



A First for Program Managers

Program administrators can now have their operations judged against industry best practices. John Solari and his Professional Underwriters did and made history by earning the first Best Practice Program Administrator designation. Here's how and why he did it.

To view this featured video interview, please visit www.insurancejournal.com

**Target Markets Program Administrators Association
Wilmington, DE
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Best Practice Designation Awarded to Professional Underwriters

The Target Markets Program Administrators Association (TMPAA) awarded their first "Best Practice Designation" to Professional Underwriters, who have been members of the group since 2003.

"One core element of the TMPAA mission is to promote excellence for this most elite segment of insurance intermediaries who are Program Administrators/MGA's" stated Art Seifert, President of the Association. "Target Markets has developed a protocol and criteria to evaluate the program business operations of Association members who apply for the Designation. We feel that participation in a best practice evaluation will encourage applicants to review their current level of functioning, look for greater efficiencies in the way they currently do business, and ultimately be recognized by program business professionals as a best in class operation".

"Recognizing the expertise of program specialists and acknowledging the Administrators who run "Best in Class" program operations is an important function for this Association" adds David Jordan, Senior Vice President of AIG Programs. "The Best Practice Designation raises the bar for the program business segment of the industry. Target Markets has become a considerable force in this business segment, which is why we have been strong advocates for and a member of the group since its inception in 2001". AIG has been an active member of the Association for five years.

"Target Markets has been an important resource for our business, and the best practice review process has allowed us to both examine our operation internally, and demonstrate our proficiency in conducting business", says John Solari, President of Professional Underwriters. "I would strongly recommend the process to other program specialists in the Association".

The Target Markets Program Administrators Association is a U.S. based group devoted to meeting the unique needs of insurance program specialists. The Association is skills-based, providing assistance with technology, program specific education, access to insurance carrier decision makers, networking with peers/vendors, and product cross selling among members. The Target Markets 6th Annual Program Summit is scheduled for October 23-25, 2006 in Tempe, Arizona.

Program Specialists / MGA's interested in learning more about the TMPAA and the Best Practices Designation can visit the Association website at www.targetmkts.com or call 877-347-5700.

Target Markets Program Administrators Association
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