCE COMPANY	39,148,252	1.13%
	CHUBB CUSTOM INSURANCE COMPANY	16,966,170	0.49%
	OTHER AFFILIATES WITH PREMIUM PROCESSED <\$5M	2,151,997	0.06%
CHUBB LIMITED Total		106,078,140	3.06%
FAIRFAX FINANCIAL HOLDINGS LIMITED	ALLIED WORLD SURPLUS LINES INSURANCE COMPANY	24,663,382	0.71%
	ALLIED WORLD NATIONAL ASSURANCE COMPANY	24,040,629	0.69%
	FIRST MERCURY INSURANCE COMPANY	17,131,115	0.49%
	CRUM & FORSTER SPECIALTY INSURANCE COMPANY	12,592,384	0.36%
	HUDSON SPECIALTY INSURANCE COMPANY	11,287,465	0.33%
	OTHER AFFILIATES WITH PREMIUM PROCESSED <\$5M	5,667,687	0.16%
FAIRFAX FINANCIAL HOLDINGS LIMITED Total		95,382,662	2.75%
LIBERTY MUTUAL HOLDING COMPANY INC.	IRONSHORE SPECIALTY INSURANCE COMPANY	50,843,019	1.46%
	LIBERTY SURPLUS INSURANCE CORPORATION	28,929,623	0.83%
	LIBERTY MUTUAL INSURANCE EUROPE LIMITED	10,279,576	0.30%
	OTHER AFFILIATES WITH PREMIUM PROCESSED <\$5M	4,592,752	0.13%
LIBERTY MUTUAL HOLDING COMPANY INC. Total		94,644,970	2.73%
SWISS RE LTD.	SWISS RE INTERNATIONAL SE	47,625,166	1.37%
	NORTH AMERICAN CAPACITY INSURANCE COMPANY	22,597,413	0.65%
	FIRST SPECIALTY INSURANCE CORPORATION	19,615,633	0.57%
	OTHER AFFILIATES WITH PREMIUM PROCESSED <\$5M	41,168	0.00%
SWISS RE LTD. Total		89,879,381	2.59%
JAMES RIVER GROUP HOLDINGS, LTD.	JAMES RIVER INSURANCE COMPANY	83,558,915	2.41%
JAMES RIVER GROUP HOLDINGS, LTD. Total		83,558,915	2.41%
XL GROUP LTD	INDIAN HARBOR INSURANCE COMPANY	76,064,162	2.19%
	CATLIN SPECIALTY INSURANCE COMPANY	5,207,499	0.15%
	OTHER AFFILIATES WITH PREMIUM PROCESSED <\$5M	840,521	0.02%
XL GROUP LTD Total		82,112,182	2.37%
ZURICH INSURANCE GROUP LTD.	STEADFAST INSURANCE COMPANY	59,222,929	1.71%
	EMPIRE INDEMNITY INSURANCE COMPANY	21,281,480	0.61%
	OTHER AFFILIATES WITH PREMIUM PROCESSED <\$5M	1,301	0.00%
ZURICH INSURANCE GROUP LTD. Total		80,505,710	2.32%
ARGO GROUP INTERNATIONAL HOLDINGS, LTD.	COLONY INSURANCE COMPANY	56,492,390	1.63%
	PELEUS INSURANCE COMPANY	9,111,989	0.26%
ARGO GROUP INTERNATIONAL HOLDINGS, LTD. Total		65,604,378	1.89%
AMERICAN FINANCIAL GROUP, INC.	GREAT AMERICAN E&S INSURANCE COMPANY	49,919,940	1.44%
	OTHER AFFILIATES WITH PREMIUM PROCESSED <\$5M	7,356,667	0.21%
AMERICAN FINANCIAL GROUP, INC. Total		57,276,607	1.65%
All Other Groups with Premium Processed <\$57M		993,778,583	28.63%
Taxable Fees		18,320,825	0.53%
Grand Total		3,470,554,641	100.00%

¹ Ultimate parent per AM Best as of 7/2/2018; All Lloyd's Syndicates combined under Lloyd's

² Refer to the following page for a breakdown of Lloyd's Syndicates with premium processed >=\$5M

