



The IRES Foundation Presents
The National School
On Market Regulation



SUNDAY, APRIL 18, 2010

4:00 PM	Registration Opens (International Ballroom Foyer)
5:00 - 5:30 PM	Faculty Review Meeting (State Room)
5:30 - 6:30 PM	First Timer Orientation and Reception sponsored by Sonnenschein Nath & Rosenthal LLP (Ambassador Room) <i>Exhibitor Area</i>
6:30 - 8:00 PM	Welcome Reception sponsored by Sonnenschein Nath & Rosenthal LLP and Nelson Levine de Luca & Horst, LLC (Gold Room) <i>Exhibitor Area</i>

MONDAY, APRIL 19, 2010

7:30 AM	Registration Opens (International Ballroom Foyer) Continental Breakfast (Gold Room) <i>Sign up for Private Appointments</i>	
8:15 - 9:00 AM	Opening Session (International Ballroom) <i>Bennett Katz, IRES Foundation Chairperson</i> <i>Dennis Shoop, IRES President</i> Introduction of Faculty <i>Robin Clover, IRES Foundation Board Member</i> Welcome Keynote <i>Speaker: Michael McRaith, Director Illinois Department of Insurance</i>	
9:00 - 10:00 AM	Session #1 (Moulin Rouge) First-Timer Session: Best Practices in Coordinating Exams <i>Moderator: Robin Clover (Fireman's Fund Insurance Company)</i> <i>Sam Binnun (RSM McGladrey)</i> <i>Pam Bishop (Mutual of Omaha Insurance Company)</i> <i>Daphne Crockett (Fireman's Fund Insurance Company)</i> <i>Dudley Ewen (Regulator, Maryland)</i> <i>Mark Hooker (Regulator, West Virginia)</i> <i>Rolf Kaumann (Regulator, New York)</i> <i>Kim Kennedy-Gillette (Travelers)</i> <i>Gail Keren (Regulator, New York)</i> <i>Leslie Krier (Regulator, Washington)</i> <i>Joy Morton (Regulator, Virginia)</i> <i>Barbara Szumowski (Regulator, Florida)</i> <i>Ignatius Wheeler (Regulator, Texas)</i> If you're new to coordinating market conduct exams, then this is the session for you! Hear directly from regulators on what they expect and also from industry experts on how to run the most efficient exam possible (hint – preparation is key!).	Session #2 (International Ballroom) Monitoring From Within – Tips on Building an Internal Market Analysis Function <i>Moderator: Jon Brynga (FirstComp)</i> <i>Ron Hamby (AFLAC)</i> <i>Fred Kottmann (Mutual of Omaha Insurance Company)</i> <i>Chris Palmieri (Travelers)</i> Learn how to conduct market analysis internally to identify and pro-actively address any concerns before you are contacted by states.
10:00 - 10:15 AM	Business Break (Gold Room)	
10:15 - 11:30 AM	Session #3 (International Ballroom) Commissioners' Panel - The Most Challenging and Important Regulatory Issues Facing the Corner Offices <i>Moderator: Dave Kenepp (Liberty Mutual Group)</i> <i>Joel Ario (Commissioner, Pennsylvania)</i> <i>Jane Cline (Commissioner, West Virginia)</i> <i>John Huff (Director, Missouri)</i> <i>Michael McRaith (Director, Illinois)</i> Listen to a diverse group of insurance commissioners put forth their opinions on what they see as the most challenging regulatory issues confronting them in 2010. Learn what they view as the likely outcome for these issues and what effects it will have on the insurance industry.	

