

Commercial Lines

Looking Further Ahead

Rick Dresher, Affiliated Insurance Management

Jamie Martyn, Kennedy Insurance

Bryan Mo, RSA

Rick Rass, The Dominion

Jeff Purdy, Applied Systems

Phil Henville, iter8

Pat Durepos, Keal Technology

Commercial Lines Panel

Questions for the Brokers:

- “ What do you see as the typical producer/client new business interaction of the future?
- “ What self-directed services do you believe your commercial clients will expect?
- “ How do see communication with your client evolving in the future?

Commercial Lines Panel

Questions for the Vendors:

- “ What do you see as the biggest opportunity for brokers to enhance the value they bring to their customers in the future?
- “ How can you facilitate the self-directed service that brokers believe their clients will expect?

Commercial Lines Panel

Questions for the Carriers:

- “ For which types of commercial insurance do you see an opportunity for brokers to have real time rating at the fingertips of brokers at the point of sale?
- “ If you could wave your magic wand to revolutionize “how” commercial insurance is done, what would your magic wand have done?

Questions for the Panelists?