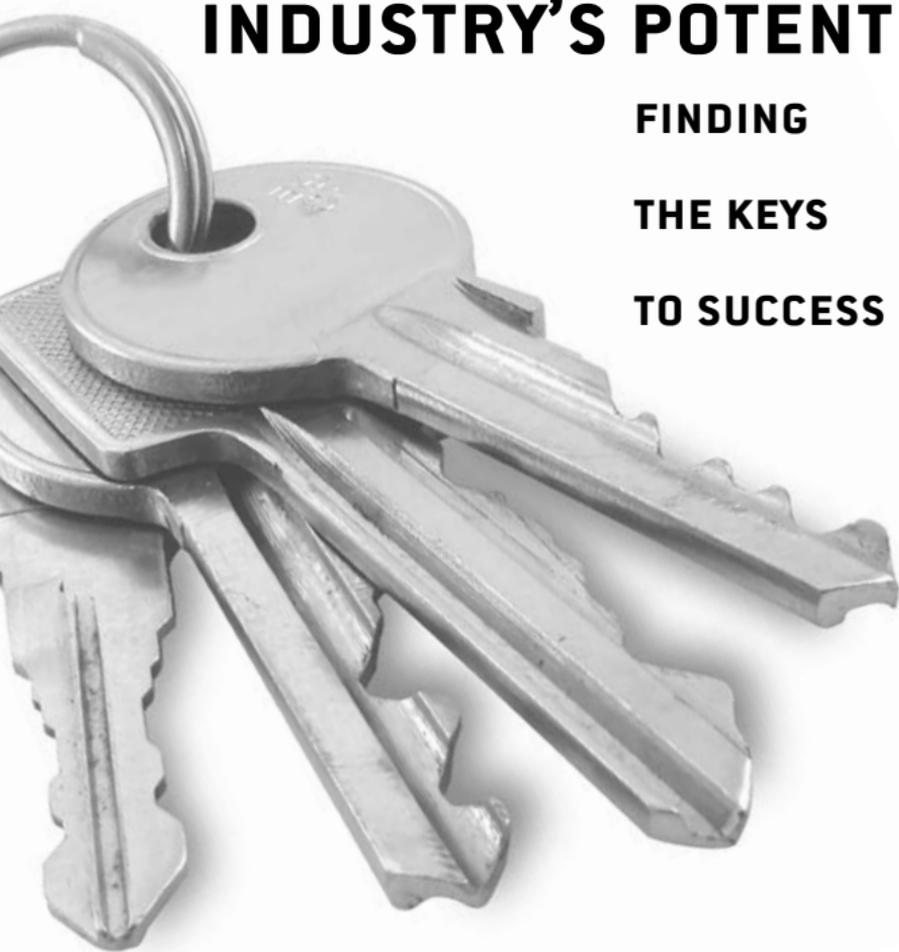


Illinois State University
**Katie School of Insurance
and Financial Services**

**17th Annual
Insurance Executive Forum**
Breakfast seminar for insurance
executives and risk managers

UNLOCKING INDUSTRY'S POTENTIAL

**FINDING
THE KEYS
TO SUCCESS**



**Tuesday, October 23, 2007
8-11 a.m.**

**Union League Club
65 W. Jackson Boulevard
Chicago**

Telephone (312) 427-7800

Program overview

The insurance industry plays a critical role in the economy, yet recognizing its full potential continues to be a challenge. Each year the industry faces change brought about by new opportunities and new challenges. How do some companies manage this change and find ways to maximize their potential and thrive in a challenging environment?

We invite you to join us as our panel of insurance industry executives discusses the major industry issues of the day and their strategies for success in an always-changing environment. The panelists, who represent different parts of the industry and bring varied perspectives to the discussion, will review the most significant developments in the industry and look ahead to the next challenges and opportunities over the horizon. Some of the issues to be addressed will include:

- What regulatory reforms are expected in the next 12 months and what impact would they have on the industry?
- How will the risk of terrorism be managed?
- How does the industry solve the issue of compensation?
- What strategies has the industry developed to respond to climate change challenges?
- What emerging risks are facing the industry and what is being done to address them?
- How does the industry improve its image?
- How can the insurance industry help organizations manage global political risk arising from the growing interdependence of the emerging and industrialized economies?
- How prepared is the industry for a pandemic, both in internal operations and to support its clients?
- Why does quality continue to be an issue and how will the industry respond as risk managers focus on quality improvement in their business practices and in their relationships with their service providers?
- As enterprise risk management becomes more pervasive, what role should the industry play in supporting its development?
- 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.