Top Lloyd's Syndicates In California With Managing Agent¹

Based on Premium Processed by the SLA January Through June 2018

LLOYD'S	PREMIUM PROCESSED	% OF TOTAL
Lloyd's Syndicate 2623 (Beazley Furlonge Limited)	97,360,382	12.98%
Lloyd's Syndicate 2987 (Brit Syndicates Limited)	34,907,285	4.65%
Lloyd's Syndicate 3624 (Hiscox Syndicates Limited)	34,897,484	4.65%
Lloyd's Syndicate 33 (Hiscox Syndicates Limited)	32,214,452	4.29%
Lloyd's Syndicate 510 (Tokio Marine Kiln Syndicates Limited)	30,899,832	4.12%
Lloyd's Syndicate 2001 (MS Amlin Underwriting Limited)	26,103,940	3.48%
Lloyd's Syndicate 2003 (Catlin Underwriting Agencies Limited)	24,964,890	3.33%
Lloyd's Syndicate 623 (Beazley Furlonge Limited)	21,688,415	2.89%
Lloyd's Syndicate 2007 (Axis Managing Agency Limited)	20,842,310	2.78%
Lloyd's Syndicate 2488 (Chubb Underwriting Agencies Limited)	19,260,842	2.57%
Lloyd's Syndicate 4472 (Liberty Managing Agency Limited)	18,926,657	2.52%
Lloyd's Syndicate 1458 (RenaissanceRe Syndicate Management Limited)	17,311,237	2.31%
Lloyd's Syndicate 1861 (AmTrust Syndicates Limited)	16,871,990	2.25%
Lloyd's Syndicate 1225 (AEGIS Managing Agency Limited)	15,640,334	2.08%
Lloyd's Syndicate 609 (Atrium Underwriters Limited)	15,110,999	2.01%
Lloyd's Syndicate 1969 (Apollo Syndicate Management Limited)	14,230,805	1.90%
Lloyd's Syndicate 2121 (Argenta Syndicate Management Limited)	13,995,960	1.87%
Lloyd's Syndicate 1084 (Chaucer Syndicates Limited)	13,084,105	1.74%
Lloyd's Syndicate 4444 (Canopus Managing Agents Limited)	12,967,699	1.73%
Lloyd's Syndicate 1880 (Tokio Marine Kiln Syndicates Limited)	11,619,465	1.55%
Lloyd's Syndicate 1200 (Argo Managing Agency Limited)	10,370,836	1.38%
Lloyd's Syndicate 1955 (Barbican Managing Agency Limited)	10,150,708	1.35%
Lloyd's Syndicate 435 (Faraday Underwriting Limited)	9,627,806	1.28%
Lloyd's Syndicate 1183 (Talbot Underwriting Ltd)	9,548,090	1.27%
Lloyd's Syndicate 1886 (QBE Underwriting Limited)	9,221,943	1.23%
Lloyd's Syndicate 4242 (Asta Managing Agency Limited)	8,730,582	1.16%
Lloyd's Syndicate 4711 (Aspen Managing Agency Limited)	8,159,806	1.09%
Lloyd's Syndicate 1414 (Ascot Underwriting Limited)	7,600,172	1.01%
Lloyd's Syndicate 3000 (Markel Syndicate Management Limited)	7,541,156	1.01%
Lloyd's Syndicate 5151 (Endurance at Lloyd's Limited)	7,429,166	0.99%
Lloyd's Syndicate 1274 (Antares Managing Agency Limited)	6,785,165	0.90%
Lloyd's Syndicate 2015 (The Channel Managing Agency Limited)	5,881,532	0.78%
Lloyd's Syndicate 4000 (Pembroke Managing Agency Limited)	5,603,380	0.75%
Lloyd's Syndicate 4020 (Ark Syndicate Management Limited)	5,327,888	0.71%
Lloyd's Syndicate 1919 (Starr Managing Agents Limited)	5,161,419	0.69%
Lloyd's Syndicate 1967 (W. R. Berkley Syndicate Management Limited)	5,095,113	0.68%
All Other Lloyd's Syndicates with Premium Processed <\$5M & Other 2	135,220,844	18.02%
LLOYD'S Total	750,354,687	100.00%

¹ Source: AM Best as of 7/2/2018 and Lloyd's List of Active Syndicates & Managing Agents for 2018 Year of Account

² Other includes Lloyd's premium processed with a missing or invalid syndicate number

California SLA Hosts Western States 2018

Honoring Jerry Sullivan With the SLA Lifetime Leadership Award



Left: SLA Board Chair **Robert Gilbert** presents the **SLA Lifetime Leadership Award** to **Jerry Sullivan** as wife **Wendy Sullivan** looks on.

