

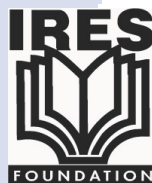


The National
Insurance School
on
Market Regulation

Presented by:
IRES Foundation

April 15 - 17, 2007

Westin Hotel
Hilton Head Island, SC



12710 S. Plumm Rd., Ste. 200
Olathe, Kansas 66062
Ph: 913.768.4700
Fax: 913.768.4900
www.ires-foundation.org

PROGRAM

Sunday, April 15, 2007

- 4:00 - **Registration Open - Ballroom Foyer**
6:30 pm (Sign-up for private appointments & lunch)
- 5:00 pm **Faculty Review Meeting**
Gazebo
- 5:00 - **Exhibitor Showcase Reception**
6:30 pm Grand Ballroom Foyer
- 6:00 pm **First Timers' Reception**
Gazebo
- 6:30 - **Welcome Reception**
8:30 pm Spouses and guests are welcome to attend.
Oceanfront Deck (Back-up - Archer)
*Sponsored by Sonnenschein, Nath & Rosenthal
and Nelson Levine de Luca & Horst*

Monday, April 16, 2007

- 7:30 am **Registration & Coffee Service - Foyer**
Exhibitor Showcase - Open all day
- 8:00 am **Opening Session - Grand Ballroom**
*Damian Sepanik, IRES Foundation Chairperson
Douglas Freeman, IRES President
Sue Stead, School Chairperson*
- Welcome**
*Hon. Scott Richardson, South Carolina
Commissioner of Insurance*
- Featured Speaker**
*Hon. George Dale
Mississippi Commissioner of Insurance*
- Introduction of the Faculty**
John Mancini, IRES Foundation Board
- Paul DeAngelo Memorial Award**
John Mancini, IRES Foundation Board
- 9:15 am **Business Break**
- 9:30 am **FEATURE SESSION - GRAND BALLROOM
Is Federal Regulation Here?**
Discover the extent to which federal
authorities regulate the insurance industry.
Find out how these laws and agencies
affect your company. *Featuring: David
Brummond, Department of Treasury, Office of
Foreign Assets Control; Martin Feuer, Zurich;
Tom Selman, NASD*

10:30 am **Business Break**

10:45 am **Workers' Compensation: One Line But
Many Regulatory Agencies**
Grand Ballroom
Experts discuss market conduct exams, data
issues, claims audits, loss prevention exams and
their impact on insurance companies. *Featuring:
Peter Burton, NCCI; Gregory Jenkins,
Florida Division of Workers' Compensation;
Hector Reyes, Liberty Mutual*

10:45 am **The State of Market Regulation**
South Carolina & Maryland - Archer West
*June DuBard & Charles Perry (SC);
Dudley Ewen & Leighton Tabron (MD)*
Ohio & Florida - Archer East
Peg Ising (OH); Sam Binnun (FL)

PRIVATE APPOINTMENTS - GAZEBO

11:45 am **Networking Lunch - Carolina Cafe**
Join a state regulator for lunch.

1:15 pm **Annuity Suitability Standards? It Won't
Stop! - Grand Ballroom**
Understand the most recent developments at the
state and federal level, including how new NASD
rules may overlap with state regulations.
*Featuring: Don Walters, IMSA; Peg Ising (OH);
Tom Selman, NASD*

The State of Market Regulation
Wisconsin & Illinois - Archer West
Susan Ezalarab (WI); Michael Hessler (IL)
Virginia & Missouri - Archer East
*Weldon Hazlewood & Katie Johnson (VA);
Douglas Freeman (MO)*

PRIVATE APPOINTMENTS - GAZEBO

2:15 pm **Business Break**

2:30 pm **FEATURE SESSION - GRAND BALLROOM**
**Troubling Information Requests - When
Complying Can Get You in Hot Water**
Get advice from senior compliance officials and
regulators on handling impossible requests, data
security issues and demands from non-insurance
regulators. *Featuring: Leslie Krier (WA); Katie
Johnson (VA)*

3:30 pm **Business Break**

PROGRAM

3:45 pm **FEATURE SESSION - GRAND BALLROOM**
Regulator Relationships
Discover how your relationships with insurance regulators can help your company. *Featuring: Hon. George Dale, Mississippi Commissioner; Gary Hernandez, Sonnenschein, Nath & Rosenthal; Bennett Katz, 21st Century Insurance; Dennis Shoop (PA)*

4:45 - **Exhibitor Showcase Reception - Foyer**
6:00 pm Light hors d'oeuvres and refreshments

Tuesday, April 17, 2007

8:00 am **Registration Open - Foyer**
Exhibitor Showcase (until Noon)

