



## TORONTO APPLIED SYSTEMS CLIENT NETWORK

### General Meeting

Wednesday, September 19, 2007 – 1:00 PM to 3:30 PM

Weston Golf & Country Club  
50 St. Philip's Road, Toronto  
Wadsworth Room, Main Floor

### AGENDA

1:00 – 1:30

#### **Opening Remarks**

- Upcoming Elections
- Upcoming Changes to Chapter Bylaws
- May 07 Niagara Summit
- TENCon – Annual Conference
- ASCnet Committee Updates
- Survey Results

1:30 – 2:00

#### **Canadian Interface Committee Update**

- Progress to date
- Broker information on Real time – Web Demo of the power of “Warp”
- What we as Brokers can do to help.

2:00 – 2:15

#### **Break**

2:15 – 3:30

#### **Back to the Basics?**

*A panel discussion featuring representatives from various size brokerages*

Often many presentations focus on very specific areas of TAM usage. This panel discussion will stand back a bit from the specifics and look more at the generalities that are significant to how an office can best utilize TAM.

Some examples include:

- How to manage policies or clients no longer written by the agency?
- To use prospects or not to use prospects?
- Alternative uses of the occupation, note, code and user fields
- Conglomerates and their value
- Who is responsible for quality control?
- What is the appropriate utilization/security level for agency producers both local and remote?
- Ways to Calculate Retention
- Methods to manage OP ID's as employee's come and go

Hear what other offices are doing in order for you to make the best choice for your office.

Directions to Weston Golf Club:

- exit Highway 401 east or westbound at Weston Road (first exit west of Hwy 400)
- go south on Weston Road
- keep to the right, turning onto St. Phillip's just after going under the railway overpass
- the entrance to Weston Golf Club is on the right about 100 feet after crossing the bridge
- follow the signs and park at the back of the building