

Version 1.0

[Date]

Presented by: Communications & Membership

kAREN rOTONDI AND Susan Whitehead

Reinsurance Administration Professionals Association

New Membership Package

# Reinsurance Administration Professionals Association

Reinsurance Administration Professionals Association (RAPA) is the primary educator of reinsurance administration principles, issues and best practices in the industry. RAPA is the industry’s leading voice for reinsurance data standards and the driving force behind improved data quality. The association hosts an annual conference that offers networking opportunities to establish and maintain key business relations, knowledge sharing, a forum for the creation of industry best practices and offers leadership perspectives from subject matter experts and key individuals in the industry.

## A Message from our Chair

*“This year we are proud to be celebrating our 20th anniversary which is testament to the long standing commitment of the association’s members. As a non-profit association, ensuring a commitment from a diverse range of organizations from direct companies, reinsurers, to retrocessionaires, as well as vendors from across geographies is of paramount importance.*

*With the rapid pace of change in the insurance industry today, it is critical for us to stay on top of emerging changes, swiftly improve our knowledge, and build/support the next generation of reinsurance professionals to move our industry forward. I hope that you will join us on this exciting journey and take a very big step for both you and your organization and become a member today!”*

## BENEFITS of being a rapa member

**Benefits for individual:**

* Members only information on the website such as tools for data analysis, administration and audit.
* Conference materials and presentations
* Trends in Data Management, Audit and Treaty compliance
* Building business to business connections through excellent networking opportunities
* Forum for industry knowledge gathering and sharing
* Relevant information on trends in Data Management, Audit and Treaty Compliance systems/procedures
* Understanding the relationship dynamics between the direct writer, reinsurer and retrocessionaire
* Communication channel for industry best practices

**Benefits for corporations:**

* Individual can share with their employers
* List of clients attending and email addresses
* Enhancing individual relationships with corporate clients
* Corporate sponsorship which provides exposure & advertisement for the corporation who sponsors the RAPA events

### Geographic Region Demographics

2016 market was within North America however, RAPA is currently expanding globally.

### INDUSTRY CHANNEL Demographics

RAPA encourages participation from Direct Writers, Reinsurers, Retrocessionaires and Solution Providers. Participation and collaboration of the subject matter experts, from each industry channel, allows for key knowledge sharing, industry presence and the development of best practices.

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Geographic Distribution** | **2016** | **Industry Channel Distribution** | **No. of Members 2015** | **No. of Members 2016** | **2016** |
| Australia | 1% | Solution Provider/Association | 9 | 13 | 10% |
| Trinidad | 2% | Retrocessionaire | 9 | 7 | 5% |
| Canada | 35% | Reinsurer | 47 | 56 | 42% |
| U.S.A | 62% | Direct Writer | 35 | 57 | 43% |
| Total | 100% | **Totals** | **100** | **133** | **100%** |

## INITIATIVES

Some of our initiative programs: Education, Post Level Term, Data Quality, and Risk Management offer guidance on common trends and knowledge in the industry. Below are a few items that has been develop over the years.

The Risk Management team has produced publications on such as the Risk-Base-Audit-Planning-Guidelines-09-16-2015 & RAPA Reinsurance Administration Risk Management Template.

The Education team created an education program for new employees to reinsurance administration. Please visit the site at [www.LOMA.ORG](http://www.LOMA.ORG) – under Loma Learning Center. The Education team has previously developed New Business workflows from Direct, Reinsurer and Retrocessionaire perspective and Reinsurance Treaty Fundamentals.

## Annual Conference

RAPA hosts an annual conference for administration professionals throughout the industry.

The annual conference provides the following benefits to all attendees (whether entry level or senior management):

• Relevant information on trends in Data Management, Audit and Treaty Compliance systems/procedures

• Building business to business connections through excellent networking opportunities

• Forum for industry knowledge gathering and sharing

• Understanding the relationship dynamics between the direct writer, reinsurer and retrocessionaires

• Communication channel for industry best practices

Previous conference survey informed us that 100% of the attendees felt the content of the conference met their overall objectives. Participants found this addition was relevant to the current role, team and organizations. We will continue with this practice and hope to achieve continued success in the industry.

Over the past five years, registrations continue to increase as the industry is discovering the benefits and the impact RAPA has made on their employee’s productivity, team efficiency and/or company exposure.

## Websites and commitments

**Website:** [**www.reinadmin.org**](http://www.reinadmin.org)

 **REINSURANCE ADMINISTRATION PROFESSIONALS**

 **RAPA\_@RAPA\_TW**

 [**https://www.facebook.com/ReinsuranceAdministration/**](https://www.facebook.com/ReinsuranceAdministration/)

## RAPA's 2017 Commitments

RAPA is an association that is committed to improving the reinsurance industry.  With participation from our dedicated members, RAPA is working towards the following goals:

1.  **RAPA Worldwide** – our association has predominantly been North American, we are starting to expand our conference to Central America and Australia.  Further investigation to expanding in Europe.

2.  **RAPA initiatives** – RAPA sets forth initiatives to explore industry trends and issues.  The goal of the initiatives is to bring awareness and provides information or tools that will improve efficiency across the industry

3.  **Networking** – RAPA encourages networking with all business partners and provides the forum to do so.  A collective group of industry professionals providing expertise and knowledge. For a glimpse into the 2017 initiatives, please see the presentation slides from our annual spring meeting in Toronto: [**2017-RAPA-Spring-Meeting\_March2017**](http://reinsadmin.org/wp-content/uploads/2017/04/2017-RAPA-Spring-Meeting_March2017.pptx)

RAPA Testimonial

Being a member of RAPA has allowed us to be engaged in some industry topics of concern, including data quality, treaty compliance, and post-level term.  We reference the RAPA best practices document for [Communicating Administration Changes](http://reinsadmin.org/wp-content/uploads/2017/03/Reinsurance-Reporting-Guidelines-and-Best-Practices-Version-5-15-Oct-2016.docx) and the RAPA [Conversions Matrix](http://reinsadmin.org/wp-content/uploads/2017/03/RAPA-Conversion-Guidelines-Matrix.xlsx).  All of Pacific Life Re Retro’s new hires in Operations take the [Reinsurance Course Collection](http://learning.loma.org/public/ContentDetails.aspx?id=5A684F28872B416386319AB97D666C11) from LOMA which includes a course developed by RAPA.  RAPA gives us the forum to hear the viewpoints of direct writers, reinsurers, and other retros, and to connect with our clients in a community setting.

**Dane Smith**

Manager, Operations

Pacific Life Re | Retro