11:30 - 1:00 PM	Luncheon (Moulin Rouge) Speaker: Jane Cline, West Virginia Insurance Commissioner Paul DeAngelo Award		
1:00 - 2:00 PM	State Spotlight Sessions Washington/New York (Moderator: Mary Tresnak) – Ambassador Room Ohio/West Virginia (Moderator: Tracy Arney) – Regent Room Pennsylvania/Illinois (Moderator: Lisa Crump) – State Room New Jersey/Maine (Moderator: Cindy Davidson) – Royal Room Texas/Iowa (Moderator: Beth Mack) – Regal Room	Private Appointment with Regulators (International Ballroom)	Vendor Session #1
			Vendor Session #2 Wolters Kluwer (1:30 to 2:00) (Embassy Room)
2:00 - 2:45 PM	Session #4 (Moulin Rouge) Do I Need an Appointment? <i>Moderator: Dave Abel (Abel & Lantis, PC)</i> <i>Nicole Allen (Council of Insurance Agents & Brokers)</i> <i>Barb Donnar (Supportive Insurance Services)</i> <i>Anne Marie Narcini (Regulator, New Jersey)</i> The Chair of the NAIC Producer Licensing Working Group, and representatives from an agent/broker trade association and a producer licensing administration company discuss the actual, real world, practical day to day issues encountered in the producer and adjuster licensing process.	Session #5 (International Ballroom) Protecting Seniors - The Fast Changing Regulatory Landscape <i>Moderator: Michael Hickey (MetLife)</i> <i>Eric DuPont (MetLife)</i> <i>Manny Munson-Regala (Regulator, Minnesota)</i> <i>Jim Mealer (Regulator, Missouri)</i> The largest growing population in the United States consists of people over the age of 65. Sadly, many seniors and “vulnerable adults” lack proper financial acumen and are sometimes victims of crimes. A discussion of what insurance regulators and the insurance industry are doing to protect seniors.	
2:45 - 3:45 PM	State Spotlight Sessions Minnesota/Florida (Moderator: Sue Stead) – Ambassador Room Missouri/South Carolina (Moderator: Lew Melahn) – Regent Room Washington DC/Maryland (Moderator: Brian Atchinson) – State Room Wisconsin/Virginia (Moderator: Jim Fryer) – Royal Room	Private Appointment with Regulators (International Ballroom)	Vendor Session #3
			Vendor Session #4
3:45 - 4:00 PM	Business Break (Gold Room)		
4:00 - 5:15 PM	Session #6 (Moulin Rouge) Social Media and the Business of Insurance <i>Moderator: Bruce Foudree (Boundas, Skarzynski, Walsh & Black, LLC)</i> <i>Anne Marie Narcini (Regulator, New Jersey)</i> <i>Donald Walters (Insurance Marketplace Standards Association)</i> <i>Tom Wetzel (Wetzel & Associates)</i> <i>Karen Yotis (LexisNexis Insurance Law Center)</i> This session will provide an overview of the latest developments in social media in insurance and laws that potentially apply including the insurance trade practices laws. Hear where regulation of social networking is headed.	Session #7 (International Ballroom) Internal Compliance Controls in the Era of Market Analysis and Regulatory Data Calls <i>Moderator: Mark Le Master (Safe Auto Insurance Company)</i> <i>Lynette Baker (Regulator, Ohio)</i> <i>June DuBard (South Carolina)</i> <i>Chris Greene (Canal Insurance Company)</i> <i>Jennifer Stephen (Great American Financial Resources, Inc)</i> Hear a panel of compliance professionals discuss how they allocate resources and implement internal regulatory controls in this era of data analytics.	
5:15 - 6:15 PM	Exhibitor Showcase Reception (Gold Room)		

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.

