



February 15, 2024

Dear Member:

We are writing to invite you to apply for an exciting scholarship opportunity with WSIA.

Part of the Surplus Line Association of Washington's Mission is to supply educational support to the members of the Association, including dissemination of information regarding laws, rules and regulations relevant to surplus lines insurance. We also support insurance education relative to surplus lines insurance in the State of Washington through sponsorship of training classes and seminars, or grants of money or expertise to educational institutions.

Therefore, the Association, in conjunction with WSIA, is pleased to award two scholarship opportunities in 2024.

The available programs are listed below. If you are interested in applying for a scholarship to any of these programs, please submit an application to our office by **March 22, 2024**.

The scholarship committee will review your application and our office will communicate the decision to all applicants no later than March 29, 2024.

SCHOLARSHIP RECIPIENTS WILL RECEIVE:

- Full paid tuition fees for the program of their choice
- Full paid lodging for the duration of the course
- Reimbursement of most meals
- \$300 flight stipend

APPLICANT REQUIREMENTS

1. Firm must be a WSIA and SLA of Washington Member.
2. Hold a Broker, Associate Broker, Underwriter or Associate Underwriter Position with their Firm.

We truly hope you'll consider applying for a scholarship to one of the programs listed below. We are here to support you in your education goals and furthering your career.

Best Regards,

Jackie Vassallo
Membership & Outreach Coordinator
Surplus Line Association of Washington



WSIA EDUCATION PROGRAMS

EXCESS & SURPLUS LINES

June 9-12, 2024 • Chicago, IL

\$1,700

For all insurance professionals who are relatively new to the surplus lines industry or who have recently transitioned into E&S
Attendees gain solid understanding of the surplus lines marketplace, current issues and trends, and the roles of brokers, underwriters, program administrators, managing general agents and other players in the industry. At the end of the program, participants will be more knowledgeable about the surplus lines market.

MARCUS PAYNE ADVANCED E&S

June 9-12, 2024 • Chicago, IL

\$1,750

For E&S professionals with multiple years of surplus lines industry experience
Attendees learn about wholesale distribution issues and best practices, industry regulatory issues, marketing, the claims process and the reinsurance impact upon the wholesale, specialty and surplus lines industry from professionals who bring years of expertise. Participants will gain comprehensive knowledge of a company's operations, armed with information that can be applied immediately to strengthen the individual's contribution to the business.

WSIA UNIVERSITY

August 13-16, 2024 • Scottsdale, AZ

\$400/a day

For E&S professionals at all career levels and job responsibilities to grow their industry expertise
For this two-day education program, attendees choose from a variety of technical training sessions and workshops to customize their learning experience. Some courses are case study-based, some are panel discussions, and others are presentations with class engagement to enhance technical skillsets.

UNDERWRITING BOOT CAMP

October 6-10, 2024 • Scottsdale, AZ

\$975

For insurance professionals new to or with limited surplus lines underwriting exposure or experience
Designed for underwriters, brokers and those with binding authority to establish an underwriting foundation to enhance participants' abilities to more quickly and effectively accomplish their work. With classroom facilitation, discussion and thorough case studies, participants will be more effective technicians at the end of the program.

WSIA TECHNICAL & CAREER DEVELOPMENT

<p>Surplus Lines Fundamentals</p> <p>For professionals seeking an introduction to the E&S industry</p> <p>ONLINE COURSE</p>	<p>Underwriting Boot Camp</p> <p>For underwriters with single-line experience or employees in a technical role seeking to move into an underwriting role in the future</p>	<p>Marcus Payne Advanced E&S</p> <p>For E&S professionals with 5-15 years of insurance experience to strengthen their surplus lines knowledge</p>	<p>Surplus Lines Management</p> <p>For professionals transitioning into leading teams while still responsible for their own book of business</p> <p><i>Offered with Emory University Goizueta School of Business</i></p>	<p>WSIA University</p> <p>Designed to improve technical underwriting competency and develop networking relationships with peers</p>
<p>..... EARLY-CAREER INTERMEDIATE EXPERIENCED ALL LEVELS</p>				
<p>Excess & Surplus Lines</p> <p>For professionals early in their careers to gain understanding of broker/carrier relationships and how surplus lines works in the marketplace</p>	<p>Collaborative Selling and Negotiations</p> <p>For any surplus lines professional who transacts business and has relationships with clients</p>	<p>Leader as Coach</p> <p>For anyone in a leadership role or transitioning to a leadership role</p>	<p>Executive Leadership Summit</p> <p>For senior-level professionals developing and implementing strategic planning, leadership and change</p> <p><i>Offered with University of Virginia Darden School of Business</i></p>	<p>Product Liability and Product Recall</p> <p>For E&S professionals who want to strengthen underwriting expertise in product liability and product recall</p>

Application WSIA Scholarship

1. Applicant Name and Title: _____

2. Brokerage/Firm Name: _____

(Must be WSIA & SLAW Member)

3. Description of Present Job Responsibilities (job description):

4. Insurance Employment History (brief description):

5. Preferred Educational Program (select one):

_____ Excess & Surplus Lines | June 9-12, 2024 | Chicago, IL

_____ Marcus Payne Advanced E&S | June 9-12, 2024 | Chicago, IL

_____ WSIA University | August 13-16, 2024 | Scottsdale, AZ

_____ Underwriting Bootcamp | October 6-10, 2024 | Scottsdale, AZ

6. Why do you want to attend the scholarship you've selected? Why do you think you should be selected?

7. Are you a licensed Surplus Line Broker?

_____ Yes _____ No

*If no, are you interested in obtaining your Surplus Line Broker License?

_____ Yes _____ No

Signature: _____ Date: _____

Return completed application to jackie@surpluslines.org