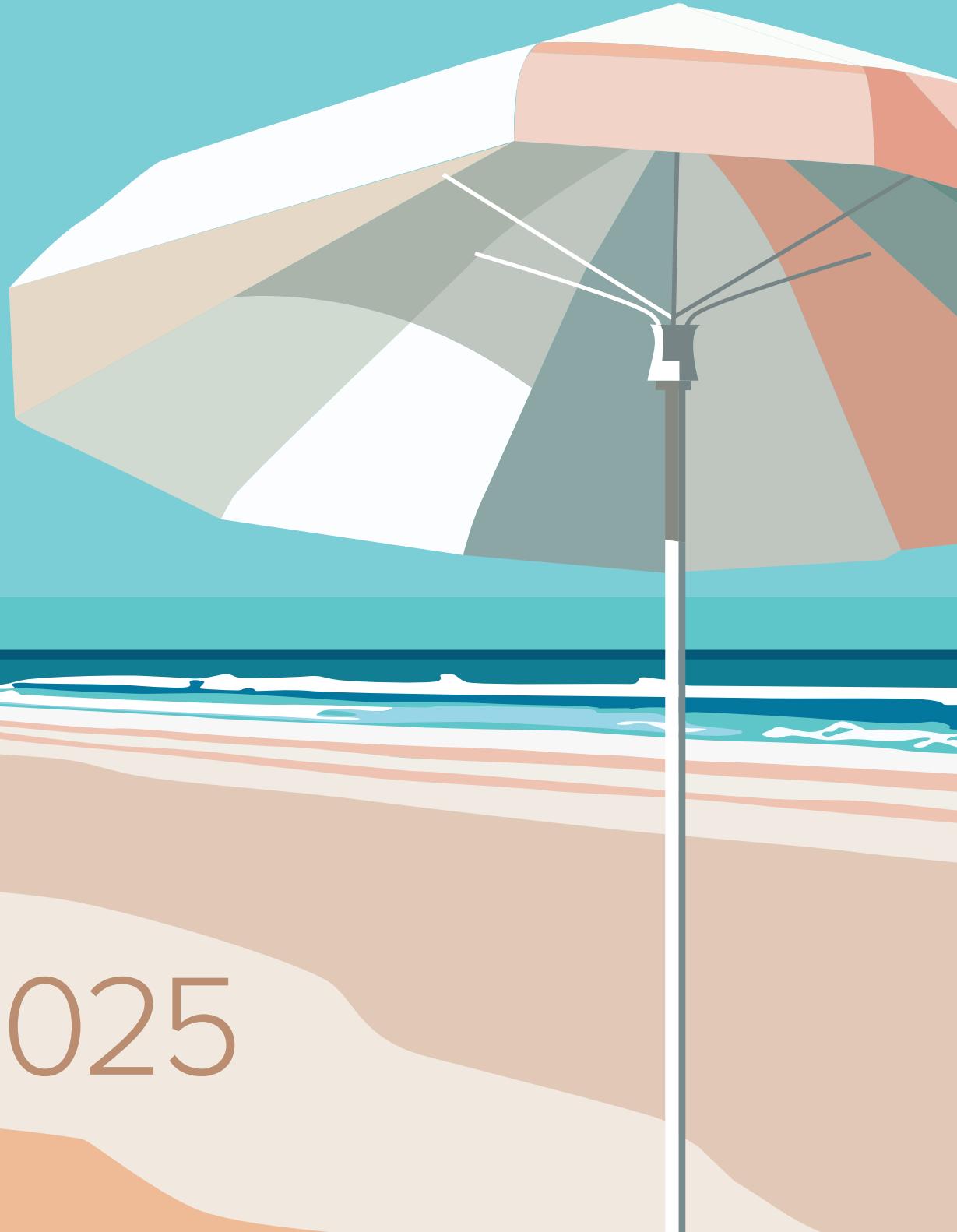


# ANNUAL CONVENTION

**AUGUST 6 - 8, 2025**  
THE BREAKERS® PALM BEACH  
PALM BEACH, FL

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ONLINE REGISTRATION AVAILABLE AT  
**WWW.MYFSLA.COM**



2025

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# CONVENTION SCHEDULE

WEDNESDAY | AUGUST 6

11:30 A.M. - 7:30 P.M.

