

**Pennsylvania Surplus Lines Association
2021 Virtual Annual Meeting
May 6, 2021**



Keep Moving Forward, Insurance is Changing



Dear PSLA Colleague:

The Pennsylvania Surplus Lines Association cordially invites you to attend the 2021 Virtual Annual Meeting on May 6, 2021 being held remotely at no charge.

There will be a two-hour Continuing Education presentation by Saul Ewing Arnstein & Lehr LLP. The presentation will cover “Insurance Regulation Through the Lens of Evolving Technologies and Coverage Issues including COVID-19.”

The Annual Meeting is a vitally important opportunity for you, your company and your colleagues to gain information relating to industry changes, emerging risks and regulatory developments. I hope you and members of your organization will join us and your surplus lines colleagues for this informative meeting as we bring together the various elements comprising the surplus lines marketplace in Pennsylvania. I look forward to welcoming you to our virtual meeting on May 6, 2021.

Dennis Lewandowski
President, Pennsylvania Surplus Lines Association



Pennsylvania Surplus Lines Association 2021 Virtual Annual Meeting

Schedule of Events

Thursday, May 6, 2021

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| 9:30 a.m. – 9:35 a.m. | Welcome and Opening Remarks
Dennis Lewandowski, PSLA President |
| 9:35 a.m. – 9:45 a.m. | Business Meeting
Stamping Office Report
Marie Rudert, PSLA Executive Director

Financial Report
Nick Durso, BDO

Results from the Ballots
Kara P. Pike, Esq., Saul Ewing Arnstein & Lehr LLP |
| 9:45 a.m. – 11:45 a.m. | Future Focused: Insurance Regulation Through
the Lens of Evolving Technologies and
Uncharted Territory: Coverage Issues and
COVID-19 CE Course Presented by
Saul Ewing Arnstein & Lehr LLP |



Continuing Education

Saul Ewing Arnstein & Lehr LLP will present a two-hour Continuing Education course for two CE credits approved in Pennsylvania on the following topics:

Future Focused: Insurance Regulation Through the Lens of Evolving Technologies

New Platforms for Solicitation and Potential Regulatory Issues (i.e. video sales technology platforms)

- Licensing issues when solicitation on these new platforms crosses state lines

Rebating and Value-Added Services Updates to the NAIC Unfair Trade Practices Act

- Technology driving these changes (i.e. telematics)

Specific Issues in the Surplus Lines Market

- Ability of Insurtech companies and other market participants to properly comply with diligent search requirements when products are sold on-demand through a mobile app
- How a surplus lines broker could legitimately search the admitted market for coverage in cases in which an insurer offers immediate coverage as soon as consumers complete applications on their smartphones

Uncharted Territory: Coverage Issues and COVID-19

- Overview of New Coverage Issues – Liability or Loss due to COVID-19
- Legislative and Litigation Updates (including Pennsylvania)
- Regulator Guidance

**A Special Thank You for the
Pennsylvania Surplus Lines Association
2021 Annual Meeting Sponsor**



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