

2017

Leadership Insurance Program

Announcing the fourth year of the Midlands' only leadership development initiative specific to the Insurance Technology and Services industry: *Leadership Insurance*.

Leadership Insurance is an 8-part course running March through October 2017. It's presented by iTs|SC, Columbia's insurance technology & services cluster, an industry cluster supported by the South Carolina Council on Competitiveness.

The Midlands has a wealth of opportunities within the insurance technology and services industry, with over 100 years of history, innovation and growth in the area. Leadership Insurance seeks to further the industry's opportunities in the Midlands by providing a place for its rising stars to connect, collaborate, learn and grow.

Contact Leadership Insurance:
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Columbia's Insurance
Technology and Services Cluster

AN INDUSTRY CLUSTER
SUPPORTED BY



SOUTH CAROLINA COUNCIL ON
COMPETITIVENESS

2017 Leadership Insurance Program

The Insurance Industry in the Midlands

Total Economic Impact
\$6.7 Billion

Total Number Employed in Region
14,900 (Est.)

Average Salary
\$62,000

Total Annual Sales
\$4.9 Billion

Direct Economic Impact
\$4.2 Billion

% Gross State Product
2.5%

**Estimates and data validated by Dr. Joseph Von Nessen, Research Economist at USC's Moore School of Business, in 2011.*

Why participate?

Benefits for a company:

- » Deepens internal talent pool by engaging high-potential employees in a program that will expose them to a broad variety of insurance-related topics
- » Provides technology professionals with insurance knowledge while giving insurance professionals a technological understanding of the industry
- » Promotes benchmarking across organizations in the region

This program opened my eyes to the width and breadth of the Insurance Technology industry in the Midlands. I was previously unaware of the many companies dedicated to the delivery of insurance products and services here in Columbia. Leadership Insurance allowed me to not only grow my industry knowledge, but it also provided me invaluable leadership tools that I will continue to use for the rest of my career.

*Beth Ruffin
Colonial Life - Manager, Service Desk, Enrollment Solutions
Leadership Insurance Class of 2015*



Benefits for a participant:

- » Gain greater knowledge across the insurance technology and services industry
- » Build relationships with other individuals in the local insurance industry, increasing the size of your personal and professional network
- » Become an advocate of the Midlands as a great place for insurance companies to do business and for talented people to work
- » On-site, behind-the-scenes looks at other companies and offices
- » Participation in a group project provides an opportunity to give back to the local community

Who is the ideal participant?

- » An individual who works in any aspect of insurance technology or services, from underwriting and sales to IT and HR
- » An individual with 5-15 years of experience in the industry
- » Someone who has been identified by their manager or supervisor as a leader
- » Those seeking additional knowledge in areas of the industry outside their primary job function
- » Those looking for leadership training including conflict resolution, ethics, public speaking and more

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Class Dates and Topics

Date	Details
February 10	Early Bird Application Deadline (10% discount on tuition)
March 1	Application Deadline
March 15	Introduction/Overview: The Big Picture
April 19	The Role of Mission/Vision/Values in Driving and Supporting Business Strategy
May 17	Getting the Business, Keeping the Business: Sales and Marketing
June 21	Evaluating the Risk: Underwriting Basics
July 19	The Nuts and Bolts of the Business: Claims/Operations/Customer Service
August 16	Staying Current: technical needs, terminology and upkeep for the insurance industry
September 20	Insurance 2020: The Regulatory Environment and Other Considerations
October 18	Course Review, Group Project Presentations & Graduation

All classes are held 9:00am - 4:00pm. Classes will be held at a different location each month, providing the opportunity for participants to see and experience different organizations around the Midlands.

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What does the course include?

- » Classes on a variety of topics designed to expand participants' knowledge of the industry
- » Leadership assessment and training related to insurance technology and services
- » Networking and social events with other participants and subject matter experts
- » Course materials and handouts
- » Meals at all Leadership Insurance classes and events
- » Recognition as a Leadership Insurance graduate upon course completion
- » Involvement in iTs|SC working committees and activities as desired upon graduation

Tuition

10% Tuition Discount
for applications submitted by Feb. 10

Participants from iTs|SC Member Companies

\$1,900

Two or more participants from same company: \$1,400 each

Participants from Non-Member Companies

\$2,300

Two or more participants from same company: \$1,900 each

Participants from Higher Education Partners

\$1,000

Rate for faculty and staff at institutions and other educational entities