

Speaking Engagements | May 22, 2025 | 11:30 AM - 12:30 PM ET

Surplus Lines/Independent Procurement “101” and Common Regulatory Pitfalls

ON24

SPEAKERS

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

Thursday, May 22 • 11:30 a.m. – 12:30 p.m. ET

This webinar will venture into the thorny regulatory pitfalls that plague many surplus lines brokers and surplus lines insurers alike. Topics include:

- What really satisfies the diligent effort requirement?
- Can all lines be written on a surplus lines basis?
- What laws traditionally applicable to the admitted market apply to the surplus lines space?
- What can a surplus lines carrier actually do without being licensed?
- Can producers act as “agents” for a surplus lines insurer?

Please email elizabeth.adorno@troutman.com for more information.

RELATED INDUSTRIES + PRACTICES

- [Insurance + Reinsurance](#)
- [Insurance Transactional + Regulatory](#)