

Foundation Awards 15 Students Scholarships for 2014-15

The Derek Hughes/NAPSLO Educational Foundation has selected 15 students to receive \$5,000 scholarships for the 2014-15 school year. The scholarship program's goal is to further the study of insurance and encourage, support and reward students who have an interest in insurance.

- **Jonathan Bisschop**, University of Connecticut, was awarded the **Russell Bond Education Scholarship**, started in 2007 to recognize the founder of Russell Bond & Co., Inc.
- **Christopher Mohler**, Butler University, was awarded the **Gary E. Frohn Memorial Scholarship**, established in 2008 to recognize Mr. Frohn.
- **William Eudailey**, University of South Carolina, was awarded the **Richard Hull Educational Scholarship**, established in the

name of the Hull & Company founder.

- **Alexis Ramiro**, Illinois State University, was awarded the **Herbert W. Kaufman Memorial Scholarship**, founded in 2001 from proceeds donated in memory of Herbert W. Kaufman.
- **Christopher Skinner**, Robert Morris University, was awarded the **Kevin A. McLaughlin Memorial Scholarship**, added in 2000 in memory of Mr. McLaughlin.
- The **Scott W. Polley Memorial Scholarship** was established in 2003 in memory of Mr. Polley. The three students selected to receive a Scott W. Polley Memorial Scholarship were: **Lindsay Bunch**, Virginia Commonwealth University; **Frank Busch**, Illinois State University; and **Wesley McDaniel**, Appalachian State University
- **Travis Lankerdt**, Olivet College, was award-

ed the **Michael J. Snead Memorial Scholarship**. It was established in 2009 to recognize Mr. Snead, a former NAPSLO Board member and an industry leader.

- The **Rolland L. Wieggers Education Scholarship** was made possible by a donation from the Scottsdale Insurance Co. in honor of the company's founder. The three students selected to receive a Rolland L. Wieggers Scholarship were: **Yancey Hicks**, University of North Carolina; **Ingrid Lecot**, Baylor University; **Ceirra Thompson**, Eastern Kentucky University
- The **Foundation Insurance Scholarship** recipients were **Andrew Izzo** and **Kevin Murphy**, both of Appalachian State University.
- **Sean Johnson**, Temple University was awarded the **Insurance Scholarship** sponsored by NAPSLO.

A.M. Best: 8.4% Growth in DPW in 2013

With the support of the Derek Hughes/NAPSLO Educational Foundation, A.M. Best has published the 21st annual report on the U.S. surplus lines segment. The *2014 Special Report U.S. Surplus Lines - Segment Review* is produced by A.M. Best Company with a grant from the Foundation and is one of NAPSLO's most important tools in promoting and illustrating the industry's strength and stability.

"A great addition to this year's report is the 20-year retrospective on the surplus lines segment since the A.M. Best study was first published in 1994," said Joseph Timmons, President of the Derek Hughes/NAPSLO Educational Foundation. "The initial report confirmed that surplus lines insurers were as financially sound, if not more, than the admitted market and this report illustrates our industry has sustained this achievement."

This year's report indicates that the industry has seen growth of 8.4% in surplus lines direct premium written in 2013, reversing the five-year decline from 2007 - 2011. Domestic professional surplus lines insurers generated a 5.2% increase in direct premium written.

For the tenth year in a row, the surplus lines industry reported no financially impaired companies, in contrast to the admitted property/casualty industry's 14 disclosed financial impairments in 2013.

Domestic professional surplus lines insurers continue to maintain a higher proportion of secure ratings than the overall property/casualty industry. Through mid-year 2014, 100% of surplus lines companies maintained secure A.M. Best ratings.

Despite the challenges that A.M. Best noted over the 21 years of study, the surplus lines market more than doubled from 3.3% of total property/casualty direct premiums written in 1993, to approximately 6.9% by the end of 2013. Meanwhile, surplus lines has grown as a percentage of commercial lines direct written premium from 6.1% to 13.7%.

The report continues to provide A.M. Best's perspective on the state of the market and the relative positions of carriers in the market. It examines the surplus lines sector's financial condition and ratings distribution, market trends, regulatory and legislative developments, distribution issues and impairment trends.

The report also includes the results of A.M. Best's survey of surplus lines insurers measuring the proportion of surplus lines premium derived from various distribution channels. A.M. Best's survey results indicated that the largest distributors of surplus lines products continue to be wholesale agents and brokers with binding authority.

About the Foundation

The Derek Hughes/NAPSLO Educational Foundation, formed in 1991, is dedicated to encouraging the educational development of all those interested in the excess and surplus lines business, to creating an understanding, and overcoming the misperceptions of the excess and surplus lines market.

