

May 4-5, 2023
2023 Marketing/Placement Meeting
Hyatt Regency O'Hare
Rosemont, IL



Dress is business casual for meetings

Wednesday, May 3rd

6:00 PM

EARLY ARRIVAL DINNER

Red's Restaurant & Bar
At the Hyatt Regency O'Hare

Thursday, May 4th

7:30 AM - 8:30 AM

BREAKFAST (Logan - Lobby Level)

8:30 AM

BUSINESS MEETING (Midway - Lobby Level)

8:30 AM - 8:35 AM

Opening and Intro (Dave Lindhart, Crane Agency)

RiskProNet has a policy of strict compliance with federal and state antitrust laws and is committed to legal and ethical behavior. RiskProNet members should, at all times, follow the guidelines contained in its Antitrust Compliance Policy and to avoid or prevent situations which may pose possible violations of this policy.

8:35 AM - 9:30 AM

Agency Overview

Brief overview of each agency and the members role

9:30 AM - 10:30 AM

Recruiting - The Struggle is Real

Open discussion on current recruiting situation

- What are you doing to attract new employees
- What are you doing to retain current employees

10:30 AM - 10:45 AM

BREAK

10:45 AM - 12:00 PM

Training / Technology

Open discussion

- How is AI going to affect business in general and use as a tool vs replacing people
 - Are you using AI?
 - How are you using AI?
 - Are you concerned with E&O for AI
- How are you using tech for training (Indio, Broker Buddah, etc) to help your staff and clients
- What is new in technology software and what benefits / concerns are you seeing

12:00 PM - 1:15 PM

LUNCH (Logan - Lobby Level)

1:15 PM - 2:15 PM

CRC - Marketplace Update

Farah Schubmehl and Rommel Mayuga, CRC Group

- Benchmarking data and review of the numbers
- Industry Trends - What is current? Where do you see trends going for cyber, auto, property, GL

2:15 PM - 3:15 PM

Commercial Auto Markets and Trends

Open discussion on placing commercial auto

- Overview of coverages (trucks, day-to-day auto, delivery services)
- Who are you getting coverage from
- Marketplace trends

3:15 PM - 3:30 PM

BREAK (*Logan - Lobby Level*)

3:30 PM - 4:15 PM

The Hartford - Carrier update

Landon Reid, Vice President, Division Sales Executive Midwest Division, *The Hartford Financial Services Group, Inc.*

4:15 PM - 5:00 PM

Recap of the day / Open Discussion

5:00 PM

ADJOURN

6:00 PM



Thanks to our
wine sponsor!!!!

RECEPTION / DINNER (*Carmines Rosemont*)

9850 Berwyn Ave
The Pearl District
Rosemont, IL 60018

****We will take Uber/Lyft to restaurant. Please meet up in the lobby at 5:50 pm**

Friday, May 5th

7:30 AM - 8:30 AM

BREAKFAST (*Logan - Lobby Level*)

8:30 AM

BUSINESS MEETING (*Midway - Lobby Level*)

8:30 AM - 10:00 AM

Challenges in Property Marketplace

Open discussion of the challenges in property management placement, reinsurance agreements

- How are you dealing with surplus line brokers' dwindling carrier capacities with higher rates
- Excessive rate/capacity increases with the reinsurance programs
- Discussion of the markets, who is writing policies and what terms are you receiving
- What is your agency doing to accommodate changes to the process (ie requiring different SOB's

(for each carrier)

10:00 AM - 10:15 AM

BREAK (*Logan - Lobby Level*)

10:15 AM - 12:00 PM

Wrap Up / Open Discussions

12:00 PM

ADJOURN