**Registration**

11:30 A.M. - 1:30 P.M.

**Grab N' Go Lunch**

2:00 P.M. - 2:30 P.M.

**Welcome, Business Meeting &  
Board Installation**

2:30 P.M. - 4:00 P.M.

**Legislative Update**

Ashley Kalifeh, Esq.

Capital City Consulting, LLC

4:00 P.M. - 4:30 P.M.

**Business Session Beverage Break**

4:30 P.M. - 5:45 P.M.

**Leading the Market: Lloyd's  
Strategy for Growth and Adaptation**

Marc Lipman

President

Lloyd's America

6:00 P.M. - 7:30 P.M.

**Opening Reception**

7:30 P.M. - 9:30 P.M.

**Dinner on Your Own**

9:30 P.M. - 12:00 A.M.

**Hospitality Reception**



## THURSDAY | AUGUST 7



6:30 A.M. - 7:15 A.M.  
**Morning Walk**

7:30 A.M. - 8:30 A.M.  
**Breakfast Buffet**

8:30 A.M. - 9:00 A.M.  
**Business Session**  
Mark Shealy, ASLI, ARM, CPA  
Executive Director  
FLSO

9:00 A.M. - 10:00 A.M.  
**Bridging the Talent Gap: How RMI Programs are Shaping the Future of Insurance**  
Moderator: Al Geraci  
Risk Placement Services

Panelists:  
Randy Dumm, PhD  
Charles Nyce, PhD, CPCU, ARM  
David Wood, PhD

10:00 A.M. - 10:30 A.M.  
**Business Session Beverage Break**

10:30 A.M. - 11:30 A.M.  
**Casualty in Focus: Managing Risks, Costs and Market Capacity**  
Liz Kramer, CPCU, ARe  
President  
E&S, Munich Re Specialty

11:30 A.M. - 11:45 A.M.  
**Announcements**

**Thursday Afternoon Activities**  
pre-registration required, onsite registration on a space available bases only (additional fees apply)

12:00 P.M. - 5:30 P.M.\*  
**The FSLA Tom Enright Golf Classic**

12:00 P.M. - 4:30 P.M.\*  
**The FSLA Michael J. Franzese Fishing Tournament**

12:00 P.M. - 3:30 P.M.  
**Chef and Sommelier Private Lunch with Jon Wine of Jon Wine Tasting Room**

12:30 P.M. - 4:30 P.M.  
**FSLA Pickleball Lesson & Tournament**

7:00 P.M. - 8:00 P.M.  
**Reception**

8:00 P.M. - 10:00 P.M.  
**Banquet Dinner & Raffle**

10:00 P.M. - 12:00 A.M.  
**Hospitality Reception**

\*Thursday afternoon activities, time are subject to change.



## FRIDAY | AUGUST 8

No FSLA sponsored activities planned.  
Enjoy The Breakers Palm Beach and the Palm Beach area.

**Name Badges are required for all Meetings, Receptions and Events with the exception of Thursday activities.**



# SPEAKERS | WEDNESDAY



**Ashley Kalifeh, Esq.**

*Capital City Consulting, LLC*

## LEGISLATIVE UPDATE

Ashley Kalifeh began her career as a practicing attorney, and then worked at the Department of Financial Services as Deputy CFO, overseeing legislative, cabinet, and related issues. Subsequently, Ashley joined Capital City Consulting, where she and their team have successfully represented FSLA since September 2016.

## LEADING THE MARKET: LLOYD'S STRATEGY FOR GROWTH AND ADAPTATION

Marc Lipman is currently the President of Lloyd's Americas supporting the Lloyd's business in the United States, Canada, Mexico, Latin America and the Caribbean. Marc also serves as the Attorney-in-Fact for Lloyd's Underwriters in Canada.

In this role Marc is responsible for the Market Development teams in US, Canada and Latin America which promote the Lloyd's marketplace across the Americas region. Marc is responsible for the execution of the Lloyd's commercial strategy and exercises functional oversight across the Americas region delivering on Lloyd's commitments to global excellence.

