



2010 Insurance Economic Summit: Navigating the Era of Reform

SPEAKER BIOGRAPHIES

**John G. Aquino, FCAS, Executive Vice President
Willis Re Inc.
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John joined Willis Re in 2008. Based in the Chicago office, John is responsible for growing and managing regional property opportunities across the Midwest, with special experience in complex tornado / hail reinsurance products and transactions.

John was responsible for the Workers' Compensation practice group at Benfield from 2005 to 2008. While in that role, he applied his expertise in catastrophe modeling to develop a groundbreaking catastrophe reinsurance product which expanded Workers' Compensation catastrophe by attracting further support for the product within the property catastrophe market. Prior to Benfield, John was responsible for actuarial services for Aon Re for a period of ten years. In addition to that role, John developed many of Aon Re's reinsurance modeling and ERM software, rating agency analytical framework and catastrophe modeling tools.

John has a B.S. in Mathematics and an M.B.A. from the University of Chicago. He is a Fellow of the Casualty Actuarial Society.

**Key Coleman, CPA, CFA, CPCU, Are, Managing Director
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Key Coleman joined the Chicago office of the disputes, valuations, and investigations practice group at LECG-SMART as managing director in 2008. Having worked in both consulting and in industry, Mr. Coleman brings more than 22 years of experience providing financial analysis in insurance and reinsurance.

Prior to joining LECG-SMART, Mr Coleman was a partner at PricewaterhouseCoopers, where for more than 11 years he specialized in providing financial analysis in connection with insurance, reinsurance, and other business disputes. Prior to entering consulting, Mr Coleman worked for more than eight years for a property & casualty insurer, where he assumed underwriting and management positions including that of director of personal lines.

Mr Coleman has authored a number of thought leadership articles on key issues facing the insurance industry. He has been interviewed by the media and has been quoted in Best's Newswires, Global Insurance Bulletin, Re-actions, Business Insurance and National Underwriter. His articles have been published in Business Insurance's Industry Focus, the ABA's Coverage magazine, Captive Insurance Company Reports, Risk and Insurance, and PwC's Insurance Digest.



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Kevin G. Fitzgerald, Partner

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Kevin G. Fitzgerald is a partner with Foley & Lardner LLP. He chairs the firm's Insurance Industry Team and is a member of the Finance & Financial Institutions; Transactional & Securities; and Privacy, Security & Information Management Practices, as well as the Health Care Industry Team. His practice is concentrated in the fields of corporate and regulatory insurance law, premium taxation, privacy legislation, captive insurance matters, agent and agency licensing and reinsurance transactions.

Mr. Fitzgerald is a graduate of the University of Wisconsin Law School (J.D., *cum laude*, 1987) and Marquette University (B.S., *magna cum laude*, 1984). He was admitted to the Wisconsin Bar in 1987 and The Florida Bar in 1994.

Mr. Fitzgerald is a member of the American Bar Association (Business Law Section, Administrative Law and Regulatory Practice Section, and Tort & Insurance Practice Section), the State Bar of Wisconsin, the Florida Bar and the Federation of Regulatory Counsel. He is also listed in the current edition of *The Best Lawyers in America*®.

Mr. Fitzgerald has written articles and spoken on various insurance regulatory and corporate issues including privacy, producer licensing, captive insurance, and the impact of federal legislation on insurance companies.

Eric A. Haab, Partner

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Eric Haab is a partner in the Chicago office of Foley & Lardner LLP where he concentrates his practice in the areas of reinsurance, insurance insolvency and financial services litigation. For over 20 years, Mr. Haab has represented cedents and reinsurers in the U.S., London, Europe and Asia in the litigation and arbitration of complex reinsurance disputes.

