

NOVEMBER 5, 2014 | 1:30PM – 2:00PM
**THE COMING INTEGRATION OF THE
PRIMARY AND SECONDARY MARKETS**



The Coming Integration of
the Primary & Secondary Markets

Presented by:
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NASP Annual Meeting
San Antonio, TX
November 5, 2014



He asked me if I'd seen,
A road with so much dust and sand.
And I said, "I've traveled every road,
In this here land."

Johnny Cash
I've Been Everywhere

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NASP

National Association of Settlement Purchasers

2014

ANNUAL CONFERENCE

The 1990s: Rise of the plaintiff broker



“We will set a similar goal that the [claims] clients can measure. We promise that by the end of the second full year, we will deliver a **10% savings in the cost of settlement.**”

John Machir

NSSTA Board member & fmr. president
Ringler Associates PR head

NSSTA News, October 1999

NASP

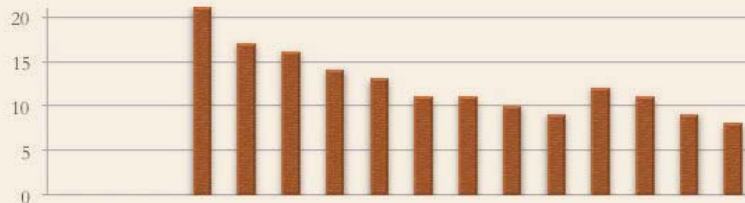
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ANNUAL CONFERENCE

2000-present: Stagnancy

Insurers issuing structured annuities



Industry premium (billions)

