

# PROGRAM ADMINISTRATOR PANEL

- Market Access through Program Administrators



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# THE TMPAA STATE *of* Program Business Study 2017

TARGET  MARKETS

Program Administrators Association

Where Program Business Gets Done

Presented by:  **Advisen**  
Transforming Insurance™

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 **ALLIED  
WORLD**

Access Experience. Get Results.  
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your safe harbour™

**NetRate**  
systems 

# Program Business Defined

which  
broadcast signal is re-  
**def·i·ni·tion** n. 1.  
The teacher gave de-  
of the new words.  
of an image (pict-  
TV screen

Insurance products targeted to a particular niche market or class, generally representing a book of similar risks placed with one carrier. Administration is done through Program Specialists who have developed an expertise in that market or class.

Administrative responsibilities are negotiated between the Specialist and Carrier.

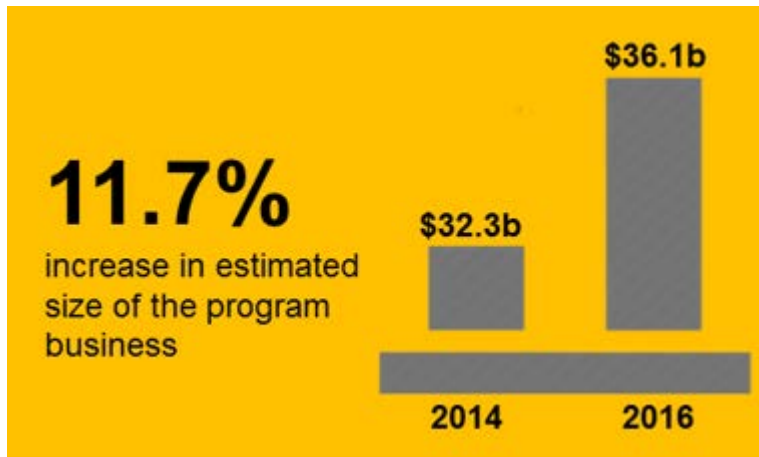
Program Specialists typically target their niches through differentiation either in product, risk management services, delivery mechanism or price. Specialists can distribute these programs through retail agents, wholesale brokers, or on a direct basis.

# Key Findings:

## We're Still growing!



2016 Program Revenue's exceeded \$36,000,000,000.  
(9 zero's = Billion)



# Key Findings:

We're outpacing the market!



The **program business** is growing **more quickly** than the **overall commercial insurance marketplace**.

While the size of program business rose **5.3%** in 2016,

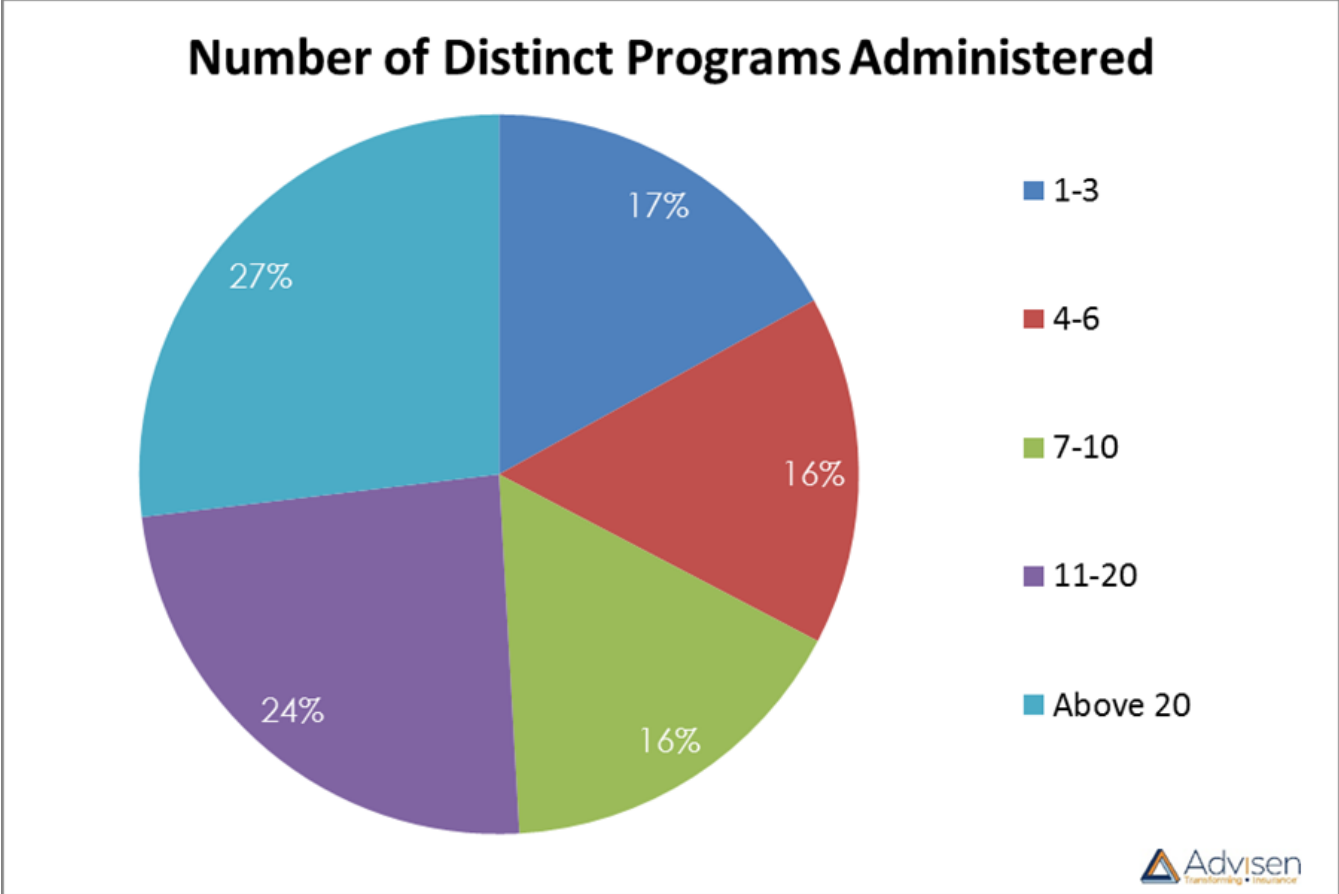


the growth in direct premiums written for commercial lines increased by only **1.3%** in 2016.



# Key Findings: # of Programs

51% of respondents administer more than 10 Programs, up from 38% on prior survey



Only 17% of PA's administer 1-3 Programs

# Key Findings:

Holding Steady on the # of PA's...



An estimated **1,000**  
program  
administrators  
in the U.S. in 2016



**Representing over 2,000 distinct programs.**