

Speaking Engagements | February 10, 2026

# Direct Procurement

## SPEAKERS

[John N. Emmanuel](#) | [Zachary N. Lerner](#)

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In the fifth episode of our [Surplus Lines 360](#) series, John Emmanuel and Zachary Lerner explore the complexities of direct procurement in surplus lines insurance, including key compliance considerations, home-state taxation, the attorney-in-fact model, and coverage restrictions that vary by jurisdiction.

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