

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

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

ON24

## SPEAKERS

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

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**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](mailto:elizabeth.adorno@troutman.com) for more information.

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