



Hunter or Gatherer?

CHART-Exchange...Is Not For Everybody.

CHART-Exchange Is For Hunters.



Take our CHART test

Are you?

- 1 One of the driving forces on differentiating your firm from everyone else in your business? Yes No
- 2 A creative problem solver? Yes No
- 3 Not afraid of rejection (just means you have not made yourself sufficiently understood yet)? Yes No
- 4 Able to keep your promises to provide for others? Yes No
- 5 Built for action rather than listening to boring lectures and speakers? Yes No
- 6 In need of the U.S./London Market for your business model? Yes No
- 7 Someone who has failed (spectacularly) at least once (demonstrating that you are a TRUE risk taker)? Yes No
- 8 An exec who prefers to do deals face to face (vs. through intermediaries)? Yes No
- 9 A game changing decision maker who goes for the BIG Game? Yes No
- 10 Thrilled by the hunt and need to achieve measurable results as both are essential to your character? Yes No

If you have responded yes to seven or more, then you are who The CHART-Exchange is looking for.



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Are you the type of "Insurance Hunter" who understands that succeeding in this business takes creativity and drive, while getting out of your comfort zone and trying new strategies?

Insurance Hunters look for underserved niches. They always seek new targets. The London Market is where hunters find the ammunition and weapons to win those targets. That's where new opportunities are captured and trophies that grow your business are EARNED.

Up until now, it has been difficult for U.S. Insurance Hunters to connect with London face-to-face. CHART-Exchange will change that.

CHART-Exchange stands for the Coverholders and Risk Takers Exchange. We are dedicated to growing the U.S./London market. We are looking for four kinds of Insurance Hunters to attend our CHART-Exchange Summit

- Risk takers seeking new production who will highlight their appetites and new products
- U.S. Coverholders who already have the pen to write deals for London but want more direct contact with its syndicates
- Potential Coverholders who want relationships with London and/or U.S. Coverholders
- Vendors with U.S. /London specific products, services, and strategies

The CHART-Exchange Summit is your chance to join the hunt. It will feature workshops, panel discussions, networking events, themed breakout sessions, and venues for private appointments with risk takers and potential new distributors.

If you are not a Hunter, no problem, just "gather" this ad and refer it to the hunters in your firm. Please join us at The Declaration of Interdependence.

October 12-14 in Philadelphia for The Inaugural CHART-Exchange Summit. To learn more and register, visit chart-exchange.com.