Mr. Haab has litigated a wide variety of substantial disputes involving cutting edge reinsurance issues. He is experienced in both the property/casualty and life, accident & health reinsurance sectors. In addition, Mr. Haab has been involved in complex insurance insolvencies, including many with a cross-border dimension. Mr. Haab received his law degree (J.D., 1989) from Harvard Law School and his bachelor's degree (A.B., with high distinction, 1986) from the University of Michigan. Mr. Haab has been recognized as one of America's Leading Lawyers for Business by *Chambers USA* (2003-present), recognized in the *International Who's Who of Insurance and Reinsurance Lawyers* (2003-present) and the *Who's Who Legal Illinois* (2006-present). He has also been selected for inclusion in the *Illinois Super Lawyers*® lists (2005-2009).*



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**Lynne Prescott Hepler, Senior Managing Director,
The Schacht Group**
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As Senior Managing Director of The Schacht Group, Lynne brings more than 25 years of broad-based experience within the insurance industry and insurance regulation. Prior to forming The Schacht Group, Lynne served as a senior member of the Insurance Regulatory practices of both Navigant Consulting and PricewaterhouseCoopers, specializing in advising national and international financial services clients on insurance and regulatory matters. Lynne has solved regulatory and compliance issues through every phase of an insurance company's life cycle, including transactions involving complex insurance issues, day-to-day operating issues, litigation, and strategies to adapt to marketplace changes. She has a particular expertise in assisting insurers review their compliance programs and policies to assess whether they are reasonably designed to meet both internal expectations, as well as the expectation of regulators and other external stakeholders. Lynne has been able to identify the most significant regulatory and compliance risks impacting the company's business, and assist the management team in strengthening its compliance program at both the enterprise and business unit level.

With James W. Schacht, President of The Schacht Group, she has been commissioned to conduct several ground-breaking public policy studies on a variety of issues for The National Conference of Insurance Legislators and other industry associations. She is a former executive of a property and casualty insurer, and frequently writes on emerging issues within the industry.

Thomas R. Hrdlick, Partner
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Tom Hrdlick is a partner with Foley & Lardner LLP and a member of the firm's Insurance Industry Practice and Health Care Industry Team. Mr. Hrdlick's practice is concentrated in the fields of corporate and regulatory insurance law, with a particular emphasis on transactional work within the insurance industry and reinsurance runoff management.

Mr. Hrdlick has represented insurance companies and other insurance-related entities in a variety of transactions and corporate restructurings, including reinsurance affiliations, mergers, stock acquisitions, initial and secondary public offerings, demutualizations and mutual holding company conversions. Mr. Hrdlick has also counseled such entities with respect to their regulatory affairs, including their dealings with state insurance departments and matters involving federal agencies such as the SEC, FTC, Treasury, and OFAC.

A significant component of Mr. Hrdlick's practice also involves reinsurance transactions and the management of complex reinsurance runoff issues and disputes. Mr. Hrdlick has counseled cedents and reinsurers in connection with highly sophisticated reinsurance disputes, commutations and settlements/restructurings involving hundreds of millions of dollars of reinsurance receivables.



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Mr. Hrdlick is a 1988 graduate of Georgetown University Law Center and a 1985 graduate of Marquette University with a B.A. in political science. He is admitted to practice in Wisconsin and in the United States District Court, Eastern and Western Districts of Wisconsin, and is a former senior law clerk to the Hon. Rudolph T. Randa, United States District Court Judge for the Eastern District of Wisconsin. A member of the American Bar Association (Business Law Section and Tort & Insurance Practice Section), the Seventh Circuit Bar Association, the State Bar of Wisconsin, and the Milwaukee Bar Association, Mr. Hrdlick also is a past president and former member of the Board of Governors for the St. Thomas More Lawyers Society in Wisconsin and currently serves on the Board of Directors for the Wisconsin Chapter of the Arthritis Foundation.

Laura Johnson, Managing Director

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Prior to joining LECG, Laura Johnson was a managing director with SMART specializing in operational and management consulting for the insurance and reinsurance industries. With more than 16 years of actuarial, financial, and operational experience, Laura has extensive experience in project management and process design and automation of insurance operations.

