

ILLINOIS STATE UNIVERSITY

**Katie School of Insurance
and Financial Services**

What's Next:

**Taking Advantage
of New Opportunities**



16th Annual INSURANCE EXECUTIVE FORUM

**Breakfast seminar for insurance
executives and risk managers**

Tuesday, October 24, 2006

8:00-11:30 a.m.

Union League Club
65 W. Jackson Boulevard Chicago

(312)-427-7800

PROGRAM OVERVIEW

How do some companies in the insurance industry create opportunity out of adversity? What is their secret to success while operating in an ever-changing marketplace and coping with unexpected risks?

The insurance industry in the past year has been challenged by a variety of factors – the dynamics of the market cycle, unexpected catastrophe risk, new regulatory and legal developments, shareholder pressures, instability in the broker market, policyholder dissatisfaction, higher reinsurance costs, to name a few. Despite these challenges, some companies are more adroit at moving beyond such hurdles to ensure continued profitability and growth.

We invite you to join us as our panel of insurance industry executives reviews some of the biggest issues of 2006, and shares its expectations for the industry's next challenges – and opportunities. In the process, you will gain important insights into the panelists' own strategies for success.

Some of the issues to be addressed will include:

- How are companies protecting themselves from the volatility of market cycles?
- Where is more work needed to improve the quality of commercial insurance products and service?
- What do sizable reinsurance losses in recent years mean for primary insurance pricing?
- What does the 2006 catastrophe record mean for the industry?
- Will slower business growth lead to increased merger & acquisition activity?
- Has the regulatory investigation of brokers and insurers run its course? Are consumers better off, as a result?
- What are the prospects for a long-term solution to terrorism insurance needs?
- Is there growing momentum for a federal regulatory role for commercial lines risks?
- How will the insurance industry respond to the growth of captive insurance – as a threat or opportunity?
- Is the US industry well positioned to take advantage of globalization trends?
- How can the industry help risk managers improve the enterprise risk management process?

SCHEDULE

7:30 a.m.
Registration and coffee

8:30 a.m.
Breakfast

9:15 a.m.
Panel discussion with industry leaders
and audience participation

11:15 a.m.
Closing remarks

This forum has a history of offering thought provoking dialogue with an ample opportunity for your questions – including the chance to submit a question for the panel with your registration form. We hope you will join us.

WHO SHOULD ATTEND?

- Insurance company CEOs, CFOs, managers, and underwriters who need to know what the competition is doing to meet the challenges that lie ahead.
- Risk managers who must anticipate future needs to protect the company's assets and income against a broad array of risks associated with the business.
- Strategically oriented brokers who interface between buyers and sellers and need to be more knowledgeable about the future of the industry.
- Reinsurance brokers who seek to become the solution providers to the risks they are placing.
- Bankers and market analysts who need to keep pace with the changes and emerging trends in the insurance and financial services environment.

MODERATOR

PAUL WINSTON is Associate Publisher/Editorial Director of *Business Insurance*.

SPEAKERS

WINIFRED A. BAKER is president of Lloyd's America, Inc. which is a wholly owned subsidiary of Lloyd's of London. Lloyd's is the world's leading specialist insurance market. It is the world's second largest commercial insurer and sixth largest reinsurance group. In her role as president of Lloyd's America, Baker manages six offices – New York, Chicago, Los Angeles, Kentucky, the Virgin Islands and Montreal, Canada. She also oversees corporate marketing and communications; broker development; distribution; and, compliance and regulatory issues in the Americas. The U.S. is Lloyd's of London's most important market accounting for \$9 billion of business in 2005. Baker began her career in the management trainee program at Continental Corporation and moved up the ranks to become President of Continental Reinsurance Corporation in 1990 – the first woman to ever head a reinsurance company. In October of 2000, *Business Insurance* named her one of the 100 Leading Women in the Industry. She has a keen interest in art and architecture which has resulted in the New York office being relocated to the Museum Office Building in the new MoMA.

MARK HINKLEY is executive vice president of OdysseyRe, with responsibility for corporate marketing, communications and business development. He held similar responsibilities at TIG Reinsurance before its acquisition by Odyssey Re. His previous positions include Director of Treaty Operations for Skandia America Reinsurance and director and co-founder of Trenwick Group, Limited. Hinkley began his career as a facultative underwriter at General Reinsurance following duty as a submarine officer in the U.S. Navy. He is a graduate of Kent School and Yale University.

GREGORY C. CASE is president and chief executive officer of Aon Corporation. He is a member of the company's Board of Directors. Since joining Aon in April 2005, Case has traveled extensively, meeting with clients and colleagues and working closely with the leadership team to strengthen Aon's position with clients and markets. Prior to joining Aon, Case served as head of the Financial Services Practice at McKinsey & Company, the international management consulting firm. He previously had been responsible for McKinsey's Global Insurance Practice. Case was a member of McKinsey's governing Shareholders' Committee. He has worked extensively in Continental Europe and the United Kingdom as well as North America. Before joining McKinsey, Case was with the investment banking firm of Piper, Jaffray and Hopwood and the Federal Reserve Bank of Kansas City. He is a member of the International Insurance Society, Inc., The Financial Services Roundtable, and The Economic Club of Chicago. Case received his undergraduate degree from Kansas State University, graduating *summa cum laude*. He earned his M.B.A. at Harvard Business School.

