

AICP New England Chapter 13th Annual Education Day

Session Descriptions

<p>Session 1 Life Hot Topics</p>	<p>Our distinguished panel of regulators and the ACLI will be on hand to discuss the hot topics affecting life insurance.</p> <p>Presented by: Mike Bartholomew, ACLI Ed Charbonnier, Massachusetts Maureen Hartsmith, New Hampshire Reginald Young, New Jersey</p>
<p>Session 2 Combined SERFF – Tips & Pointers</p>	<p>Roll up your sleeves for this nuts and bolts workshop full of tips and pointers from SERFF – whether its issues about EFT or questions on the latest SERFF rollout – you'll leave this session with more tools in your SERFF 'tool box'.</p> <p>Presented by: Kelly McCumber, NAIC</p>
<p>Session 3 P&C Hot Topics</p>	<p>Join our distinguished panel of regulators as they share with you the hot topics affecting property & casualty insurance.</p> <p>Presented by: Sheri Cullen, Massachusetts Frank Kimball, Maine Anne Marie Narcini, New Jersey Paula Pallozzi, Rhode Island Maryellen Sasseville, New Hampshire</p>
<p>Session 4 Combined Privacy</p>	<p>After an overview of the Massachusetts Personal Information Regulations (how they came about and might be changed) this session will move on to a focused and informative presentation on data security.</p> <p>Presented By: Jenny Erickson, LIAM Christine M. Santariga, Ropes & Gray</p>
<p>Session 5 Life Interstate Compact</p>	<p>Get the latest on the interstate compact from the IIPRC, with an insurer's perspective from the industry.</p> <p>Presented By: Charles Rapacciulo, IIPRC Andy Baron, Liberty Life</p>
<p>Session 6 P&C Surplus Lines</p>	<p>An historical and legal overview of surplus lines followed by the major issues affecting surplus lines today – including legislative changes.</p> <p>Presented By: Dan Brown, Sonnenschein Nath & Rosenthal Steve Stephan, NAPSLO</p>
<p>Session 7 Combined Making an Impression: Networking Strategies for Success</p>	<p>Networking has become an integral part of today's business world. Those that are skilled in business networking know how to make an impression on their contacts that is not only positive, but lasting. This workshop will review some of the best tips and tricks to improve your in-person networking skills. It will also teach you about how to be effective when networking online using sites such as LinkedIn and Twitter.</p> <p>Presented by: Jamie Freedman, Endicott College</p>

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Session 8 Disability Hot Topics	<p>Where's the fire? Find out as Mike Bartholomew, ACLI takes you through the current hot topics affecting group disability income insurance and it's not just about discretionary clauses.</p> <p>Presented by: Mike Bartholomew, ACLI</p>
Session 9 Life AML Legislation & Required Training	<p>LIMRA will provide a nuts and bolts session outlining specific steps a company can take to meet AML training requirements – especially producer training requirements.</p> <p>Presented by: LIMRA</p>
Session 10 P&C Bankruptcy	<p>What does bankruptcy mean for the policyholder and the company that insures them? This session explores the impact to both commercial and personal lines. Can you cancel a policyholder because of bankruptcy? Can you change the terms and conditions of a commercial risk at renewal? What about cancelling a policyholder for nonpayment of premium if they have filed for bankruptcy protection? Who should be paid a first party claim if a property is in bankruptcy? Get answers you need to manage the ever increasing economic downturn and the impact on your day-to-day business.</p> <p>Presented by: James McGinley, Edwards Angell Palmer & Dodge LLP</p>
Session 11 Combined Consumer Affairs & Complaint Management	<p>This session examines the best practices in complaint management and analysis from the perspective of consumer affairs regulators and company complaint managers. Get the straight talk on why proper analysis and management of complaint activity is an important tool for both market regulators and company complaint managers.</p> <p>Presented by: Maryanne Gay, Compliance Consultant Darlene Leary, the Hanover Anne Marie Narcini, New Jersey, Maryellen Sasseville, New Hampshire</p>
Session 12 Combined Financial Strategies and Market Update	<p>Review of last quarter market activity with discussion of the causes and future implications for both individuals and the economy in general.</p> <p>Presented by: David Olsen, Vice President Regional Planning Consultant, Fidelity Investments</p>