While at SMART, Laura led numerous large insurance and reinsurance consulting engagements focused on implementing technology solutions to automate insurance business processes. Laura is the project manager in the design and development of a comprehensive reinsurance application suite for a large global property and casualty insurance company which manages the complete lifecycle of the reinsurance process, from contract negotiation through automated billing and collections. Laura also was a team leader in the design and implementation of a reinsurance claims department's workflow automation tool for the management of ceded claims of a national insurer. Finally, Laura led an engagement to redesign the reinsurance accounting payment processes for facultative purchases for a national insurer. Laura has also led engagements on organizational design, risk based assessments of insurance company operations, and MGA premium audits, as well as assisted a company managing their asbestosis aggregates.

Prior to joining SMART, Laura held several positions both within the consulting and private sector. Laura's experience in the private sector consists of a position at national property and casualty insurance company where she was the assistant vice president of reinsurance operations. In this role Laura was responsible for creating a ceded reinsurance accounting department, establishing and enforcing reporting standards, developing and implementing reinsurance and corporate training programs, analyzing non-profitable accounts, and linking critical business needs with technology applications. Laura was also a reinsurance broker at Aon Re where she was responsible for marketing and negotiating reinsurance renewals, managing back office functions of the reinsurance placement and the actuarial analysis of current and proposed reinsurance structures.

In addition to Laura's experience at SMART, Laura has consulting experience as an actuary at Milliman and Robertson. In this role, Laura participated in multiple pricing and reserving engagements where she



became familiar with general pricing and reserving methodologies.

Laura received a bachelor of business administration degree with a double major in actuarial science and risk management and insurance from the University of Wisconsin, Madison.

Brian S. Kaas, Partner
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Brian S. Kaas is a partner with the law firm of Foley & Lardner LLP. Mr. Kaas is a member of the Insurance Industry and Health Care Industry Teams, and the Privacy, Security & Information Management Practice. His practice is concentrated in the areas of corporate, transactional and regulatory insurance law. He has represented insurance companies in a wide variety of complex transactions, including stock acquisitions, mergers, corporate restructurings, joint ventures, fronting and cutthrough transactions, product distribution and managed care arrangements. He also has extensive experience in the areas of reinsurance, runoff, captive companies, reinsurance collateral, commutations and, insurer insolvencies. Mr. Kaas regularly advises insurance companies and other insurance-related entities on a broad range of regulatory matters, including financial and market conduct examinations, privacy and data security, holding company issues and regulatory compliance.

Mr. Kaas is admitted to practice in Wisconsin and in the U.S. District Court, Eastern and Western Districts of Wisconsin. He is a member of the American Bar Association (Business Law Section, Administrative Law and Regulatory Practice Section, and Tort & Insurance Practice Section), and is also a member of the State Bar of Wisconsin and the Milwaukee Bar Association. Mr. Kaas received his law degree from the University of Wisconsin – Madison.

Robert C. Leventhal , Partner
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Robert C. Leventhal is a partner with Foley & Lardner LLP. A member of the firm's Insurance & Reinsurance Litigation and Business Litigation & Dispute Resolution Practices, as well as the Insurance Industry Team, Mr. Leventhal has extensive experience in handling highly complex insurance and reinsurance disputes and has represented both cedants and reinsurers in cases involving hundreds of millions of dollars. He has litigated all aspects of the reinsurance relationship, including regarding contract wording disputes, contract administration, actuarial issues, accounting issues, negligence, and other tort theories of recovery. He has represented reinsurance clients in courts, as well as in arbitration and mediation proceedings.

Additionally, Mr. Leventhal has a strong background in complex business litigation on a range of matters that include contract disputes, antitrust issues, accountant malpractice, and construction defects. He has represented health care clients in a number of cutting edge cases. He was recently lead litigation counsel



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representing California hospitals in a class action lawsuit challenging the adequacy of Medi-Cal hospital outpatient rates. The lawsuit settled for \$85 million. He has also successfully defended complex class action law suits and challenged the California Department of Health Services Medi-Cal rate making process in a case that resulted in a favorable California Court of Appeal decision. See *California Association for Health Services at Home et al. v. Department of Health Services et al.*, 148 Cal.App.4th 696, 56 Cal.Rptr. 3d 102, 07 Cal. Daily Op. Serv. 2822 (2007).

