



Breckenridge IS and TMPAA

We're a major supporter of Target Markets Program Administrators Association because we believe that Target Markets is the premier insurance association. It understands and serves its market – program administrators – in an exceptional way. We're affiliated with Target Markets to help it grow by contributing important programs and services that respond to member needs.

One of our initial initiatives is to help create a Target Markets Insurance alternative risk mechanism for program administrator's errors and omissions risks. We have other initiatives:

- Provide Target Markets will long-term financial stability so that it can grow its membership and continue to offer the kind of first class conferences like the Mid-Year Meeting and the Annual Summit.
- Develop a growing body of benchmark data and research that will help members understand the size and complexity of the Program Administrator market, kind of a "State of Program Business."
- Assist in the development of new ways to distribute important educational information and timely news about TMPAA through webinars and media vehicles. This also includes support of the growth of Target University.
- Invest in the expansion and improvement of Target Programs for both members and their retail agent and broker customers.

The Breckenridge Strategy

The Breckenridge business strategy is straight-forward: create the best-in-class wholesale broker that delivers risk placement and risk transfer solutions that serve specific market niches. We are an organization that's focused on problem-solving and customer service. Our clients are retail brokers who need to identify a wholesaler who listens to their problems, understands their client's business and can efficiently provide a custom product at a competitive price.

At the heart of the strategy sits a seamless platform that connects the different niche operations with an unparalleled understanding of all risk transfer options, including insurance products.

Our solutions, however, are not limited to traditional risk mechanisms. We are an underwriting management company that can leverage the expertise of its disparate assets to come up with innovative solutions. These solutions might focus, for example, on an alternative risk mechanism, or a loss control process, or an unusual facultative reinsurance solution.

Breckenridge is talent-driven. Our people are our assets. We will continue to acquire wholesale brokers who are the leaders in their industries and markets. We're also growing by adding talented industry professionals knowledgeable of markets and solutions. And as we grow, we will expand into new markets and new products. To do all this, our culture is focused on listening – listening to our customers and their clients and our fellow colleagues.

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