



2009 Insurance Economic Summit: Navigating the New Business Landscape

AGENDA

April 1, 2009
Westin Chicago River North
Chicago, Illinois

8:00 – 9:00 **Registration and Networking**

9:00 – 9:15 **Opening Remarks**

9:15 – 9:45 **State of the Industry**

James Auden, Managing Director, Fitch Ratings North American Insurance Group

Topics to be discussed:

- An overview of the current economic health of the insurance industry
- Expected ratings activity in 2009

9:45 – 10:15 **Keynote Address**

U.S. Rep. Melissa Bean (D-Ill.)

As the U.S. Congress prepares to substantially overhaul the financial services industry, Rep. Bean will discuss the federal government's role in the regulation of insurance, including the creation of an optional federal charter.

10:15 – 10:45 **Enterprise Risk Management — An Escalated Focus**

David McRoberts, Senior Managing Director, Accounting and Assurance Services, SMART

Topics to be discussed:

- What is enterprise risk management (ERM)?
- Evolution of ERM and its emerging corporate and regulatory focus in light of the financial crisis
- Case study on an insurer's approach to rolling out an ERM initiative

10:45 – 11:00 **Morning Break and Networking**



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11:00 – 12:00 M&A Opportunities and Capital Formation in a Down Economy

Thomas Hrdlick, Partner, Foley & Lardner LLP
Mark Peterson, Senior Vice President, Raymond James
Andrew Ingley, Vice President, Raymond James

Topics to be discussed:

- Capital, Capital, Wherefore Art Thou Capital? Capital Formation in a Down Market
- Deal or No Deal? Pursuing M&A Strategies in a Down Market
- Keeping It Real: Comments and Q&A

12:00 – 1:30 Lunch and Guest Speaker

Stephen W. Broadie, Vice President – Financial Legislation & Regulation, PCI

1:30 – 2:30 Recent and Expected Regulatory Reforms

Kevin Fitzgerald, Partner, Foley & Lardner LLP
Christopher Longeway, Allstate Insurance Company
Kimberly Shaul, Deputy Commissioner of Insurance, State of Wisconsin
Randy Wichinski, Managing Director of Insurance Tax Services, SMART

Topics to be discussed:

- An overview of expected federal initiatives that could re-shape the insurance industry
- A look at state and National Association of Insurance Commissioners (NAIC) initiatives driven by the economic crisis
- Panel discussion: Federal Regulation – Threat or Opportunity?

2:30 – 2:45 Afternoon Break and Networking



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2:45 – 3:45

Insolvency 101 — A Refresher Course to Minimize Exposure

Key Coleman, Managing Director, SMART
Debra Hall, Principal, Global Regulatory & Risk Consultants
Brian Kaas, Partner, Foley & Lardner LLP
James Schacht, Principal, Schacht Group, and former Director, Illinois Division of Insurance

Topics to be discussed:

- Tips for minimizing exposure to distressed or insolvent companies
- Runoff and restructuring strategies
- Overview of state receivership laws and the role of state guaranty funds

3:45 – 4:45

Claims Exposure From the Economic Crisis

Moderator:

Ethan Lenz, Partner, Foley & Lardner LLP

Panelists:

David Bradford, Co-Founder and Executive Vice President, Advisen, Ltd., and Editor-in-Chief, RIMS Benchmark Survey

Dan Kugler, Corporate Risk Manager, Snap-On, Inc. and Board Member, RIMS

Dan Fortin, Senior Vice President, CNA Specialty Lines

Topics to be discussed:

- Claims that have arisen from the crisis
- New claims that may be on their way
- Financial impact of crisis-related claims on an insurer's bottom line

4:45 – 6:30

Networking Reception