



**NATIONAL  
CONFERENCE**

**2011**

October 5–7 *Pentagon City Ritz Carlton*

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CONFERENCE REGISTRATION



*The voice of owner insureds.*



## 2011 | RRGs IN THE 21<sup>st</sup> CENTURY

**JOIN US!**

We invite you to join your industry peers for 3 days of great networking, robust educational sessions, an impressive slate of speakers, and the most current information about the legislative and regulatory issues facing the industry. We kick off the conference with a welcome reception, followed by dinner with entertainment by the Capitol Steps – not to be missed!

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Promoting Risk Retention Act authorized group insurance programs through education, communication, government relations, and judicial advocacy. ***We are your voice.***

### WEDNESDAY, OCTOBER 5

|                |  |
|----------------|--|
| 11am – 12:45pm | <b>Government Affairs Committee Meeting</b><br><i>(open to all attendees)</i>  |
| 12:45 – 1pm    | <b>Welcome</b>   |
| 1 – 2pm        | <b>ICCIE</b>   |
| 2 – 2:45pm     | <b>EFFECTS OF THE NAIC REQUIREMENTS FOR RISK FOCUSED EXAMS</b>   |
| 2:45 – 3:15pm  | <b>CAPITALIZING RRGs OR FINDING ADDITIONAL CAPITAL IN A SOFT MARKET</b><br><b>Moderator:</b> Jim Fowler (A.M. Best) <b>Panelists:</b> Julie Boucher (Marsh)  |
| 3:15 – 3:30pm  | Break  |
| 3:30 – 4:30pm  | <b>HOW LLOYD'S REINSURERS ASSESS RRG EXPOSURE AND HOW TO GET A BETTER REINSURANCE DEAL</b><br><b>Moderator:</b> Ken Barrett (Besso Re) <b>Panelists:</b> Jo McCann (Beazley), Phil Wooldridge (Amlin), Alex Green (Catlin) |
| 4:30 – 5:15pm  | <b>US REINSURANCE PANEL</b><br><b>Moderator:</b> Theresa Schugel (BMS Intermediaries) <b>Panelists:</b> Russ McGuire (Swiss Re), Brian Flynn (ACE), Paul McKeon (TransAtlantic Re)   |
| 5:15 – 5:45pm  | <b>HOW TO GET AGENTS AND BROKERS TO DO BUSINESS WITH RRGs</b><br><b>Moderator:</b> Nick Readings (ISG) <b>Panelists:</b> Jim Fasone (Alliant Insurance Services), Bob Barrese (Assurance Agency)                           |

|                |   |
|----------------|---|
| 5:45 – 6:15pm  | <b>Break</b>  |
| 6:15 – 7:00pm  | <b>Welcome Reception</b><br>Sponsored by US RE Companies  |
| 7:00 – 10:00pm | <b>Dinner featuring <i>The Capitol Steps</i></b> Sponsored by Lewis Brisbois Bisgaard & Smith LLP<br><i>All Attendees are encouraged to attend.</i> |

### THURSDAY, OCTOBER 6

|                |  |
|----------------|--|
| 7:30 – 8:15am  | <b>Breakfast</b>   |
| 8:15 – 9am     | <b>NRRA Annual Meeting</b><br>Presentation of Karen Cutts Memorial Award   |
| 9 – 9:30 am    | <b>Keynote:</b> Alex Clark, Griffin Capital Group  |
| 9:30 – 9:45am  | <b>Break</b>   |
| 9:45 – 11:15am | <b>REGULATORS PANEL</b><br><b>Moderator:</b> Skip Myers (Morris Manning & Martin, LLP) <b>Panelists:</b> Jeff Kehler (SC), Dana Sheppard (DC), Steve Kinion (DE), David Provost (VT), George Sumner (HI) |
| 11:15 – 12pm   | <b>NAIC UPDATE</b><br><b>Moderator:</b> Derick White (Strategic Risk Services) <b>Panelists:</b> Julie Glaszczak (NAIC), Gary Cooper (Safety National), Jon Harkavy (Risk Services)                      |
| 12 – 1:30pm    | <b>Lunch</b><br><b>Keynote:</b> Graham White, Deputy Chairman Lloyd's of London  |
| 1:30 – 1:45pm  | <b>Break</b>   |

1:45 – 2:15pm

**THE FUTURE OF HEALTH INSURANCE AND ITS IMPACT ON LIABILITY EXPOSURES**

**Moderator:** Sandy Elsass (Uni-Ter) **Panelists:** Nancy Rehkamp (LarsonAllen), Jim Fasone (Alliant Insurance Services)

2:15 – 2:45pm

**BRING BACK THE ACTUARIES**

**Panelists:** Richard Lord (Milliman), Kevin Bingham (Deloitte)

2:45 – 3:45pm

**LITIGATION TRENDS, TRIALS AND TAKE AWAYS**

**Moderator:** Kirsten Ullman (Lewis Brisbois Bisgaard & Smith), **Panelists:** Mathew Pascale (Lewis Brisbois Bisgaard & Smith), Karen Campbell (Lewis Brisbois Bisgaard & Smith), John Sullivan (Lewis Brisbois Bisgaard & Smith), Scott Bentivenga (Lewis Brisbois Bisgaard & Smith)

