

THE IRES FOUNDATION

PRESENTS

THE
NATIONAL
INSURANCE SCHOOL
ON MARKET REGULATION

April 13 - 15, 2008

RED ROCK RESORT • SUMMERLIN, NV

WWW.IRES-FOUNDATION.ORG

SCHOOL AGENDA

SUNDAY, APRIL 13, 2008

- 4:00 - 6:30 pm** **Registration Open**
VERANDA FOYER
- 5:00 pm** **Exhibitor Showcase Reception**
VERANDA
- 5:00 pm** **Faculty Review Meeting**
VERANDA F
- 6:00 pm** **First-timer Reception**
VERANDA F

Hosted by Sonnenschein, Nath & Rosenthal

- 6:30 - 8:30 pm** **Welcome Reception**
SOUTH BEACH - POOLSIDE
- Hosted by Nelson Levine de Luca & Horst;
Sonnenschein, Nath & Rosenthal*

MONDAY, APRIL 14, 2008

- Exhibitor Showcase - Open all day** **VERANDA**
- 7:30 am** **REGISTRATION & COFFEE SERVICE**
VERANDA FOYER
(sign up for private appointments)

- 8:00 am** **OPENING SESSION**
SUMMERLIN BALLROOM

David Kenepf IRES Foundation Chair
Polly Chan IRES President
Sue Stead School Co-Chair

Welcome

Hon. Alice Molasky-Arman
Nevada Commissioner of Insurance

Featured Speaker

Hon. James Donelon
Louisiana Commissioner of Insurance

Introduction of the Faculty

Jon Brynga, School Co-Chair

Paul DeAngelo Memorial Award

John Mancini, IRES Foundation Board

- 9:15 am** **Business Break**

- 9:30 am** **CATASTROPHE ISSUES**
SUMMERLIN BALLROOM

A panel of experts will examine the changes and challenges in coverage for the biggest unexpected risks; from natural disasters to terrorism. Featuring: Dr. Steve Weisbart, Chief Economist, Insurance Information Institute; Hon. James Donelon, Louisiana Commissioner of Insurance; Birny Birnbaum, Center for Economic Justice
Moderator: Brian Atchinson, IMSA

- 10:30 am** **Business Break**

- 10:45 am** **TECHNOLOGY AND THE FUTURE OF MARKET REGULATION**
SUMMERLIN BALLROOM

Vendors discuss key technologies available to assist companies in their market regulation efforts. Featuring representatives from Wolters Kluwer Financial Services and Epitome Systems.

Moderator: Jon Brynga, Travelers

THE STATE OF MARKET REGULATION

- Maryland & Missouri **SUMMERLIN C**
Pennsylvania & Nevada **SUMMERLIN D**
Private Appointments **VERANDA AB**

- 11:45 am** **NETWORKING LUNCH**
Join a state regulator for a lunch.

- 1:15 pm** **SUITABILITY STANDARDS**
SUMMERLIN BALLROOM

Regulators are breaking new ground as they hold companies and distributors more responsible for suitability compliance for sales of Annuities and LTC Insurance. Featuring: Jim Mumford, (IA) Deputy Commissioner; Mary Beth Senkewicz, (FL) Deputy Commissioner

Moderator: Brian Atchinson, IMSA

THE STATE OF MARKET REGULATION

- California & Arizona **SUMMERLIN C**
Illinois & Indiana **SUMMERLIN D**
Private Appointments **VERANDA AB**

- 2:15 pm** **Business Break**

- 2:30 pm** **FAIR CREDIT REPORTING ACT**
SUMMERLIN BALLROOM

How does the FCRA impact the insurance industry? Including the U.S. Supreme Court decision in Safeco/GEICO and what it means for insurers sending adverse action notices to consumers. Featuring: Patrick Hatfield, Locke Lord Bissell & Liddell
Moderator: Beth Stuchel, Wells Fargo

- 3:30 pm** **Business Break**

- 3:45 pm** **WHO SAYS YOU CAN'T TEACH AN OLD DOG NEW TRICKS!**
SUMMERLIN BALLROOM

"Report Card" results from state regulators who have embraced new market analysis techniques. Featuring: Paul Hogan (AZ); Dudley Ewen (MD); Dennis Shoop (PA); Michael Hessler (IL)

Moderator: David Kenepf, Liberty Mutual

- 4:45 - 6:00 pm** **EXHIBITOR SHOWCASE RECEPTION**
VERANDA

Light hors d'oeuvres and refreshments.

