

# 2023 Virtual National Producer Workshop Agenda



Wednesday, April 26, 2023, 10:30 AM – Noon PST

<b>TIME</b>	<b>TOPIC</b>	<b>SPEAKER</b>
10:30 AM–10:35 AM	Welcome and Introductions	<b>Jeff Shawcross</b> Director, Business Development Region II The Doctors Company
10:35 AM–11:00 AM	<b>TDC Group Overview</b>  <b>History and Structure</b> <b>The Doctors Company Products</b> <b>and Appetite</b>  <b>TDC Specialty Underwriters</b> <b>Products and Appetite</b>  <b>Medical Advantage Services</b> <b>and Solutions</b> <b>Access and Submission Options</b>	<b>Bruce Anderson</b> Vice President, National Business Development The Doctors Company  <b>George Bennett</b> Senior Vice President TDC Specialty Underwriters  <b>Taylon Wait</b> Channel Account Manager Medical Advantage
11:00 AM–11:40 AM	<b>Medical Professional Liability (MPL) Underwriting</b>  – The Doctors Company Appetite – Submission Criteria and Process – Quotations and Binding – Account Management	<b>Stefania Blanchett, AU</b> Senior Underwriter The Doctors Company  <b>Joshua Taylor, RPLU, CPCU</b> Underwriter The Doctors Company
11:40 AM–11:50 AM	<b>Agency/Broker Management and Support</b>  – Agent/Broker Area – Quick Estimate Tool Review	<b>Darren Aliga</b> Manager, Agency Management The Doctors Company
11:50 AM–Noon	Questions	

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Thursday, April 27, 2023, 10:30 AM—Noon PST

<b>TIME</b>	<b>TOPIC</b>	<b>SPEAKER</b>
10:30 AM—10:35 AM	Welcome	<b>Kendra Heredia</b> Assistant Vice President, National Business Development The Doctors Company
10:35 AM—10:45 AM	Advanced Practice Clinicians Program	<b>Christian Groux, RPLU</b> Vice President, Business Development Region III The Doctors Company
10:45 AM—11:00 AM	Actuarial Resources and Methodologies	<b>Mahsa Moallempour, ACAS, MAAA</b> Director, Actuary The Doctors Company
11:00 AM—11:10 AM	Claims	<b>PJ Malnar, Esq.</b> Assistant Vice President, Claims The Doctors Company
11:10 AM—11:20 AM	Patient Safety and Risk Management	<b>Kim Hathaway, RN, MSN, CPHRM, CPHQ</b> Healthcare Quality and Risk Consultant The Doctors Company
11:20 AM—11:30 AM	Marketing	<b>Judi Freitas</b> Director, Marketing The Doctors Company
11:30 AM—11:40 AM	Government Relations	<b>Elizabeth Healy</b> Vice President, Government and Community Relations The Doctors Company
11:40 AM—11:50 AM	Differentiators — Submissions — TDC Group vs. Other Carriers	<b>Zach Manoogian, RPLU</b> Director, Business Development Region II The Doctors Company
11:50 AM—Noon	Questions	