

# Re Underwriting

*An Educational Forum for Underwriting Professionals*

July 30, 2009, New York, NY

Reinsurance Association of America

## **Re Underwriting:** *An Educational Forum for Underwriting Professionals*

**DATE:** July 30, 2009

**LOCATION:** New York Helmsley Hotel, New York, NY

**Re Underwriting** is a unique one-day course focusing on relevant topics and concerns of (re)insurance underwriting.

**Program:** Designed by the RAA's Underwriting Committee, the 2009 program includes:

- A reinsurance buyer's perspective on what drives a company's decision to purchase, or not to purchase, reinsurance.
- Practical hands-on sessions to enhance business practices, including an Underwriting Workshop to analyze and take active steps toward improving a company's net results.
- Challenges facing underwriters and actuaries in the dynamic insurance and reinsurance marketplace.
- An analysis of current market trends from V.J. Dowling.
- A panel discussion on the latest underwriting hot topics.

**Audience:** The program targets senior to mid-level underwriters, chief underwriting officers, brokers, actuaries, claims professionals, attorneys, and other professionals from the reinsurance and primary insurance sectors.

The Reinsurance Association of America has over 40 years of experience providing unparalleled expertise and resources for high-level forums and educational conferences.

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## AGENDA

### ***RE UNDERWRITING: AN EDUCATIONAL FORUM FOR UNDERWRITING PROFESSIONALS***

***Thursday, July 30, 2009***

- 8:00 a.m. **Registration/Breakfast**
- 8:30 a.m. **Welcome/Introduction**  
*Marsha Cohen, Senior Vice President and Director of Education, Reinsurance Association of America*  
*James Franson, Executive Vice President, Arch Re*
- 8:45 a.m. **Market Trends/Perspective**  
*Vincent J. (V.J.) Dowling, Managing Director, Dowling & Partners Securities*
- 9:45 a.m. **Break**
- 10:00 a.m. **Ceded Re – A Reinsurance Buyer's Perspective**  
A panel will discuss the drivers of a company's decision to purchase reinsurance, including:
- What influences the decision to buy or not to buy?
  - What areas of a company will be involved in the decision?
  - What market data and market intelligence are available?
  - Which contract terms are attractive to various types of markets?
  - Do relationships or bottom line economics prevail in the final decision?
- Moderator:** *James Franson, Executive Vice President, Arch Re*
- Panelists:** *Andrew Archambault, Senior Vice President, Ironshore*  
*Evan Rosenberg, Senior Vice President, Chubb Specialty Insurance*  
*Edward Sweeney, Executive Vice President, Guy Carpenter*
- 11:00 a.m. **Break**
- 11:15 a.m. **Lagging Net Results (LNR) Insurance Company Underwriting Workshop**  
LNR Insurance Company, a small privately held multi-line P/C insurer has hired a new CEO. He has been charged by the Board of Directors with improving the company's net results, which have consistently lagged its peer group. Attendees will break into small groups to step into the shoes of LNR's management and determine recommendations to the CEO. The groups will be facilitated to maximize the learning opportunities in this analytical and interactive exercise.
- Leader:** *Gerard Finley, Senior Vice President, Casualty Treaty Underwriting, Munich Re America*
- Facilitators:** *Paul Feldsher, Senior Vice President, Underwriting Practices, Partner Re*  
*Brian Flanagan, Vice President, Global Reinsurance, Endurance Re*  
*James Franson, Executive Vice President, Arch Re*  
*Sheila Kelly, Vice President, XL Re America*
- Noon **Working Lunch**  
A box lunch will be provided so attendees can continue their workshop groups during lunch.
- 2:00 p.m. **Workshop Group Presentations**  
A spokesperson from each group will present the group's results to an esteemed panel of judges.
- 3:15 p.m. **Break**
- 3:15 p.m. **Hot Topics for Underwriters**  
A panel of senior underwriting executives will discuss a broad range of issues facing the industry including: the underwriter's role in cycle management; Enterprise Risk Management and monitoring portfolio volatility; managing the changing habits of reinsurance buyers; and the current and future role of the underwriter.
- Moderator:** *Frank Nutter, President, Reinsurance Association of America*
- Panelists:** *Victor Baillargeon, Head of Structured Risk, Aspen Insurance Ltd.*  
*John Bender, Chief Operating Officer, Allied World Reinsurance Company*  
*Tad Walker, President and CEO, Partner Re U.S.*  
*John Welch, President and COO, XL Re America*
- 4:30 p.m. **Closing Remarks and Adjournment**
- 4:45 p.m. **Reception**

**REGISTRATION FORM**

**Re Underwriting:  
An Educational Forum  
For Underwriting Professionals**

TheNew York Helmsley Hotel, New York, NY, July 30, 2009

Full Name \_\_\_\_\_  
 Nickname \_\_\_\_\_  
 Title \_\_\_\_\_  
 Organization \_\_\_\_\_  
 Address \_\_\_\_\_  
 City/State/Zip \_\_\_\_\_  
 Country \_\_\_\_\_  
 Phone \_\_\_\_\_  
 E-mail \_\_\_\_\_

CE Credits: I would like to receive continuing education credits for: [ ] **CPE** [ ] **CPD** [ ] **CLE** in the state of \_\_\_\_\_.

**Payment is enclosed for:**

- \_\_\_\_\_ \$ **900** Early Bird Registration Discount by 6/15/09
- \_\_\_\_\_ \$ **950** Registration
- \_\_\_\_\_ \$ **850** RAA Association Partners
- \_\_\_\_\_ \$ **800** RAA Members
- \_\_\_\_\_ \$ **575** Regulators

**Check or money order** enclosed/payable to the Reinsurance Association of America (US\$ only)

**Credit Card**

(Circle One: Master Card VISA AMEX )

Name on Card: \_\_\_\_\_

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**REGISTRATION**

**How to Register:** Registration for Re Underwriting can be accomplished in one of three ways:

- **Fax** the completed form in this brochure to the RAA at 202.638.0936;
- **Mail** the completed form in this brochure to the RAA at 1301 Pennsylvania Avenue, NW, Suite 900, Washington, DC 20004;
- **Online at [www.reinsurance.org](http://www.reinsurance.org) (Education).** Online registrants receive a **\$25 discount**.

The registration fee includes program materials, breakfast, refreshment breaks, lunch, and evening reception. All attendees must be pre-registered; there is no onsite registration.

**Program/Registration Inquiries:** Contact 800.259.0199 or e-mail [meetings@reinsurance.org](mailto:meetings@reinsurance.org)

**Cancellation Policy:** Seminar cancellations must be made in writing via fax to the RAA at 202.638.0936. Full refunds will be issued for cancellations received by July 9, 2009. No refunds will be issued after that date; however, substitutes are welcome.

**Accommodations:** The New York Helmsley Hotel is offering attendees a special rate of \$200 single/double. The hotel is located at 212 East 42nd Street, New York, NY. Contact the hotel directly at 212.405.8909 or 800.221.4982 to make reservations. Ask for the Reinsurance Association of America Re Underwriting room block. (Rate expires June 29).

In accordance with the **Americans with Disabilities Act**, we ask that you notify us at 800.259.0199 if you require any special assistance in order to participate fully in this program.

**\$25 DISCOUNT WITH ONLINE REGISTRATION AT  
[WWW.REINSURANCE.ORG](http://WWW.REINSURANCE.ORG)**