Marc possesses a wealth of insurance industry experience and a deep understanding of the US and Canadian (re)insurance sector. Marc was named to the 2021 Insurance Business Global 100 list of outstanding industry professionals who are making a positive difference and helping drive change across the industry.

Marc is an expert in insurance legal and regulatory frameworks, with experience in the property and casualty, reinsurance, and mortgage insurance sectors. Marc is a director of the Property and Casualty Insurance Compensation Corporation and currently serves in an advisory role to the board of directors of the Canadian Association of Managing Agents.



**Marc Lipman**

*President  
Lloyd's Americas*

# SPEAKERS | THURSDAY

## BUSINESS SESSION



**Mark Shealy, ASLI, ARM, CPA**

Executive Director  
Florida Surplus Lines Service Office

Mark Shealy serves as the Executive Director of the Florida Surplus Lines Service Office (FSLSO). Mark began his career at FSLSO as one of its founding officers and its inaugural Chief Financial Officer. During FSLSO's establishment phase, he played a key role in formulating enduring policies and procedures for the institution.

A graduate of Florida State University with a BS in Accounting, Mark brings over 25 years of experience in the insurance industry. Beginning his career as a financial regulator with the Department of Insurance, he later held senior positions such as CFO and COO at RYZE Claim Solutions, and COO, CFO, and Treasurer at Avatar Partners and Florida Doctors Insurance Company.

Mark has been instrumental in launching nine regulated insurance entities and two ancillary service companies, as well as overseeing the acquisition of seven regulated insurance entities. Additionally, he holds certifications as a Certified Public Accountant, insurance agent, and claims adjuster.

# SPEAKERS | THURSDAY

## PANEL PRESENTATION

### BRIDGING THE TALENT GAP: HOW RMI PROGRAMS ARE SHAPING THE FUTURE OF INSURANCE



**Albert Geraci ARM, ASLI**

Area President | Risk Placement Services



**Randy Dumm, PhD**

Director | The Baldwin Group School of Risk Management  
Professor | University of South Florida



**Charles M. Nyce, PhD, CPCU, ARM**

Department Chair  
Dr. William T. Hold Professor of Risk Management  
& Insurance | Florida State University



**David Wood, PhD**

Martin Chair of Insurance  
Professor of Finance  
Middle Tennessee State University

# SPEAKERS | THURSDAY

## CASUALTY IN FOCUS: MANAGING RISKS, COSTS AND MARKET CAPACITY



**Liz Kramer, CPCU, ARe**

President  
E&S, Munich Re Specialty  
North America

Liz Kramer is the President of E&S for Munich Re Specialty North America (MRS-NA), Munich Re's primary specialty insurance operation. In this role, Kramer oversees excess and surplus lines products primarily focused on the wholesale space which include Primary and Excess Casualty, Property, Financial Lines, Healthcare, Surety and Mobility. Prior to her current role, Kramer was the Chief Underwriting Officer for MRS-NA, overseeing underwriting, pricing, product, Cat management and advanced analytics across all business units.

Kramer brings expertise in leading underwriting divisions with a focus on specialty insurance from her previous roles at global (re)insurance organizations. Prior to joining Munich Re Specialty, she served as SVP, Head Technical Underwriting – Alternative Markets, at Zurich N.A. and before that led Technical Underwriting for all Casualty lines across North America. From 1993 to 2017, Kramer held a variety of underwriting and management roles at Gen Re, most recently as North America Treaty Strategy Manager and P&C Line Of Business Product Manager.

Kramer is Board Director for WSIA's Diversity Foundation and is Board Director and Immediate Past President of Association of Professional Insurance Women (APIW), a not-for-profit association committed to the career advancement of women insurance professionals across the US.

Kramer received her MBA in International Business in 2000 from McGill University's 2-year MBA Japan program in Tokyo, Japan, and her BA in Economics in 1990 from State University of New York in Binghamton. She holds designations in Chartered Property Casualty Underwriter (CPCU) and Associate in Reinsurance (ARe). Liz was a recipient of the IBA Elite Women award in both 2020 and 2024 and the Business Insurance's Women to Watch award in 2023.



