



MARCH 19-22, 2017 | WASHINGTON, DC '17

Powered by GAMA INTERNATIONAL

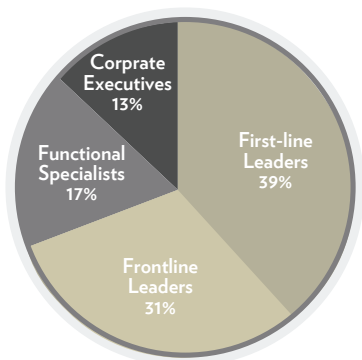
MARCH 19-22, 2017 | WASHINGTON, DC

# WHY SHOULD I ATTEND LAMP?



LAMP, GAMA's annual Leadership and Management Program, is the financial services industry's premier annual meeting. More than 3,000 field leaders and industry executives representing over 50 insurance, investment, and financial services companies from around the world, gather to connect with colleagues, learn from the industry's best and brightest, and reinvigorate themselves for the coming year.

## A DEMOGRAPHIC SNAPSHOT OF MORE THAN 4,000 DOMESTIC MEMBERS SHOW THAT:



Over 40 percent earn \$250,000 or more, annually

40%

More than 50 percent have 20-plus years of industry experience

50%

Greater than 50 percent hold high-level executive positions (General Agent, President, Managing Director)

50%

70 percent have 15 or more producers in their firms

75%

92 percent travel on business every month

92%

## WHO ATTENDS LAMP?

### CORPORATE EXECUTIVES

Responsible for providing key leadership or support to the corporation's field leaders, sales force, or curriculum development, such as chief learning officers, chief marketing officers and chief distribution officers.

### FIRM OR AGENCY FRONTLINE LEADERS

Tasked with recruiting, selecting, training, supervising, or coaching financial services advisors or agents, such as managing directors, sales managers and agency/firm owners.

### FIRM OR AGENCY FIRST-LINE LEADERS

Responsible for the strategic leadership and operational management of a financial services firm or agency, such as general agents, OCJs and managing partners.