A member of the Litigation Section of the American Bar Association, Mr. Leventhal has contributed articles to the *Health Care Law Newsletter*, formerly published by Matthew Bender & Co., Inc. of New York. His article entitled "Mandatory Arbitration Clauses: Powerful When Used Correctly" was published in the *Los Angeles Business Journal*.

Mr. Leventhal is a graduate of Vanderbilt University School of Law (J.D., 1985), where he was elected to the Order of the Coif and was a member of the Vanderbilt Journal of Transnational Law, and of the State University of New York at Binghamton (B.A., 1979). He was admitted to the California Bar in 1985 and also is admitted to practice before the United States District Court, Northern, Eastern, Central and Southern Districts of California, and the United States Court of Appeals, Ninth Circuit.

Eileen Mallow, Assistant Deputy Commissioner Wisconsin Office of the Commissioner of Insurance

Ms. Mallow was appointed Assistant Deputy Commissioner of Insurance in November 1999. Her duties at the agency include executive assistance on public policy issues affecting insurance regulation at the state and national level, managing the agency's public information and legislative activities, and supervision of the Injured Patients and Families Compensation Fund. She also sits on the Health Insurance Risk-Sharing Plan (HIRSP) Board of Governors, the Group Insurance Board, the Governor's Council on Financial Literacy and the State Council on Alcohol and Other Drug Abuse.

Ms. Mallow has worked at OCI since 1995. Prior to her current assignment, she was responsible for analyzing public policy and legislative issues for the Commissioner. From 1995 to 1996, she was the director of the Health Insurance Risk-Sharing Plan (HIRSP).

Prior to OCI, Ms. Mallow worked as an analyst at the Cost Containment Commission reviewing applications by hospitals, ambulatory surgery centers and home health agencies to expand. Ms. Mallow has also been an analyst for nursing home reimbursement policy for the Wisconsin Medical Assistance program and a Budget Analyst in the state Department of Health and Family Services.

Ms. Mallow has a B.S. degree from the University of Wisconsin-Madison.



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Michael T. McRaith, Director, Division of Insurance Illinois Department Of Financial And Professional Regulation

Prior to his appointment, Director McRaith worked fifteen years in private practice as an attorney in Chicago. Director McRaith represented national and regional financial institutions, including insurers, in finance-related litigation.

Director McRaith supervises the solvent run-off of Kemper Insurance Group, the largest insurer run-off in US history. McRaith led the Department's investigation into the practice of contingent commission payments by insurers to brokers and negotiated national settlement agreements, including amendments, on behalf of the Department and the National Association Of Insurance Commissioners (NAIC).

McRaith's NAIC-related work ensures that Illinois consumers and domestic industries are nationally represented. McRaith is Chairman of the Midwest Zone of the NAIC, on the NAIC Executive Committee, Chairman of the Property and Casualty (C) Committee, co-Chair of the Rating Agency Working Group, Vice Chair of the Industry Liaison Committee, Chairman of the Solvency Modernization Initiative - Corporate Governance Working Group, and serves on the Life Insurance and Annuities Committee (A), the International Insurance Relations Committee (G), the Regulatory Modernization Subcommittee, the Government Relations Leadership Council, the Reinsurance Task Force, the Senior Issues Task Force, and numerous other NAIC task forces and working groups.

He serves as President of the Board Of Directors for the Illinois Comprehensive Health Insurance Plan (a high risk health insurance pool). He supervises the State's Senior Health Insurance Program (SHIP), and has actively participated in developing, drafting and advocating for statewide and national health insurance modernization.

McRaith represented the NAIC at the international Organization For Economic Cooperation And Development (OECD) and represents the NAIC on the International Association Of Insurance Supervisors (IAIS) Corporate Governance Subcommittee.