# HOTEL INFORMATION

## THE BREAKERS PALM BEACH

One South County Road  
Palm Beach, FL 33480  
(561) 655-6611

One of America's most iconic resorts, The Breakers is an Italian Renaissance-style hotel situated on 140 acres of oceanfront property on the island of Palm Beach, Florida. Founded in 1896 by magnate Henry M. Flagler, and still in the hands of his heirs today, this legendary destination continues to thrive independent of chain affiliation. Listed on the National Register of Historic Places and recognized as a AAA Five Diamond property, The Breakers has also earned numerous accolades for its social impact on the environment, community and team member well-being.

FSLA has secured a special reduced rate of \$345 per night for a Deluxe King room. There are a variety of room rates and categories available to meet your needs. View pictures and details at: <https://www.thebreakers.com/accommodations/>.

The FSLA room block at The Breakers is available to registrants of the FSLA Annual Convention. You must participate as an attendee or speaker to qualify for the room block. The hotel reservation link will be made available upon completing your convention registration.

Reservations must be made by Friday, July 11, 2025, to receive this special reduced rate. The association can only reserve a certain number of rooms at the discounted rate. Once the room block is sold out, even if that day is prior to the cutoff date, a higher prevailing room rate will apply. We encourage you to register for the convention and make your hotel reservations early as the FSLA hotel room block is anticipated to fill quickly.



### THE FOLLOWING POLICIES ARE APPLICABLE TO ROOM RESERVATIONS:

- One-night room deposit (excluding taxes) is required at time of reservation.
- 3-day cancellation policy. If a reservation is cancelled within 3 days of arrival, the full deposit will be forfeited (non-refundable).
- If a reservation is reduced in length of the stay within the cancellation period, a penalty fee applies.
- All reservations require a valid credit card and picture identification at time of check in.

# EVENTS

## FSLA Tom Enright Golf Classic

Thursday  
12:00 P.M. – 5:30 P.M.



Join us for the FSLA Tom Enright Classic Golf Tournament. The tournament will be held at The Breakers Golf Club's Ocean Course. Discover acre upon acre of lush green: Florida's oldest golf course, nurtured by The Breakers for more than a century. In late 2018, the course emerged from a full-scale renovation by renowned golf course architect Rees Jones. According to Jones, "every hole has a different little twist and different set of details." Beckoning talent from near and far, players will be charmed with manicured landscapes and an occasional glimpse of the Atlantic. Inspiring players of all levels, the course offers an extraordinary golf experience that honors its heritage and seaside location with contemporary playability. Inheriting the original layout designed by Alexander H. Findlay in 1897, Jones' makeover of the Ocean Course took inspiration from The Breakers' philosophy of balancing preservation and modernization.

Boxed lunch is included.

Capacity - 60

## FSLA Michael J. Franzese Fishing Tournament

Thursday  
12:00 P.M. – 4:30 P.M.

Join us for the FSLA Michael J. Franzese Fishing Tournament embarking from the Sailfish Marina Resort in Palm Beach Shores. Home to a world-famous fleet of luxury sport fishing yachts, just minutes from gulf stream, where the crystal blue waters are swarming with prized game fish just waiting to be caught!

Boxed lunch is included.

Capacity - 42





## Chef and Sommelier Private Lunch with Jon Wine of Jon Wine Tasting Room

Thursday  
12:00 P.M. – 3:30 P.M.

Join Sommelier, Jon Wine and his Chef for a private lunch in his newly designed private tasting room. Jon Wine Tasting Room is a unique concept modeled after a small underground winery tasting room in wine country. You will be welcomed with a glass of champagne and the Chef will prepare a special four-course meal for FSLA guests taking into consideration seasonal ingredients as you sip four delicious wines carefully paired with every course by Sommelier, Jon Wine. Each course and wine will be explained as they are served.

Capacity - 40



## FSLA Pickleball Lesson & Tournament

Thursday  
12:30 P.M. – 4:30 P.M.