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 a.m. Closing remarks

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

Millicent Workman is director of training and education, International Risk Management Institute, Inc.

Speakers

Jim Gault is president and COO of the Brokerage Services Division of Arthur J. Gallagher & Co. He started his career in the insurance brokerage business in the summer of 1972 as a producer intern with Arthur J. Gallagher & Co., Chicago, and has been there ever since. Gault's career positions have included commercial property and casualty producer, area vice president, Chicago Branch, and building a commercial sales unit; vice president, national risk management sales; area president of the Arthur J. Gallagher White Plains, New York, branch office, and subsequently the Gallagher Branch Manager of the Year while there; president of the National Risk Management Sales Division; corporate vice president; executive vice president, Brokerage Services Division, and since 2002, president of this division and responsible for Gallagher's retail operations. He reports directly to CEO Pat Gallagher and is a member of the Executive Management Committee of Arthur J. Gallagher's Board of Directors. He holds a B.S./B.A. degree from Washington University in St. Louis.

Don Kramer, chairman and CEO of Bermudian reinsurer Ariel Re, has a long history in the re/insurance business. He was the vice chairman of ACE following its acquisition of Tempest Re, a company he founded. He previously served as founder, chairman, and initial CEO of NAC Re, a company he developed from an inactive shell. He has held numerous senior executive positions in insurance, banking, and investments as CEO, president, chairman, or general partner. He is a director of the National Benefit Life Insurance Company of New York (a subsidiary of Citigroup).

Claudia Temple is assistant treasurer of global risk management and insurance for Kraft Foods Inc. She earned Bachelor of Science degrees in occupational safety and organizational development from Illinois State University in 1984, and went on to earn an M.B.A. from Kellogg School of Management in 2002. She is a Certified Safety Professional (CSP) and started her career as a safety engineer for General Electric in 1985. Her risk management career started while at Borg-Warner Automotive and continued at Brunswick Corporation. She held the title of director, risk management, from 1996-2007. In March 2007, she moved to her current position. Temple is an active member of the Risk Management Society in Chicago and was named one of Business Insurance's "Women to Watch" in 2006. She is chair of the MAPI Risk Management Council, as well as a member of the ACE NY Advisory Board. During her career, she has played an active role in Washington, D.C., through the Labor Policy Association (LPA), and has represented the United States at the International Labor Association, a United Nations agency, in the area of safety standards development.

Mark Willis is executive vice president, Domestic Brokerage Group, for American International Group, Inc. (AIG). He is responsible for overseeing the field operations, including all regional offices and their territories, of the Domestic Brokerage Group, which markets property-casualty products and services to large, middle-market, and small businesses throughout the United States. In 1977, Willis joined AIG as an underwriter for AIG member company, New Hampshire Insurance Company. He became branch manager of the Des Moines, Iowa, office in 1982, and in 1987 was named Lansing regional officer of New Hampshire. After being named American International Companies Midwest (Chicago) regional vice president in 1992, he headed the Central U.S. Zone as senior vice president in 1995. He was appointed to his current position in 2002. Willis is a member of the Economic Club of Chicago and is on the Advisory Board of Executives of the Katie School at Illinois State University, the Max McGraw Wildlife Foundation's Research Committee, and the Boy Scouts of America's Chicago Area Council 118. He is a graduate of Iowa Wesleyan College and pursued his graduate studies at Drake University.

Katie School highlights

- Among the largest undergraduate programs in insurance and risk management in the United States
- London Market Study Tour Program
- Minority High School Scholars Academy for the Study of Actuarial Science/Insurance
- Redbird Risk Management Challenge for high school students
- 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
- Katie School Student Leadership Certification Program
- 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
- More than \$100,000 awarded in scholarships

Registration and payment information

(Please duplicate this form for group registration.)

Please register me/our group for the 17th Annual Insurance Executive Forum.

- Individual fee ... \$150 per person
- Table of 10 persons ... \$1,250 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 MasterCard American Express Discover

Cancellation policy

Cancellations received in writing or by telephone on or before October 9, 2007, will receive a refund of the registration fee less a \$25 processing fee. Refunds will be processed after the seminar. After October 9, 2007, no refunds will be issued. Attendee substitutions may be made at any time.

Form continued on back

Please suggest a question for the panel.

Please return this form to
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Katie School of Insurance
and Financial Services
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Normal, IL 61790-5490
Telephone: (309) 438-3021
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