BRIAN KAWAMOTO, executive vice president and managing director of Lockton Companies, is an operations executive with responsibilities for developing Lockton's U.S. retail office network. He has current oversight for the San Francisco, San Diego, St. Louis, Chicago, Atlanta and Washington, DC offices and national practice groups in financial services and risk management. Kawamoto has been at Lockton since 2001. He has gained national account expertise through his work on Agricore/United Grain Growers, Ambac, Cisco Systems, Del Monte Foods, First Data Corporation, FMR Corp/Fidelity Investments, Hospital Corporation of America, MBIA, Michelin North America, Mitsubishi International Corporation and Wal-Mart. Prior to joining Lockton, he was a member of senior management and director and global practice leader of enterprise risk for Swiss Re New Markets. Earlier, at Aon Corporation he was co-practice leader of the alternative financial products group, national practice leader of Japan Group America and global retail leader of Aon's enterprise risk consulting practice. Before joining Aon, he was senior vice president of the property and casualty and employee benefits operations at Willis Group, and president of the San Diego branch and also of the national accounts services division.

ADAM KLAUBER is director of equity research for Cochran Caronia Waller. He has over 15 years of experience in the financial services sector. Previously, he was an Equity Research Analyst at Nesbitt Burns Securities, Inc. His background also includes six years as an Insurance Industry Analyst at Duff & Phelps. Klauber has been named to the Wall Street Journal's All-Star team for stock selection in the property-casualty sector several times. He began his career as a Bank Examiner with the Federal Deposit Insurance Corporation. Klauber received a Bachelor of Science degree from Indiana University and a Master of Business Administration degree from Loyola University. He was awarded the CFA designation in 1993.

SUSAN MELTZER is the assistant vice president of risk management for Aviva Canada Inc. She began her career in insurance and risk management in 1975. She has performed the risk management function at a number of major corporations, including Canada Development Corporation, Bell Canada and Sun Life Financial. In 2006, she joined Aviva Canada Inc., where she holds the position of Assistant Vice-President, Risk Management. Meltzer has been active in the Risk & Insurance Management Society since 1983 in various capacities including service as the President of the Society for the 1999-2000 term. She currently represents RIMS on the board of the International Federation of Insurance and Risk Management Associations, holding the position of Chairman. She is the recipient of the 2001 Don Stuart Award for outstanding achievement in risk management and the 2005 Goodell Award for lifetime achievement in the field. Meltzer develops and presents workshops that constitute credits towards the RIMS Fellow designation. In addition, she has taught Risk Financing, Risk Control and Risk Management at the University of Toronto since 1987 and has been a Spencer "Risk Manager In Residence" at a number of major universities in the United States and Canada.

KATIE SCHOOL HIGHLIGHTS

- 2nd largest undergraduate major and minor in insurance and risk management program in the US
- London Market Study Tour training program
- Minority High School Scholars Academy for the Study of Actuarial Science/Insurance
- Redbird High School Risk Management Program
- Katie School Student Leadership Program
- Insurance Education Institute for High School Guidance Counselors
- Executive-on-Campus program
- Katie School Golf Classic
- Katie School Symposium
- Edmondson-Miller Endowed Chair
- Advisory Board of Insurance Executives
- Risk Manager in Residence program
- Insurance-related research and industry services
- Institute for Insurance Ethics
- Student internship program, domestic and international including London, Bermuda and Zurich
- Executive education and management development programs
- Gamma Iota Sigma insurance fraternity chapter
- Student involvement in industry conferences
- Spencer Educational Foundation Scholar recipients
- Anita Benedetti Student Involvement Program participants
- Angus Robinson Jr. Memorial Scholarship winners
- Association of Professional Insurance Women Scholarship recipients
- Over \$100,000 awarded in scholarships



REGISTRATION AND PAYMENT INFORMATION

(Please duplicate this form for group registration)

- Please register me/our group for the 16th Annual Insurance Executive Forum.
 - Individual fee – \$150 per person
 - Table of 10 persons – \$1250 per table

Organization

Mailing address

City

State

Zip

Telephone

Facsimile

E-mail

Name #1

Name #2

Name #3

Name #4

PAYMENT INFORMATION

- Check (payable to Katie School/Illinois State University) is enclosed.
- Payment is being processed (letter of intent to purchase order enclosed).
- This confirms my telephone registration. Check (payable to Katie School/Illinois State University), letter of intent, or purchase order is enclosed.
- Payment by credit card. Visa, MC, AMEX or Discover.

CANCELLATION POLICY

Cancellations received in writing or by telephone on or before October 10, 2006 will receive a refund of the registration fee less a \$25 processing fee. Refunds will be processed after the seminar.

After October 10, 2006, no refunds will be issued.

Attendee substitutions may be made at any time.

Please suggest a question for the panel _____

Please return this form to:
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