

Speaking Engagements | May 22, 2025 | 1:30 PM - 2:30 PM ET

Program Manager: Top 10 Strategies for Negotiating Binding Authority Agreements and Licensing Misconceptions

ON24

SPEAKERS

[Zachary N. Lerner](#) | [Benjamin P. Sykes](#)

Thursday, May 22 • 1:30 – 2:30 p.m. ET

This webinar will tackle two major but distinct topics of critical importance to program managers:

- **Negotiating agreements:** When negotiating binding authority agreements, program managers may be keen to sign on the dotted line and hit the ground running, but this can leave both program managers and insurers alike without adequate protection. This could result in parties having their distribution or capacity immediately cut off or, even worse, losing their customer base and ownership in their materials, among many other considerations that will be covered.
- **Licensing requirements:** With respect to licensing, one of the largest misconceptions in the programs space is that licensing standards are more relaxed when compared to retail distribution networks. In reality, licensing expectations become even more nuanced at the program manager Level, where MGA, adjuster, TPA and even reinsurance intermediary licensing standards are more likely to come into play.

For more information, contact elizabeth.adorno@troutman.com.

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