Right: **Jerry Sullivan** speaks after receiving the award.

Hearing From the Keynote Speakers



Left: **Peggy Grande** reads from her book about her time as executive assistant to President **Ronald Reagan** during his retirement years in California.



Right: Former NFL and Notre Dame quarterback and California native **Steve Beuerlein** regales the audience with stories about his playing days.

Continuing Education: The Future of Wholesale and Emerging Trends

Right: SLA Executive Director **Benjamin McKay** moderates the **Future of Wholesale** panel. Pictured from left to right: **Brian Gray**, Markel Corporation
Chris Day, Tokio Marine/HCC
Tom Ciardello, Worldwide Facilities
John Bolce, LP Insurance Services

Below: Longtime insurance professional **Casey Roberts** discusses emerging trends in the surplus line industry.



Surplus Lines Leaders Gather at Lake Tahoe



It wasn't all speeches and panels, as attendees at the 2018 Western States Surplus Lines Conference found plenty of time to network with their colleagues throughout the event.

The SLA was pleased to host more than 200 surplus lines professionals from all over America at this year's WSSLC.



SLA Board of Directors 2018

Bob Gilbert—Chair
Markel West Insurance Services

Terri Moran—Vice Chair
Cove Programs Insurance Services,
LLC

Janet Beaver—Secretary/Treasurer
Tokio Marine-HCC Casualty Services

Tom Ciardello—Past Chair
Worldwide Facilities, LLC

Tim Chaix
R.E. Chaix and Associates

Rich Gobler
Burns & Wilcox

Hank Haldeman
Worldwide Facilities, LLC

Cameron Kelly
Worldwide Facilities, LLC

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

Les Ross
Wholesale Trading Insurance
Services, LLC

Kathy Schroeder
Sierra Specialty Insurance Services,
Inc.

Gerald Sullivan
G.J. Sullivan Co., Reinsurance

John Washington
Arch Insurance Group

Industry Calendar: September-December 2018

RIMS Western Regional Conference
Portland, OR
Sept. 17-19
<http://www.cvent.com/events/rims-western-regional-conference-2018/event-summary-088520952f464650a982712bccf69135.aspx>

WSIA Annual Marketplace
Atlanta
Sept. 23-27
https://www.wsia.org/wcm/Annual_Convention/Home/wcm/Networking/Annual17/Home.aspx

CIAB Leadership Forum
Colorado Springs
Sept. 29-Oct. 2
<http://events.ciab.com/events/insurance-leadership-forum-2018/event-summary-20820b0631b24c11ad1d0cb15d1a2942.aspx>

WSIA Marcus Payne Advanced E&S
St. Louis
Nov. 4-7
https://www.wsia.org/WSIA/WSIA/Upcoming_Events.aspx

WSIA Consultative Selling & Negotiations
Scottsdale, Ariz.
Nov. 13-14
https://www.wsia.org/WSIA/WSIA/Upcoming_Events.aspx

NAIC Fall Meeting
San Francisco
Nov. 15-18
https://www.naic.org/meetings_events.htm

NCOIL Annual Meeting
Oklahoma City
Dec. 5-8
<http://ncoil.org/future-meetings/>

Continuing Education Courses

Topic: Project Policies

Tuesday, Oct. 23

Hilton Universal City,
555 Universal City Drive, Universal City

Wednesday, Oct. 24

The Bar Association of San Francisco,
301 Battery Street, 3rd Floor, San Francisco

Topic: Emerging Trends

Tuesday, Nov. 13

Hilton Universal City,
555 Universal City Drive, Universal City

Wednesday, Nov. 14

Hyatt Regency San Francisco
5 Embarcadero Center, San Francisco

Registration, continental breakfast starts at 8 a.m., program runs from 8:30-11:30.

Call Education Department at (415) 434-4900 or register at:
<http://www.slacal.com/education/courses>.

SLA Connection

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SLA Executive Director **Benjamin J. McKay** testifies on August 22, 2018, at a California Department of Insurance (CDI) hearing on the Export List. The CDI held the hearing at an earlier than usual date after the enactment of the SLA-supported **AB 1641** in 2017 gave the department expanded authority to add new, innovative products to the list and to hold multiple meetings a year if needed.