



Media Opportunity

About Arleen and Ted Taveras

Owners of:

Insurance Licensing Services of America, Inc.

www.ilsainc.com

and

(ILSA, LLC) Spot on Insurance Podcast

www.spotoninsurance.com

The first is the largest insurance licensing and compliance service for US insurance agencies - we started this business in 1997. 90% of our clients are in the commercial P&C and surplus lines sector. In central Texas we have a team of over 65 employees handling complex compliance matters for over 20,000 insurance professionals and their agencies.

The second is where we produce our Spot on Insurance podcast. Spot on Insurance goes live 2x per week, and has over 112 episodes to date. We interview industry leaders from all over the world and in all sectors of insurance to share their knowledge and discuss innovative solutions they are creating in the industry. Our audience is comprised of insurance brokers, chief compliance officers, regulatory attorneys, compliance administrators, insurance recruiting firms, regulators, insurance company executives, and insurtechs.

We love sharing resources - like events and conferences - with our podcast listeners, especially ones we'll be attending!

Our social media platforms include Instagram, Facebook, YouTube, the major podcasts channels and our LinkedIn networks exceed 35,000. Annually we provide compliance services to over 25,000 insurance producers and agencies.

As the hosts of Spot on Insurance, we have been invited to many industry events including:

Business Insurance (BI) as on site event award presenters at the BI US insurance awards gala in NYC: 500+ attendees

Renaissance Alliance Insurance Services RAIS as on site event speaker at annual conference: 800+ attendees

PHP Agency as on site event promoters and podcast promoters: 1000+ attendees

Securities & Insurance Licensing Association (SILA) as panel participant and podcast promoters: 700+ attendees

NY Reinsurance and Surplus Lines Forum as on site event promoters and podcast promoters: 300+ attendees

The Association of Insurance Compliance Professionals (AICP) as podcast promoters-700+ attendees

IIBANY as podcast promoters

Godwin College as Virtual Speakers

Organizations that have promoted industry events on SOI include:

The Surplus Lines Stamping Office of Texas (www.sltx.org)

The Surplus Lines Association of Arizona (www.sla-az.org)

The Independent Insurance Agents & Brokers of America (Big "I") (<https://www.independentagent.com>)

The Excess Lines Association of New York (www.elany.org)

The Securities & Insurance Licensing Association (www.sila.org)

The Association of Insurance Compliance Professionals (www.aicp.net)

Examples of Promotions of Upcoming Events:

- Conducting live interviews with attendees and/or speakers and sharing the audio with your team for uploading onto your social media platforms
- Photographing and/or video taping attendees and/or speakers as they are being interviewed by Spot on Insurance and sharing the files with your team for uploading onto your social media platforms
- A podcast episode interviewing 1 or 2 board members of the organization where we would discuss the upcoming event and detailing the benefits of attending, the locale, the sessions and planned activities.
- Speaking on panels on various topics including: Insurance Agency Compliance, Starting and Maintaining a Multi-million dollar business for over 2 decades, Leadership and Professional Development.
- Panel Moderators
- Ad in our monthly ILSA newsletter (list of 10,000+)
- Coming Soon - Membership website with link to organization

Checkout our Conferences Promo Reel:

<https://www.dropbox.com/s/5l286dg8ckbby1/ARLEEN%20%26%20TED%20-%20PRO-MO%20REEL%202019.mov?dl=0>

Here are links to a few Spot on Insurance podcast episodes:

Patrick Bet-David

<https://spotoninsurance.com/podcast/insurance-pro-next-market-crash/>

Andy Storch

<https://spotoninsurance.com/podcast/most-out-of-people-career-life/>

Caribou Honig:

<https://spotoninsurance.com/podcast/godfather-insuretech/>

ILSA Management Team 100th Episode

<https://spotoninsurance.com/podcast/discussion-licensing-surplus-lines-compliance-ilsa/>

<https://spotoninsurance.com/podcast/surplus-lines-reinsurance-forum/>

Here are links to a few Compliance Do's and Don'ts episodes:

Rich Fidei

<https://spotoninsurance.com/podcast/cdd-how-to-deal-regulators-tough-situation/>

Joyce King

<https://spotoninsurance.com/podcast/cdd-name-changes-individual-corporate/>

Here are a few guest promo videos:

Episode 73 ELANY:

<https://www.dropbox.com/s/4riosthjjs443dg/Newspaper%20Promo%20Ep%2073%20-%20Howard%2C%20David%20and%20Ted.mov?dl=0>

Episode 75 Ope Osiyemi:

<https://www.dropbox.com/s/13k3qgk26969029/Ope%20Osiyemi%20Promo.mov?dl=0>

Episode 66 Stephen Goldstein:

<https://www.dropbox.com/s/f4ew4x1jv7su6uu/Stephen%20Goldstein%20Promo.mov?dl=0>

Episode 110 Caribou Honig:

<https://www.dropbox.com/s/0h3ugqplb62hkwi/Caribou%20Promo.mp4?dl=0>

Episode 112 Meg McKeen:

<https://www.dropbox.com/s/d1r6k1md9gjwy5i/Meg%20McKeen%20Promo.mp4?dl=0>

Promotional Media Opportunities Offerings

Onsite Live Promotions/Podcast Episode:

- Interview 1-2 organization representatives on an episode
- 4 Passes to the event and all activities for: Arleen and Ted Taveras, 1 videographer and 1 photographer
- Hotel Accommodations: 3 rooms
- A booth in the expo area to record and photograph event attendees.

Speaking:

- Speaking on various topics including: Insurance Agency Compliance, Starting and Maintaining a Multi-million dollar business for over 2 decades, Leadership and Professional Development
- 4 Passes to the event and all activities for: Arleen and Ted Taveras, and 1 videographer and 1 photographer
- Hotel Accommodations: 3 rooms
- A booth in the expo area to record and photograph event attendees.
- Fee for speaking engagements are handled on a conference by conference basis.
- Travel reimbursement

Moderator:

- 4 Passes to the event and all activities for: Arleen and Ted Taveras, and 1 videographer and 1 photographer
- Hotel Accommodations: 3 rooms
- A booth in the expo area to record and photograph event attendees.
- No fee
- Travel reimbursement

Virtual Speaking:

- \$500