TUESDAY, APRIL 20, 2010

8:00 AM	Registration Opens (International Ballroom Foyer) Sign up for Private Appointments		
8:00 - 9:15 AM	Regulator Roundtables/Breakfast (Moulin Rouge)		
9:15 - 10:15 AM	<p>Session #8 (Moulin Rouge) Hot Topics: L&H Current Events</p> <p><i>Moderator: Ron Kotowski (Conseco Companies)</i> <i>Maureen Closson (Aviva)</i> <i>June DuBard (Regulator, South Carolina)</i> <i>Rolf Kaumann (Regulator, New York)</i> <i>Gail Keren (Regulator, New York)</i> <i>Bill McAndrew (Regulator, Illinois)</i> <i>Rosanne Mead (Regulator, Iowa)</i></p> <p>Remember when you were in grade school and had to give reports on current events? Well, come to this session and hear from a panel of regulators and industry experts the most current events regarding such hot L & H topics as Annuity Suitability and Disclosure, MIPPA implementation, changes to LTC Appendix E, NAIC LTC (EX) Task Force, Standardized Transactions Codes, MCAS reporting, External Review, the proposed Senior Investment Protection Act and many more. You will leave this session with the most current information available on these and other L & H topics.</p>	<p>Session #9 (International Ballroom) Burning Issues and Hot P&C Topics</p> <p><i>Moderator: Damian Sepanik (Zurich American Insurance Company)</i> <i>Paul Blume (Property and Casualty Insurers Association)</i> <i>Diana Chafey (DLA Piper)</i> <i>Eric Nordman (NAIC)</i> <i>Ken Wylie (Sidley and Austin)</i></p> <p>Don't leave the windy city without gaining the latest insight on what is happening in the world of P&C regulation and legislation. Hear from a panel of experts as they share their thoughts about what new things are on the books and as they look into the crystal ball to offer a view of what is on the horizon.</p>	
10:15 - 10:30 AM	Business Break (Gold Room)		
10:30 - 11:30 AM	<p>State Spotlight Sessions Washington/New York (Moderator: Mary Tresnak) – Moulin Rouge Ohio/West Virginia (Moderator: Tracy Arney) – Regent Room New Jersey/Maine (Moderator: Cindy Davidson) – State Room Washington DC/Maryland (Moderator: Brian Atchinson) – Regal Room Wisconsin/Virginia (Moderator: Jim Fryer) – Ambassador Room</p>	<p>Private Appointment with Regulators (International Ballroom)</p>	<p>Vendor Session #5 Boundas, Skarzynski, Walsh & Black, LLC (10:30 to 11:00) Embassy Room</p> <hr/> <p>Vendor Session #6</p>
11:30 - 12:15 PM	<p>Session #10 (Moulin Rouge) Data in the Daily Life of the Compliance Professional</p> <p><i>Moderator: David Evans (Wolters Kluwer Financial Services)</i> <i>Kathy Donovan (Wolters Kluwer Financial Services)</i> <i>Julie Garrison (Allianz Global Corporate & Specialty)</i> <i>Brian Hoffman (Travelers)</i> <i>Tim Mullen (NAIC)</i></p> <p>Are data-driven projects becoming a bigger part of your job than ever before? This session will look at current initiatives impacting compliance professionals that carry with them heavy demands for data gathering, reporting and systems projects. Learn more about the Medicare Secondary Payer Act, Climate Change Survey, MCAS, and state data call activity; and hear an insurer's perspective on the impact of these initiatives on compliance responsibilities.</p>	<p>Session #11 (International Ballroom) L&H: FINRA/SEC and the Impact on DOIs' Ability to Regulate</p> <p><i>Moderator: Sue Stead (Nelson Levine de Luca & Horst)</i> <i>John Doscher (Prudential Financial)</i> <i>Rosanne Mead (Regulator, Iowa)</i></p> <p>State and federal regulators have long shared space in the life & annuity world; learn more about their overlapping authority and how companies manage.</p>	
12:15 - 1:45 PM	Lunch on your own	Brown Bag Lunch (International Ballroom) Healthcare Reform - How it Will Affect You	

1:45 - 2:45 PM	<p><u>Session #12 (International Ballroom)</u> <u>State + Federal Regulation: A Blind Date or Shotgun Marriage?</u></p> <p><i>Moderator: Brian Atchinson (Insurance Marketplace Standards Association)</i> <i>Peter Lefkin (Allianz of America)</i> <i>Michael McRaith (Director, Illinois)</i> <i>Tom Hampton (Sonnenschein Nath & Rosenthal, LLP)</i></p> <p>Understand the evolving Federal-State regulatory relationships. Learn how states will continue to carry out their roles and duties as the Federal role for insurance grows.</p>		
2:45 - 3:45 PM	<p>State Spotlight Sessions Pennsylvania/Illinois (Moderator: Lisa Crump) – Moulin Rouge Texas/Iowa (Moderator: Beth Mack) – Regent Room Minnesota/Florida (Moderator: Sue Stead) – State Room Missouri/South Carolina (Moderator: Lew Melahn) – Regal Room</p>	<p>Private Appointment with Regulators (International Ballroom)</p>	<p>Vendor Session #7</p>
			<p>Vendor Session #8</p>
3:45 - 4:00 PM	<p>Business Break (International Ballroom Foyer)</p>		
4:00 - 5:00 PM	<p><u>Session #13 (International Ballroom)</u> <u>Let's Play Jeopardy</u></p> <p><i>Your Host: "Alec Trainwreck" (Bennett Katz, Zenith Insurance Company)</i></p> <p>Back by popular demand! Test your insurance knowledge! Teams of regulators and industry vie for worthless (yet priceless) prizes...don't miss this one!</p>		
6:00 - 9:00 PM	<p>Regulator Networking Event Sponsored by Wolters Kluwer :: The Mid-America Club</p>		

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NOTES

Thank you to our sponsors; Their help makes the School possible

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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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