8:30 - **PRIVATE APPOINTMENTS - GAZEBO**
9:30 am **Continental Breakfast**
Danner Ballroom

9:30 - **Round Robin Discussions with Regulators**
10:30 am Danner Ballroom - Open to everyone

10:45 am **FEATURE SESSION - GRAND BALLROOM**
Contract Examiners & Consultants:
Guns for Hire? Contract examiners can cost you more than just money. A discussion of the obvious and not-so-obvious problems. *Featuring: Paul Hogan (AZ); Sam Binnun (FL); Jann Goodpaster, RSM McGladrey; Ken Cooley, State Farm*

Noon **Luncheon - Danner Ballroom**
Hon. Julie Benafield Bowman
Arkansas Commissioner of Insurance

1:30 pm **The Market Regulation Handbook: Is it Code or Just Guidelines? - Grand Ballroom**
What is it? What are you and regulators supposed to do with it? *Featuring: Bruce Ramge (NE); Anne Marie Narcini (NJ); Eric Berger, The Gray Insurance Co.; Shelly Schuman, INS Regulatory Insurance Services*

The State of Market Regulation
New York & Colorado - Archer West
Charles Rapacciuolo (NY); Jeffory Olson (CO)
Pennsylvania & Arizona - Archer East
Dennis Shoop (PA); Paul Hogan (AZ)

PRIVATE APPOINTMENTS - GAZEBO

2:30 pm **Business Break**

2:45 pm **Market Conduct Annual Statement**
Grand Ballroom
Learn about recent proposals for centralized data collection and expansion of data elements. Get answers to your questions about the statement. *Featuring: Kim Kennedy, Travelers; Cheryl Davis, Nationwide Insurance; various state regulators*

The State of Market Regulation
Texas & Washington - Archer West
Danny Saenz (TX); Leslie Krier (WA)
New Jersey & California - Archer East
Anne Marie Narcini (NJ); Craig Dixon & Pam O'Connell (CA)

PRIVATE APPOINTMENTS - GAZEBO

4:00 - **If Dreams Could Come True**
4:45 pm **Grand Ballroom**
Faculty will discuss their dreams for the future of market regulation and their individual actions to make these dreams come true.
Moderator: Bennett Katz, 21st Century Insurance Company

6:00 **Beachside Carolina Clambake Dinner**
10:00 pm **Oceanfront Pavilion**
Sponsored by Wolters Kluwer Financial Services and IRES Foundation

Entire conference is business casual.

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.

FACULTY

ARIZONA

Paul Hogan, CIE
*Market Oversight
Administrator*

CALIFORNIA

Craig Dixon
Bureau Chief
Pam O'Connell
*Bureau Chief
Field Rating &
Underwriting Bureau*

COLORADO

Jeffery Olson, CIE
*Chief Market Conduct
Examiner*

FLORIDA

Sam Binnun
*Director of Market
Investigations*

ILLINOIS

Michael Hessler, CIE*
Deputy Director

MARYLAND

Dudley Ewen, AIE*
Market Conduct, Chief Examiner
Leighton Tabron
*Chief Market Conduct
Examiner*

MISSOURI

Doug Freeman, CIE
IRES President

NEBRASKA

Bruce Ramage, CIE
*Chief of Market
Regulation*

NEW JERSEY

Anne Marie Narcini, CIE
*Consumer Protection Services
Manager*

NEW YORK

Charles Rappacciuolo, CIE
*Assistant Deputy
Superintendent & Bureau Chief*

OHIO

Peg Ising
Deputy Director P & C

PENNSYLVANIA

Dennis Shoop*
Enforcement Director

SOUTH CAROLINA

June DuBard
*Market Analysis
Coordinator*
Charles Perry
Deputy Director

TEXAS

Danny Saenz
Chief Examiner

VIRGINIA

Katie Johnson, AIE
*P & C Market Conduct
Supervisor*
Weldon Hazlewood, CIE
*L & H Market Conduct
Supervisor*

WASHINGTON

Leslie Krier, AIE
*Market Conduct
Oversight Manager*

WISCONSIN

Susan Ezalarab, CIE
*Bureau of Market Regulation
Director*

NAIC

Timothy Mullen, CIE
Director of Market Regulation

Eric Nordman, CIE

Director of Research

Craig Leonard, CIE

*Market Analysis
Manager*

*Prior Paul DeAngelo Memorial Award recipient for excellence in teaching.

Guest Speakers

Hon. Julie Benafield Bowman, Arkansas Commissioner of Insurance

Hon. George Dale, Mississippi Commissioner of Insurance

Hon. Scott Richardson, South Carolina Commissioner of Insurance