

AICP 22nd Annual Conference Schedule



RISING TO
NEW CHALLENGES

Time	L/H/A = L= Life, H=Health, A=Annuities	Property & Casualty, P&C	All L/H/A and P&C						
Saturday, October 3, 2009									
8:00 - 5:00	AICP 2008-2009 Board of Directors Meeting - Wildflower C								
1:00 - 4:00	Registration - Pre-Function Area								
Sunday, October 4, 2009									
8:00 - 5:00	Registration - Pre-Function Area								
11:00 - 11:30	Exhibitor Meeting - Grand Sonoran HI								
12:00 - 5:00	Exhibitor Set-up - Grand Sonoran FG								
1:00 - 1:45	Chapter Officers' Training – ALL CHAPTER OFFICERS (CURRENT & PREVIOUS) SHOULD ATTEND. Meet other Chapter Officers for the upcoming year and compare notes. Several members of the National Board of Directors will also be attending. - Grand Sonoran HI								
1:00 - 1:30	Session Moderator Meeting – ALL SESSION MODERATORS SHOULD ATTEND THIS SHORT MEETING. We'll not only go over specific duties, but will also discuss how to keep a session moving, meet timelines, and still leave time in your session(s) for Q&A. - Grand Sonoran JK								
2:00 - 3:15	1 L&H Q&A Part 1 - Saguaro East	2 P&C Q&A Part 1 - Saguaro West	3 Career Intensity (All) - Sonoran C						
3:30 - 4:30	4 L&H Q&A Part 2 - Saguaro East	5 P&C Q&A Part 2 - Saguaro West	6 Group Contracts 101 (L/H/A) - Sonoran A	7 Rate Filings 101 (P&C) - Sonoran B	8 Networking Tools (All) - Sonoran D				
4:45 - 6:00	FIRST-TIMERS MEET & GREET – First Time conference attendees are encouraged to attend this interactive and energetic networking session where you will get to know other attendees and learn your way around conference! - Sonoran JK								
6:00 - 8:00	Welcome Reception and Exhibitor Showcase. Silent Auction Begins. Compliance Puzzle #1 door prize drawings (MUST BE PRESENT TO WIN). - Sonoran FG								
Monday, October 5, 2009									
7:15 - 8:00	Breakfast/General Session/Opening Remarks and Announcements - "Top Ten Reasons to Attend Conference" drawing - Grand Saguaro Ballroom								
8:00 - 8:45	Keynote Speaker – Pamela Jett - Grand Saguaro Ballroom								
9:00 - 10:15	9 View From The Top – P&C Topics - Saguaro East			10 COLI, BOLI, IOLI/STOLI - The Good, the Bad, The Ugly (L) - Sonoran A	11 ERISA 101 (H) - Sonoran B	12 Networking Tools (ALL) - Sonoran C	13 Anti-Money Laundering (AML) Requirements (L&H) - Sonoran D	Exhibits Open 9:00 to 5:00	
10:15 - 10:30	Break – In Exhibitor Hall – Grand Sonoran FG								
10:30 - 11:45	14 View From The Top – L&H Topics - Saguaro East			15 Underwriting and Rating Factors - The Controversy (P&C) - Sonoran H	16 Audit Planning and Management (P&C) - Sonoran I	17 SERFF – Making the Most of your Paperless World (All) - Sonoran J	18 P&C ROUNDTABLE - Saguaro West		
12:00 - 1:30	Box Lunch – Grand Saguaro Ballroom								
1:45 - 3:00	19 Trends in Risk Classification - Life Insurance Products (L) - Sonoran J	20 Compliance Issues Regarding Unique Distribution Channels - Case Study; Marketing through Banks (L) - Sonoran K	21 P&C Product Management (P&C) - Sonoran A	22 CAT Fund Changes & The Property Insurance Market (P&C) - Sonoran B	23 Innovative Strategies to Measure, Report and Improve the Efficiency of an Ethics and Compliance Program (All) - Sonoran C	24 Hot Topics Life and Annuities (L&A) - Sonoran H	25 Hot Topics Personal Lines (P) - Sonoran I	26 L&H ROUND TABLE - Saguaro East	27 Communi cate, Lead, Succeed (All) - Sonoran D
3:00 - 3:15	Break – In Exhibitor Hall - Grand Sonoran FG								

