

# Lloyd's Broker Academy

## A week in London that could change your life

The Lloyd's Broker Academy is designed to enrich the training that US and Canadian broking firms provide to their high potential employees and take it to the next level. For a week in October, participants will see Lloyd's through the eyes of the market's underwriters and brokers, to gain an unrivaled understanding of how business is transacted in the world's specialist insurance and reinsurance market.

The Academy has been developed with input and guidance from brokers and carriers with a strong focus on deepening understanding of underwriting and on the classes of insurance in which the Lloyd's market specializes. The week is a rigorous educational experience as well as a unique opportunity to develop relationships and learn how more than \$53billion in gross premium was transacted at Lloyd's (2022), covering some of the most complex and challenging risks in the world.

## Eligibility criteria

The Academy's curriculum has been designed for highly motivated individuals with approximately three to eight years of insurance experience. It focuses primarily on deepening participants' understanding of their existing areas of specialisation. We will focus on five core curriculum subjects:

- Energy
- Management liability
- Marine and inland transportation
- Professional liability
- Property



Andrew Beazley, for whom the Lloyd's Broker Academy team challenge is named, had a lifelong commitment to education and training within both the underwriting and broking communities. He was an enthusiastic ambassador for the Lloyd's market, particularly in the United States, throughout his career.

[lloyds.com/gdc](https://lloyds.com/gdc)

## Learning by doing

Our focus is on interactive, immersive and hands-on sessions with market leaders and professionals who are insuring risk at Lloyd's every day.

Attendees will learn about Lloyd's position in the global market for each of the core lines of business, how risks are priced, and how to develop credible and complete submissions – particularly for complex international risks and global programs. They will spend time 'at the box' with a Lloyd's underwriter or shadowing a Lloyd's broker to understand exactly how business is transacted.

A visit to the Lloyd's Lab will demonstrate how Insurtechs are collaborating with the market to design technology-driven solutions to meet the unique and rapidly changing needs of customers.

## Nominations

Brokers and coverholders are nominated to attend by a senior member of their company or organisation who will support their application. The Working Group will contact senior representatives with details on how to nominate in January. To express interest or to be added to the distribution list for this please contact: [GDC@lloyds.com](mailto:GDC@lloyds.com).

## Agenda for the week

Monday	<b>Introduction to Lloyd's</b>
Tuesday Wednesday Thursday	<b>Core curriculum</b> Market trends, pricing, perfect submission, innovation, life cycle of a claim
Friday	<b>Electives</b> Team challenge

**Lloyd's is the world's specialist insurance and reinsurance market.**

**With expertise earned over centuries, Lloyd's is the foundation of the insurance industry and the future of it. Led by expert underwriters and brokers in more than 200 territories, the Lloyd's market develops the essential, complex and critical insurance needed to share risk to create a braver world.**

## Working group

The Academy enjoys strong support from across the Lloyd's market. During your week in London, attendees will meet dozens of underwriters, brokers and Lloyd's Corporation staff who are responsible for the smooth functioning of the market. The Academy curriculum is carefully designed to meet the needs of US and Canadian brokers by a working group comprised of senior representatives of the underwriting and broking communities at Lloyd's as well as the Corporation. The working group members are as follows:

### Market members:

**John Eltham**

Head of Commercial Strategy & Distribution, Miller  
LinkedIn | E: [john.eltham@miller-insurance.com](mailto:john.eltham@miller-insurance.com)

**Paul Howard**

Head of Coverholder & Alternative Distribution, AXA XL  
LinkedIn | E: [paul.howard@axaxl.com](mailto:paul.howard@axaxl.com)

**Sophie Pattinson**

Broker Relations Manager, Beazley  
LinkedIn | E: [sophie.pattinson@beazley.com](mailto:sophie.pattinson@beazley.com)

**Angus Pearson**

Managing Director, Howden Broking  
LinkedIn | E: [angus.pearson@howdenspecialty.com](mailto:angus.pearson@howdenspecialty.com)

**Steven Tebbutt**

Active Underwriter, IQUW  
LinkedIn | E: [steven.tebbutt@iquw.com](mailto:steven.tebbutt@iquw.com)

### Corporation members:

**Dawnmarie Black**, US Market Development Director  
LinkedIn | E: [dawnmarie.black@lloyds.com](mailto:dawnmarie.black@lloyds.com)

**Nicola Beckles**, Global Development Centre Manager  
LinkedIn | E: [nicola.beckles@lloyds.com](mailto:nicola.beckles@lloyds.com)

**Anne Glynn**, Development Manager  
LinkedIn | E: [anne.glynn@lloyds.com](mailto:anne.glynn@lloyds.com)

**Mark Rector**, Americas Business Manager  
LinkedIn | E: [mark.rector@lloyds.com](mailto:mark.rector@lloyds.com)

**Pat Talley**, Central Region Director - US  
LinkedIn | E: [pat.talley@lloyds.com](mailto:pat.talley@lloyds.com)