On behalf of the State of Illinois and the NAIC, McRaith has been privileged to testify before numerous committees of the United States Senate and House of Representatives, as well as the President's Anti-Trust Modernization Commission. View all Federal Written Testimony.

McRaith serves on the Executive Committee of the Board of Directors for the AIDS Foundation Of Chicago and serves on Board of Directors for the American Foundation For Suicide Prevention, Chicago Chapter.

McRaith received a Bachelor Of Arts Degree from Indiana University and received a law degree from Loyola University School Of Law In Chicago.



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**Douglas M. Pawlowski, Senior Director
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Douglas M. Pawlowski is a senior director in Fitch Ratings' North American insurance rating group. Douglas has coverage responsibilities in the property/casualty insurance sector, but has experience in the life and title insurance sectors as well.

Prior to joining Fitch, Douglas was a credit officer in Citicorp's global cash management division, lending to financial institutions and corporations in both Asia Pacific and the United States.

Mr. Pawlowski holds a B.S. in finance from the University of Illinois, Champaign-Urbana and an M.B.A. from the University of Chicago. He holds the Chartered Financial Analyst designation and is a member of the CFA Institute and the Investment Analyst Society of Chicago.

**John J. Waller, Senior Managing Director
Macquarie Capital**

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John is a Senior Managing Director at Macquarie assisting corporate clients with capital-raising, acquisitions, divestitures and strategic corporate combinations.

John was co-founder of Cochran Caronia Waller, an investment bank focused on the insurance industry. Cochran Caronia Waller was the leading mergers & acquisitions firm in insurance and very active in public equity capital markets transactions. Cochran Caronia Waller was merged into Fox-Pitt Kelton in 2007.

Prior to forming Cochran Caronia Waller, John was an Associate Director at Coopers & Lybrand Securities, LLC, where he played a key role in creating the company's investment banking subsidiary. During his tenure at Coopers & Lybrand, John focused on the insurance industry, serving as the lead advisor on numerous financings, divestitures and acquisitions for public, private and mutual property-casualty and life insurance companies, ranging in size from \$5 million to more than \$1 billion.

Before working at Coopers & Lybrand, John worked for two national valuation firms providing valuation services to buyers, sellers and regulators for transactions in the utility, insurance and securities industries. He earned a Bachelor of Business Administration in finance from the University of Notre Dame and a master's degree in finance and marketing from Northwestern University's J.L. Kellogg Graduate School of Management.



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Randall Wichinski, Managing Director

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Prior to joining LECG, Randy was a managing director in the Midwest practice for insurance tax services with SMART Business Advisory and Consulting, LLC. He has more than 30 years of experience dealing with the taxation of life, property and casualty, and Blue Cross/Blue Shield insurance companies and their products. He has extensive experience dealing with the IRS at the examination and appeals levels; income tax accounting and reporting under FAS 109/FIN 48 and SSAP No. 10; and financial analysis. Prior to joining SMART, Randy was the managing director for plan tax services with the Blue Cross/Blue Shield Association where he participated in tax policy and legislative efforts that resulted in several significant IRS and Treasury tax policy changes, including an insurance industry issue resolution project for health insurance companies, the development of Schedule M-3 for insurance companies, and Treasury guidance on Health Savings Accounts. Earlier in his career, Randy spent 16 years with Ernst & Young as an insurance tax partner in the Milwaukee and Cincinnati area offices, serving tax-exempt, healthcare, and insurance industry clients located throughout the Midwest. He began his career with the IRS as a revenue agent and a special agent.

Randy is a frequent speaker at insurance industry conferences including the Blue Cross/Blue Shield National Tax Conference and the State and Federal Insurance Tax Conferences. He has published several tax accounting and insurance tax-related articles including a recent article on Health Savings Accounts in *Taxing Times*. He is a member of the AICPA and the Wisconsin Institute of Certified Public Accountants.