3:15 - 4:30	28 Meet Your Regulators - L&H Regulator One-on-Ones - Saguaro East				29 Meet Your Regulators - P&C Regulator One-on-Ones - Saguaro West				
5:00 - 6:30	Regulator Reception – <i>By Invitation</i>								
5:00 - 6:30	Exhibitor Showcase. Compliance Puzzle #2 door prize drawings (MUST BE PRESENT TO WIN). - Grand Sonoran FG								
6:30 - 10:00	Gala Event – Get ready to be Salsafied southwestern style at our Gala Event. Outdoor seating and a wonderful band for your listening and dancing pleasure. Note: We know that some of you prefer a toned-down more low-key event, and we have set aside a “quiet room” for you to sit and chat with your colleagues and friends. The dessert room will include tables and chairs for those of you who would like to share some quiet time and still enjoy the Gala Event. - Ballroom Lawn								
Tuesday, October 6, 2009									
7:15 - 8:15	Breakfast/Remarks and Announcements. - Grand Saguaro Ballroom								
8:15 - 8:45	Keynote Speaker – Nevada Insurance Commissioner - Scott Kipper - Grand Saguaro Ballroom								
9:00 - 10:15	30 Advertising Compliance – Advanced Tools (L/H/A) - Sonoran A	31 Group Disability Income (H) - Sonoran B	32 Medicare Secondary Payor Reporting and Other Reporting Mandates (P&C) - Sonoran C	33 Bankruptcy 101: Your Insured Has Filed Bankruptcy. Now What? (P&C) - Sonoran D	34 Ethics In the Real World (ALL) - Sonoran H	35 Hot Topics - Health - Sonoran I	36 Hot Topics Commercial Lines - Sonoran J	37 P&C ROUNDTABLE - Saguaro East	Silent Auction Ends After Morning Break
10:15 - 10:30	Break – In Exhibitor Hall - Grand Sonoran FG								
10:30 - 11:45	38 Federal Healthcare Reform Initiatives (H) - Sonoran A	39 SEC Rule 151A – Equity Indexed Annuity Registration (A) - Sonoran B	40 Professional Liability 201 (P&C) - Sonoran C	41 Long Term Care Coverage (L&H) - Sonoran D	42 Planning Considerations in Re-engineering Policy Contracts (ALL) - Sonoran H	43 SERFF – PRL and So Much More (ALL) - Sonoran I	44 Bankruptcy 201: Claims Handling and Litigation Under the Bankruptcy Cloud (P&C) - Sonoran J	45 L&H ROUNDTABLE - Saguaro West	Exhibits Open 9:00 to 3:15
12:00 - 1:30	Lunch; President's Award and Lennon Award; Transfer of President's Gavel; Recognition of Current Board of Directors and New Board of Directors. Business Meeting – EVERYONE WELCOME! Please join us to discuss the business of our AICP. – Grand Saguaro Ballroom								
1:45 - 3:00	46 Suitability of Annuity Sales (L&H) - Sonoran K	47 Extraterritoriality (ET) (L/H/A) - Sonoran A	48 Market Conduct Under Pressure (P&C) - Sonoran B	49 "Batteries Not Included" – What To Do After the Big Purchase (ALL) - Sonoran C	50 Changes in Insurer Compliance in a Tight Economy (ALL) - Sonoran D	51 The Future of Insurance Regulation (ALL) - Sonoran H	52 ERISA 202 (A) - Sonoran I	53 Management Diversity Challenges (ALL) - Sonoran J	
3:00 - 3:15	Break – In Exhibitor Hall - Grand Sonoran FG								
3:15 - 4:30	54 Compliance Connections – Networking for Professionals (Life) - Sunset Terrace	55 Compliance Connections – Networking for Professionals (Annuities) - Sunset Terrace	56 Compliance Connections – Networking for Professionals (Health) - Sunset Terrace	57 Compliance Connections – Networking for Professionals (Personal Lines) - Sunset Terrace	58 Compliance Connections – Networking for Professionals (Commercial Lines) - Sunset Terrace				
4:45 - 6:00	Volunteer Recognition Social – <i>By Invitation Only</i>								
Evening	No Planned Activities – Free for Networking, Evening On-the-Town, Chapter Events								
Wednesday, October 7, 2009									
7:15 - 8:45	Breakfast/Closing Session - Grand Saguaro Ballroom								
7:15 - 8:45	Professional Designation Breakfast Reception — ACP, CCP and CE Awards (By Invitation) - Sonoran E								
9:00 - 10:15	59 Compliance Issues Relative to the Senior Market (H) - Sonoran A	60 Interstate Compact (L/H/A) - Sonoran B	61 P & C Trade Associations – Hot Topics (P&C) - Sonoran C	62 Specialty Products (P&C) - Sonoran D	63 Market Conduct Coordinators – A Day in the Life (ALL) - Sonoran H	64 Career Intensity (Repeat)(ALL) - Sonoran I	65 How to Do More with Less (ALL) - Sonoran J	66 Claims Compliance (P&C) - Sonoran K	
10:30 - 11:45	67 Extraterritoriality (ET) (L/H/A) Repeat - Sonoran A	68 Market Conduct (L/H/A) - Sonoran B	69 Document Retention – Best Practices (P&C) - Sonoran C	70 Hot Topics in Excess and Surplus Lines (P&C) - Sonoran D	71 Best Practices State Filings (ALL) - Sonoran H	72 Raising Compliance Awareness – Implementing a Successful Enterprise Wide Compliance Program (ALL) - Sonoran I	73 Agency Management and Compliance (P&C) - Sonoran J	74 Management Diversity Challenges (Repeat) (ALL) - Sonoran K	