SCHOOL AGENDA

TUESDAY, APRIL 15, 2008

Exhibitor Showcase - Open until noon VERANDA
8:00 am REGISTRATION OPEN
VERANDA FOYER

8:30 - 9:30 am Continental Breakfast & Private
Appointments with State Faculty
PAVILION BALLROOM & DECK AREA

9:45 am. Regulator Round Robin Discussions
PAVILION BALLROOM
Open to everyone

11:00 am. TOUR OF THE NAIC
SUMMERLIN BALLROOM

NAIC staff explaining what the NAIC is and does, it's role in the exam process, structure, education, seminars, and tools available through the NAIC, databases, etc. Featuring: Trish Schoettger, NAIC Director of Member Services
Moderator: John Mancini, USAA

12:00 pm. LUNCHEON
Hon. John Morrison
Montana Commissioner of Insurance
PAVILION BALLROOM

1:30 pm. . "HAVE PENS, WILL TRAVEL: THE EFFECTIVE USE
OF OUTSIDE REGULATORY COUNSEL"
SUMMERLIN BALLROOM

A panel discussing if, when, why and how companies should utilize outside counsel in the compliance process. Featuring: Gary Hernandez, Sonnenschein, Nath & Rosenthal; Dave Abel, Abel & Lantis; Bruce Foudree, Locke Lord Bissell & Liddell; Mary Tresnak, AEGON; Gary Cohen, Fireman's Fund
Moderator: Lew Melahn, Attorney at Law

1:30 pm. THE STATE OF MARKET REGULATION
New Jersey & Ohio **SUMMERLIN C**
New York & South Carolina **SUMMERLIN D**
Private Appointments. **VERANDA AB**

2:30 pm Business Break

2:45 pm. CONTROLLING COSTS OF AN EXAM
SUMMERLIN BALLROOM

Faculty and industry panel talk about what drives costs up and what can be done to keep them down.
Moderator: Mary Tresnak, AEGON

THE STATE OF MARKET REGULATION
Washington & Virginia **SUMMERLIN C**
Texas & Minnesota **SUMMERLIN D**
Private Appointments. **VERANDA AB**

4:00 - 4:45 pm THE CAPITAL INSURANCE GANG
SUMMERLIN BALLROOM

Regulators forecast their future needs and tools for effective regulation.
Moderator: Bennett Katz, aigdirect.com

6:00 pm. A RETURN TO CLASSIC VEGAS:
MEET THE STARS!
POOLSIDE & CHERRY LOUNGE AREA

*An excellent networking opportunity hosted by
Wolters Kluwer Financial Services.*

IRES FOUNDATION ANTITRUST POLICY

As directors of the IRES Foundation or participants in any IRES Foundation meeting, all persons affiliated with the insurance industry need to be mindful of the constraints of the antitrust laws. There shall be no discussions of agreements or concerted actions that may restrain competition. This prohibition includes the exchange of information concerning company rates, coverages, market practices, claims settlement practices, or any other competitive aspect of an individual company's operation. Each IRES Foundation member or meeting participant is obligated to speak up immediately for the purpose of preventing any discussion falling outside the bounds indicated.

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Keynote Speakers

Hon. James Donelon
Louisiana Commissioner of Insurance

Hon. John Morrison
Montana Commissioner of Insurance

Hon. Alice Molasky-Arman

Nevada Commissioner of Insurance

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The IRES Foundation is a not-for-profit corporation and educational trust pursuant to Section 501(c)(3) of the U.S. Internal Revenue Code and organized under the laws of Missouri. The Foundation's mission is to assist in the development of educational and training opportunities for professional insurance regulators as well as educating the private sector about state insurance regulation. The Foundation funds not-for-profit educational programs and awards grants and seed money to qualifying organizations for this purpose.

The Foundation's work ultimately benefits all those involved in or affected by insurance regulation. Well-trained and well-equipped regulators do a better job of protecting the public and monitoring the insurance marketplace. Regulators who continue their education are better positioned to regulate and communicate with the insurance industry, resulting in a clearer understanding of regulatory requirements and expectations.

The IRES Foundation each year sponsors The National Insurance School on Market Regulation, which brings state insurance regulators together with government relations personnel to review the latest issues governing "market conduct" and market regulation compliance.

The IRES Foundation operates independently of the Insurance Regulatory Examiners Society yet works very closely with IRES to develop educational programs. Several IRES officers are members of the Foundation's Board of Directors.



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2008 National Insurance School on Market Regulation

All School meetings are on the 5th Floor
Opening reception is South Beach - Poolside 3rd Floor

