



10 Things to Look Out For When Buying Reinsurance (.5 hour) - Group Live

Panelists: Mike Schroeder, Allied Professional Insurance Company (Moderator)

Ken Barrett, Besso Re

Adrian Cox, Beazley

Mark Maxson, JLT Re

Joe Sweeting, Hiscox

Bill Green, Faraday Underwriting Limited

Location: NRRRA 2013 National Conference

Ritz Carlton, Pentagon City

Washington, D.C.

Wednesday, October 2nd, 2013; 2:00 PM-2:45 PM

Register for this class today by emailing: dkusaila@slbcpa.com or call (860) 470-2122.

.5 CPE credits are available for completion of this program.

This session will focus on the purchase of reinsurance and will address a number of important considerations when engaged in this activity. Some of the aspects discussed include: pricing of excess treaties and the weighing of the value in ceding commissions, treaty structures and also the importance of financially strong reinsurers. The panel will explore broker selection issues, maximum net line and spend vs. risk to business. Other important areas delved into will be the concern for transparency of information and special wording considerations.

The goal of this session is to share with the conference participants a number of important factors that peers within the industry take into consideration when approaching the task of procuring excess coverage and to provide an opportunity to engage in a discussion around these factors.

After completing this course you will be able to:

- Explain the major factors to be taken into account when negotiating excess treaties
- Describe why they are important and how to engage on them during the process
- Structure your planning and approach to this reinsurance activity.

Program level: Basic

Prerequisites: None

Advance preparation: None



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