The Foundation established and supports the Associate in Surplus Lines Insurance (ASLI) designation, a professional excess and surplus lines designation program; the A.M. Best Company's annual Special Report, U.S. Surplus Lines - Segment Review, a study on the state of the surplus lines industry and scholarships and grants for students pursuing insurance studies.

The Foundation was named for retired Western World Insurance Group President, Derek Hughes. Mr. Hughes, who began his insurance career in 1957 with the Royal Exchange Insurance Group in Liverpool, England, also served on NAPSLO's Board of Directors and chaired the Education Committee.

To learn more about the Derek Hughes/NAPSLO Educational Foundation or to donate, please visit: www.NAPSLO.org/Foundation.

Magic Johnson to Speak at E.G. Lassiter Lecture Series



The E.G. Lassiter Lecture Series, presented by the Derek Hughes/NAPSLO Educational Foundation is pleased to announce NBA Legend, two-time Hall of Famer, entrepreneur and philanthropist, Earvin "Magic" Johnson as speaker at this year's NAPSLO Convention.

Mr. Johnson is Chairman and CEO of Magic Johnson Enterprises, which is comprised of multiple business entities and partnerships that include real estate, private equity, a television network, food service and facilities management, education, healthcare and many other business ventures.

Mr. Johnson's unprecedented partnership with Starbucks served as a catalyst for redevelopment in urban communities. In 2010 he divested his shares in Starbucks

and the Los Angeles Lakers for more than \$100 million.

Mr. Johnson is also a partner in an effort to build a new stadium and to bring an NFL team, and thousands of new jobs, back to the City of Los Angeles.

Mr. Johnson's philanthropic activities are also well known. He serves as the Chairman and Founder of the Magic Johnson Foundation where his unwavering commitment to transform urban America continues through HIV/AIDS Awareness & Prevention Programs, Community Empowerment Centers, and the Taylor Michaels Scholarship Program. Celebrating over 20 years of success, the Magic Johnson Foundation has become one of the most recognizable philanthropic organizations in the world.

Golf Outing Raises More Than \$100,000

The 18th annual Foundation Golf Outing took place at the 2014 NAPSLO Mid-Year Leadership Forum at the Wildfire Golf Club in Scottsdale, Arizona.

The annual golf outing raised more than \$100,000 for the Derek Hughes/NAPSLO Educational Foundation. The golf outing has seen consistent growth since the inaugural event in 1997 that raised just under \$20,000.

"The golf invitational is a great way for NAPSLO members to support the Foundation and is an important fundraiser for us," said Foundation President, Joseph Timmons.

100 golfers helped raise funds in this year's event, while playing the Faldo Championship Course.

Overall tournament prizes were given

to first, second and third place foursomes in two flights:

First flight

First place: **Tom Snyder, Van Griffin, Jason Griffin and Seth Johnson.**

Second place: **John Goodloe, Jo Ann Peri, Larry Clark and Scott Noffsinger.**

Third place: **Scott Culler, Mark Adler, Scott Delatorre and Tom Downey.**

Second flight

First place: **Anthony Dorey, Patrick Hanley, Ed Levy and Derick Stitik.**

Second Place: **Larry Bobb, Brent Messelheiser, Michael Greville and Doug Weisskopf.**

Third place: **Jim DeSimone, Fred Curatolo, Joeseoph Cossetti and Dean Huntzinger.**

ASLI Designees to be Recognized

The 2013-2014 class of 111 Associate in Surplus Lines Insurance (ASLI) completers represents 30 U.S. states as well as Japan and Poland.

The designees will be recognized during the ASLI Conferment Ceremony and Recognition Luncheon on Wednesday, September 17, 2014 at the NAPSLO Annual Convention in Atlanta, Georgia

To earn the ASLI designation, a candidate must pass the examinations for the required curriculum and two additional elective courses.

The distinguished graduate in the 2013-2014 class is:

- **Brittney Kraus**, ASLI

Recognized for academic excellence are:

- **Keith Hammersmith**, CPCU, AIC, ARM, ASLI

- **April Marksberry**, CPCU, AINS, AU, AIC, ASLI

- **Vivek Shekhar**, AIT, AINS, AIS, API, AIC, ASLI, AAI

The ASLI program was developed jointly by the Derek Hughes/NAPSLO Educational Foundation and The Institutes in 1996. Since the program's inception, 2,057 insurance professionals have earned the ASLI designation.

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— DEREK HUGHES —

NAPSL 

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