

INNOVATION

RECOGNIZING OPPORTUNITIES AND FINDING SUCCESS



**KATIE SCHOOL
OF INSURANCE AND
FINANCIAL SERVICES**

Illinois State University

22ND ANNUAL INSURANCE EXECUTIVE FORUM

8-11 a.m., October 16, 2012 | Union League Club, Chicago

Breakfast seminar for insurance executives and risk managers

Program overview

For businesses, innovation can often be a key driver of success. Meanwhile, companies failing to innovate can find themselves left behind, losing ground to competitors in the face of economic or marketplace changes. Most companies say they have made innovation a top priority, yet many are unable to meet that goal. We invite you to join us as a panel of industry executives discusses the importance of successful innovation and the keys to recognizing and acting upon innovation opportunities, answering such questions as:

- Why is innovation important to a business?
- Where does a company find opportunities for innovation, and is the search for innovation a process that can be formalized in an organization?
- What can companies do to encourage successful innovation?
- What factors prevent companies from being successful innovators?
- What must companies do to ensure that innovative ideas are actually executed and become innovative products, services, or business methods?
- How does the insurance industry compare to others in the financial services sector in terms of innovation?
- Are there regulatory changes that could enhance the pace of insurance industry innovation?
- How does business globalization affect innovation efforts?
- What role can the insurance industry play in enhancing business innovation in other industries?
- What are insurance buyers seeking in terms of innovation from brokers and insurers?
- How do companies find, secure, and develop the talent necessary to make them successful innovators?
- Opportunity and risk are two sides of the same coin. What are the keys to managing the risks associated with innovation?

Schedule

- 7:30 a.m. Registration and coffee
- 8:30 a.m. Breakfast
- 9 a.m. Panel discussion with industry leaders and audience participation
- 11 a.m. Closing remarks

INNOVATION

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

Rodd Zolkos is senior editor for *Business Insurance*.

Speakers

John Goldwater is president and CEO of Berkley Net Underwriters, a member company of W.R. Berkley Corporation, and has more than 30 years of insurance experience. Holding a bachelor of business administration degree from The Peter J. Tobin College of Business' School of Risk Management, Insurance, and Actuarial Science at St. John's University, he started his career in commercial underwriting with Fireman's Fund Insurance Company. Along the way, he held a number of operational and leadership positions with national insurance carriers throughout the United States. In 1996, Goldwater was a founding leader in CyberComp, the first quote-to-bind Internet insurance application for small policyholders. After leading this business for GE Insurance, he joined W.R. Berkley and started BerkleyNet in 2006. BerkleyNet utilizes an automated underwriting approach and state-of-the-art technology to deliver workers compensation solutions to policyholders and insurance agents. He resides in the Northern Virginia area with his wife and family.

Kathleen M. Ireland is the director of global risk and insurance management of IBM, and has more than 25 years of industry experience. Her career began at brokerage firm Frank B Hall in Boston, acting as the risk manager for complex clients. In this role Ireland became experienced in risk identification and multi-line insurance from the brokerage side, as well as from the client's point of view. She spent five years in the international operation unit, including a 12-month overseas assignment where she designed international programs for U.S. multinational firms. She later specialized in the technology sector given the high-tech boom occurring at that time. She then joined Johnson & Higgins of Connecticut and was chosen as the international casualty lead when IBM outsourced its risk management department to J&H and Marsh in 1992. In 2005, Ireland joined IBM at their world headquarters where she reinstated global risk management within the firm as a CoE (Center of Excellence). She attended

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Hofstra University on a Fencing scholarship and graduated Magna Cum Laude with a bachelor of fine arts degree. She is a member of the Risk & Insurance Management Society and holds the professional designations of CPCU and ARM.

Jonathan E. Michael joined RLI in 1982 and has held various positions, including president and chief operating officer, executive vice president, and chief financial officer. He previously was associated with Coopers & Lybrand and is a CPA. In addition to being chairman of the RLI Corp. Board of Directors, Michael serves on the board of investment management software maker SS&C Technologies Holdings, Inc., as well as sunglass manufacturer Maui Jim, Inc. He is also on the Marshall County State Bank Board of Directors, is the first vice chair of the Property & Casualty Insurers Association of America Board of Governors, and is a member of Ohio Dominican University's Board of Trustees. Michael has been involved in various community activities for many years. He is vice chairman of the Easter Seals Foundation of Central Illinois Board of Trustees, member and past president of the OSF Saint Francis Medical Center's Community Advisory Board, a member of the Illinois Neurological Institute Advisory Board, and a member of Peoria's CEO Roundtable. Michael is a graduate of Ohio Dominican College in Columbus, Ohio.

Scott M. Wick serves as executive vice president and chief sales officer of Hub International Midwest Limited, a division of Hub International Limited. He began with Hub International in 2002 as an account executive in the Chicago office. His experience has been primarily with agri-business, energy, financial institutions, hospitality, and private equity. He began his insurance career at Sentry Insurance in Michigan and left as business products specialist. While at Sentry, he was responsible for premium acquisition and retention, field underwriting, and policyholder service. A graduate of the University of Wisconsin–Madison, Wick is also completing his M.B.A. from the University of Notre Dame Mendoza College of Business. He was All Big Ten performer in track and field, and helped lead his team to four Big Ten Championships. Wick and his wife, Megan, live with their son, Parker, in Chicago.

Katie School Highlights

- One of the largest undergraduate programs in insurance and risk management in the U.S.
- London Market Study Tour program
- Katie School Financial Regulators Program
- Katie School Golf Classic
- Katie School Insurance Executive Forum
- Katie School Symposium
- Spencer Educational Foundation Risk Manager in Residence Program
- Executive-on-Campus Program
- Advisory Board of Insurance Executives
- Institute for Insurance Ethics
- Edmonson-Miller Endowed Chair
- Insurance-related research and industry services
- Executive education and management development programs
- Redbird Risk Management Challenge for high school students
- Katie School Student Leadership Certification Program
- Minority High School Scholars Academy for the Study of Actuarial Science/Insurance
- Student internship program, both domestic and international, including London, Bermuda, Zurich, and Johannesburg
- 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
- The Council of Insurance Agents and Brokers (CIAB) FAME Scholars
- More than \$100,000 awarded in scholarships annually

Registration and payment information

(Duplicate this form for group registration.)

Register me/our group for the 22nd Annual Insurance Executive Forum

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Name(s), please label with a number

_____ attendee(s) at \$150 per person _____ table(s) of 10 at \$1,250 per table

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- Check (payable to Katie School/Illinois State University) is enclosed.
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Click on “Register for Katie School Events” on the home page.
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Cancellation policy

Cancellations received in writing or by phone on or before **October 2, 2012**, will receive a refund of the registration fee less a \$25 processing fee. Refunds will be processed after the seminar. **After October 2, 2012, no refunds will be issued.** Attendee substitutions may be made at any time.

Suggest a question for the panel

Return this form to

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