Join us for our first FSLA Pickleball Tournament, the Breakers way! With a short 30-minute instruction for those who are not familiar with the sport, we will then break into doubles by skill level for a round robin tournament.

Boxed lunch is included.

Capacity - 24



# 2025 FSLA ANNUAL CONVENTION REGISTRATION FORM

Please print or type. Please photocopy form for additional registrants.

Company Name: \_\_\_\_\_

Member Name: \_\_\_\_\_ Designation(s): \_\_\_\_\_

Company Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ E-Mail: \_\_\_\_\_

### FSLA MEMBER FULL REGISTRATION

Includes: Wednesday Night Opening Reception, Wednesday Hospitality Reception, Thursday Night Banquet/Raffle and Hospitality Reception

	On or Before 7/11/25	After 7/11/25	Onsite
<input type="radio"/> Member	\$800	\$850	\$900
<input type="radio"/> FSLA Member Spouse/Guest	\$350	\$400	\$400

### NON-MEMBER FULL REGISTRATION

Includes: Wednesday Night Opening Reception, Wednesday Hospitality Reception, Thursday Night Banquet/Raffle and Hospitality Reception

<input type="radio"/> Non-Member	\$1,100	\$1,200	\$1,250
<input type="radio"/> Non-Member Spouse/Guest	\$500	\$550	\$550

### ADDITIONAL EVENT OPTIONS

Registration for the additional event options listed below are available to Full Registration and Spouse/Guest Registrants only.

<input type="radio"/> The Tom Enright Golf Classic*	\$295
<input type="radio"/> The Michael J. Franzese Fishing Tournament*	\$295
<input type="radio"/> Chef & Sommelier Private Lunch*	\$275
<input type="radio"/> Pickleball Lesson and Tournament*	\$225

\*Capacities limited to 60 participants (golf), 42 participants (fishing) and 40 participants (private lunch) and 24 participants (pickleball).

### HOW TO REGISTER:

**ONLINE:** [www.myfsla.com](http://www.myfsla.com)

### MAIL OR FAX PAYMENTS TO:

Florida Surplus Lines Association  
325 John Knox Rd #L103  
Tallahassee, FL 32303  
FAX: (850) 222-3019

**AMOUNT DUE \$** \_\_\_\_\_

### REQUESTS FOR GOLF FOURSOMES, FISHING GROUPS (6 per boat) OR PICKLEBALL PARTNER

\_\_\_\_\_  
\_\_\_\_\_

### SINGLE EVENT OPTIONS

One attendee from your office MUST be registered as a Full Registration or attendee must be a FSLA Convention Sponsor.

<input type="radio"/> Wednesday Night Opening Reception	\$50
<input type="radio"/> Thursday Night Reception & Banquet Dinner	\$250

**NAME:** \_\_\_\_\_

### SURPAC CONTRIBUTION

- \$500     \$250     \$100     \$50  
 Other \$ \_\_\_\_\_

**TOTAL AMOUNT DUE \$** \_\_\_\_\_

### PAYMENT INFORMATION:

Registration form must be postmarked by July 11, 2025 to receive early registration pricing. Deadline to be listed in onsite program is July 11, 2025. For more information, contact the Florida Surplus Lines Association office by phone at (850) 224-0711.

### CHECK: (made payable to FSLA)

Check # \_\_\_\_\_

Amount \$ \_\_\_\_\_

### CREDIT CARD:

Master Card     Visa     Amex

Charge Amount \$ \_\_\_\_\_

Card # \_\_\_\_\_

Exp. Date: \_\_\_\_\_ Security Code: \_\_\_\_\_

Signature of Card Holder

Print Name

Billing Address (if different from above):

**Refund Policy: Written notification is required for all refunds. Refund requests received by July 11, 2025 will receive a full refund less a \$25 administrative fee. No refunds are given for Registrations or Thursday activities after July 11, 2025.**

**ADA: If you have special needs that require accommodations, please notify FSLA in writing no later than July 11, 2025.**

The dress code for the 2025 FSLA Annual Convention receptions, hospitality and banquet dinner is business casual, no shorts. All other events are casual, shorts acceptable.