3:45 – 4pm

**Break**

4 – 4:45pm

**ENTERPRISE RISK MANAGEMENT FOR RRGs AND HOW TO SAVE MONEY ON AUDITS AND EXAMS**

**Panelists:** Jim Murphy (Johnson Lambert), Glenn Saslow (Saslow Lufkin & Buggy), Brandy Vannoy (Johnson Lambert)

4:45 – 5pm

**ALTERNATIVE PLACEMENTS FOR INSURANCE AND REINSURANCE**

**Panelists:** Nick Readings (ISG Group), Nancy Gray (Aon)

5 – 5:45 pm

**HOW A.M. BEST VIEWS RRGs**

**Panelists:** Steven Chirico (A.M Best), Gary Osborne (USARisk)

5:45 – 6pm

**Break**

6 – 7:15pm

**Reception**

*Dinner on Own*

**FRIDAY, OCTOBER 7**

7:30 – 8:15am

**Breakfast**

8:30 – 9am

**MANAGING PORTFOLIO RISK IN A VOLATILE BOND MARKET**

**Moderator:** Dana Stewardson (Logan Capital) **Panelists:** Jonathan Heckshire (Logan Capital), Patrick Tuohy (Prime Advisors)

9 – 9:30am

**Keynote:** Gov. Mark Parkinson, Former Governor of Kansas

9:30 – 9:45am

**Break**

9:45 – 10:15am

**RAPID ADVANCEMENT OF PREDICTIVE ANALYTICS IN MPL UNDERWRITING**

**Panelists:** Bill Moss (Delphi Technology), Kevin Bingham (Deloitte)

10:15 – 10:45am

**GAO Study**

10:45 – 11am

**Risk Retention Reporter**

11am – 12pm

**WHAT KEEPS RRG CEOs UP AT NIGHT**

**Panelists:** Janice Abraham (United Educators RRG) and Jack McCarthy (Controlled Risk Insurance Company)

12pm

**Adjourn**

*Conference schedule subject to change – please visit [www.riskretention.org](http://www.riskretention.org) for the most up to date schedule.*



## WEDNESDAY DINNER!

NRRA's Board of  
Directors and sponsor  
Lewis Brisbois Bisgaard

& Smith LLP are hosting a very special dinner for all conference attendees to kick off the conference. The highlight of the evening is sure to be the live performance by the Capitol Steps comedy troupe.

**Trust us – you will not want to miss this!**

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LEWIS  
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*“The troupe has become a favorite on the Washington social circuit.*

*It’s political satire brings chuckles... rave reviews...guffaws...and bipartisan grins all around. The satire hits the mark.”*

*~ The Wall Street Journal*

*“They’re the best. There’s no one like them, no one in their league.”*

*~ Larry King, CNN*

# NRRA LEADERSHIP

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## ACCOMMODATIONS



### RITZ CARLTON PENTAGON CITY

1250 South Hayes Street  
Arlington, VA 22202  
NRRA Rate: \$265 per night

*To reserve your room online visit the Ritz Carlton online at [www.ritzcarlton.com/en/Properties/PentagonCity/](http://www.ritzcarlton.com/en/Properties/PentagonCity/)*

Our reservation group code is: NRKNRKA  
Or you may call the hotel at (703) 415-5000  
to make reservations on the phone.

### GETTING THERE:

The Ritz Carlton Pentagon City is conveniently located at the Pentagon City Metro Station two stops from National Airport (DCA) on the Blue or Yellow line (\$1.95 fare). Alternatively, the hotel can be reached by a short (1.7 mile cab ride) from National Airport or an approximately 35 minute (27 mile cab ride) from Washington Dulles International Airport.



# NRRA 2011 ANNUAL CONFERENCE REGISTRATION FORM

## REGISTRATION INFORMATION *(Please list information as you would like it to appear on conference materials)*

Name \_\_\_\_\_

Job Title \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City/State \_\_\_\_\_

Zip/Postal Code/Country \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_

Email \_\_\_\_\_

Dietary Needs/Restrictions \_\_\_\_\_

## ANNUAL CONFERENCE REGISTRATION

*Please check one.*

### NRRA Members\*

RRG/PG  \$299

Service Provider/Captive/Reinsurance  \$599

### NRRA Non-Members

Non-Member RRG, PG or Captive  \$990

Non-Member Service Provider  \$1,590

Domicile Regulator or Insurance Commissioner  \$0 (no charge)

Press (limit one per company)  \$0 (no charge)

**Sponsors**  \$299

*\*To receive the NRRA member rate, you must be a direct employee of a NRRA member company registering under the same company name.*

## TOTAL FEES AND PAYMENT INFORMATION

Total Conference Fees: \$ \_\_\_\_\_

Total Guest Fees: \$ \_\_\_\_\_

Total Fees (Amount Enclosed): \$ \_\_\_\_\_

Check/Money Order *(payable to NRRA and in U.S. Dollars)* OR  Credit Card:  American Express  VISA  MasterCard

Card No. \_\_\_\_\_ Exp. Date \_\_\_\_\_

Cardholder Name \_\_\_\_\_

Cardholder Signature \_\_\_\_\_

## PRE-CONFERENCE REGISTRATION LIST

Check here if you do not want your name to appear on the Pre-Conference registration list on NRRA's website.

*CANCELLATIONS: Cancellations on or before Sept. 2, 2011, will receive a refund equal to 75% of the registration fee. Cancellations after Sept. 2, 2011, will not receive a refund, but substitutions are possible. All cancellations must be received in writing.*

## RETURN COMPLETED FORM WITH PAYMENT TO:

NRRA, 2214 Rock Hill Road, Suite 315, Herndon, VA 22205

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