

Insurance

BUSINESS AMERICA

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MAKING INSURANCE GLAMOROUS AND INTERESTING

Insuring the unique and unusual garners
Susan Preston her 4th Elite Woman award in 2019

UPS AND DOWNS IN OIL AND GAS

How ongoing volatility
is affecting the sector's
insurance market

SHOULD YOU SELL OR JOIN A NETWORK?

How to decide which
option is right for the future
of your agency

CYBERSECURITY PLANNING

Are your clients
missing a crucial
piece of the puzzle?



SUSAN PRESTON

President

Professional Program Insurance Brokerage

Susan Preston has built a positive reputation in the insurance industry by providing quality services to the permanent cosmetic, tattoo and beauty industries since 1993. Under

her guidance, Professional Program Insurance Brokerage has been at the forefront of setting up insurance programs for budding companies across the country. Named to *IBA's* Hall of Fame in 2017, Preston is also a renowned speaker and writer who has worked with governing bodies in setting regulations for her fields of expertise.

Outside of insurance, Preston sits on three nonprofit boards and is set to chair the board of the Luther Burbank Center in Northern California starting in July 2019.



TERESA CAZARES

Senior vice president

Beecher Carlson

As senior vice president at Beecher Carlson, Teresa Cazares is responsible for account team oversight and the company's overall service to clients. With more than 18 years of experience in the insurance industry, Cazares has formulated insurance programs on directors &

officers liability, cyber, employment practices liability, fiduciary liability, professional liability, crime, and kidnap and ransom. She also had the opportunity to expand her experience and network when she worked at Beecher Carlson's Bermuda office.

Outside of Beecher Carlson, Cazares has led panels for New York RIMS; the Professional Liability Underwriting Society; and the Corporate Liability, Travel Risk and Duty of Care Conference. She has also been invited by several insurers to speak to new employees and interns to promote careers in the insurance industry.

INNOVATION IMPACT SERVICE



Lockton Affinity applauds

NIKKI PEALER

SVP, Program Executive
Program Management

AND

SHANNON WILSON

SVP, Program Executive
Program Management

for earning their place in the 2019 Elite Women in Insurance. We know our company and our industry are stronger and more successful because of women like you.

THANK YOU.

HEAD TO HEAD



Is the cannabis insurance market working in the US?

How has the insurance industry adapted to the opening up of a whole new market?



Susan Elter

Vice president, underwriting
Professional Program Insurance Brokerage

"The insurance industry, unsurprisingly, has been slow to embrace the cannabis industry. Typically, any reservations to jump in come down to one of three things: federal versus state law, banking or moral issues.

Those in the market often don't have enough capacity to keep up with demand from what are multimillion-dollar businesses with formal boards of directors, multiple corporations that work in various states, and innovative business owners working on solving problems with creativity. Our carrier partners are working to increase capacity and flexibility but need help from other carriers to meet the needs of the industry."



Norman Ives

Broker/cannabis property & casualty specialist
Worldwide Facilities

"The US insurance market continues to perform unevenly regarding coverage options and policy offerings for businesses working in and around regulated cannabis. The casualty market has seen an increase in overall capacity and the number of carriers participating over the last year. However, property, management liability and commercial auto exposures continue to be difficult placements.

With the passage of the 2018 Farm Bill earlier this year, which removed hemp with less than 0.3% THC from the Controlled Substances Act, we expect to see carrier participation and coverage quality continue to improve over the coming months."



Danny Bozzuto

Co-founder and president of operations
Cannabis Connect Insurance Services

"I believe it is. The market is still evolving, but we have a long way to go before we have an insurance product for every avenue of this industry. With each new carrier entering the market, we're seeing better coverage terms and great leniency with industry practices.

For example, insurance for on-site consumption used to be on the wish list, but now we are seeing carriers writing policies for these events. Cannabis businesses are in a better place today with their insurance than they were three years ago, but we're still a ways off from having a complete product."

RELUCTANCE REMAINS

While more than two dozen carriers across the US and Canada provide coverage to various components of the cannabis industry, others are holding back. Their hesitancy is due in part to the fact that cannabis is still classified as a controlled substance at the federal level in the US, despite being medically and recreationally legal in several states. "Those directly and tangentially involved in the industry need insurance that addresses the specific needs of growers, retailers, distributors, property owners and lab researchers," wrote A.M. Best in a recent report on the sector. "However, despite growing demand from both producers and retailers alike, many carriers are reluctant to embrace the industry, owing to its classification as a Schedule I drug in the eyes of the US federal government."