



Association
of Insurance
Compliance
Professionals

E-day 2009

Presented by:
Heartland Chapter
Of the

Association of Insurance
Compliance Professionals

www.aicp.net/chapters/heartland.cfm



Minneapolis 2009

Wednesday, April 22, 2009
Hilton Minneapolis/St. Paul Airport/Mall of America
Minneapolis, MN

AICP group room rate is \$149 plus taxes for reservations made **Date extended to March 31 !!**

Topics include: Interstate Compact, National Catastrophic Plan, Market Conduct, an update from the NAIC, SERFF*, Tracking New Laws and Regulations, Leadership Development, Life/Health Hot Topics including: Pension Protection Act update, Indexed Products (including recent, proposed regulatory changes) and Medicare Supplement.

- ♥ E-day will begin with registration and breakfast, followed by opening remarks and the keynote address, *Insurance Regulation in the New Administration*, by Gary Hernandez, Partner, Sonnenschein, Nath & Rosenthal, LLP.
- ♥ Our Luncheon Speaker will be the Hon. Commissioner Glenn Wilson, Minnesota Department of Commerce
- ♥ Joint and break-out sessions, as well as round-tables, will be offered throughout the day. Planned agenda follows the registration form.
- ♥ Insurance industry exhibitors and consultants will be available throughout the day to meet with you and demonstrate their premium products and services. If you are a vendor and would like to exhibit or you need additional information, please contact Terri Parker at tparker@american-equity.com.

| | <u>Members</u> | <u>Non-Members</u> |
|---|----------------|--------------------|
| Early Bird Registration Fee (received by April 3,) | \$110 | \$140 |
| Registration Fee (received after April 3) | \$140 | \$160 |

(includes Breakfast, Lunch and Refreshment Breaks)

Please complete and send your registration today as space is limited and all registrations need to be received by April 3, 2009 for the Early Bird rate.

Dress for Education Day is Business Casual.

Application for CE credit is pending.

*Note the previously-proposed SERFF ½-day training session will not be offered, due to lack of interest.

Please feel free to share copies of this registration form for others who may want to attend.

**Registration Form
Heartland Chapter
Association of Insurance Compliance Professionals
Education Day – April 22, 2009**

Registrant's Name: _____
Company: _____
Mailing Address _____
E-mail Address _____
Telephone number _____
Line of Business Property & Casualty Life/Health Both


Complete the following section if you have any interest in carpooling. You will be contacted with names of others expressing similar interest.

Yes! Please let me know of others in my area interested in carpooling!
I would drive ride If offering to drive – number of passengers you can take: _____
Date/time of arrival: _____ Date/time of departure: _____
Will carpool with others within _____ miles of _____ (insert address)

Registration Fee Early Bird (_____ by April 3, 2009) – Member 110.00 or Non-Member \$140.00
After 4/23/09 – Member \$140.00 or Non-Member \$160.00
 New Heartland Chapter member special offer (my paid AICP Membership application is enclosed)
Make checks payable to Heartland Chapter AICP.

↓ **Registration fees may also be paid via credit card by completing the box below.** ↓

Visa Master Card American Express
Card Number _____ Expiration _____
Cardholder Name: _____

 Signature _____ Date _____

Lunch: Buffet. Please indicate any dietary or other special needs: _____

Break-out Choices For the following break-out sessions, please indicate your workshop choice:
Session I: A. Interstate Compact Session II: A. Life/Health Hot Topics Session IV: A. Round Tables
 B. Nat'l Cat Proposal B. Market Conduct B. Leg/Reg Tracking

Speaker Questions Attendees are encouraged to submit questions for speakers ahead of time. Please be sure and indicate session number and/or speaker name. Attach additional pages as needed:

NOTE: Registrations may be made by e-mail (using credit card payment) or by USPS to the address listed below. Registrations will not be acknowledged until receipt of fees. Cancellations within 5 days of the event will not receive a refund.

Completed registration form and payment should be directed to:
Vickie Goodman, Assurity Life Insurance Company, 1526 K Street, Lincoln, NE 68508
Phone: (402) 437-4375/ Fax: (402) 437-3802/ E-mail: vgoodman@assurity.com

Please feel free to share copies of this registration form for others who may want to attend.

**Heartland Chapter Education Day 2009
April 21-22, 2009, Minneapolis, MN
Planned Schedule**

| | | |
|-------------|---|-------------|
| 7:30-8:00 | Registration and Breakfast Buffet | Joint |
| 8:00-8:10 | Opening Remarks | |
| 8:10-9:00 | Keynote Address | |
| | Insurance Regulation in a New Administration | |
| 9:10-10:05 | Session I - Breakouts | |
| | A. Interstate Compact Update | Life/Health |
| | B. National Cat Proposal Discussion, ProtectingAmerica.org | P&C |
| 10:05-10:20 | Break | |
| 10:20-11:15 | Session II - Breakouts | |
| | A. Hot Topics in Life & Health: Indexed Annuities, Medicare Supplement Changes and the Pension Protection Act | Life/Health |
| | B. NAIC Market Conduct Initiatives | Joint |
| 11:25-12:45 | Luncheon and Business Meeting | Joint |
| 12:15-12:45 | Luncheon Keynote - Minnesota Insurance Commissioner | |
| 12:55-1:30 | Session III - Joint | |
| | NAIC/ SERFF Update | Joint |
| 1:40-2:35 | Session IV Breakout | |
| | A. Minnesota Round Tables, SERFF and Compact | Joint |
| | B. Tracking and Implementing New Laws and Regulations | Joint |
| 2:35-2:50 | Break | |
| 2:50-3:45 | Session V - Joint | |
| | A. Leadership: Lessons from the Past - Vision to the Future | Joint |
| 3:45-4:00 | Closing & Drawing | |

The Heartland Chapter extends a HEART-felt Thank You to these sponsors and exhibitors. Without their support, E-day would not be possible!



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Our Keynote Speakers

Keynote Address –

Insurance Regulation in a New Administration

Gary Hernandez, Partner

Sonnenschein, Nath & Rosenthal, LLP



Luncheon Keynote –

Update from the Minnesota Department

Glenn Wilson, Commissioner –

Minnesota Department of Commerce



Breakout and Joint Session Descriptions

Interstate Compact Update – There have been a number of changes with the Compact in the last year: new standards, new fee rules, new industry experiences. Plan to attend this informative session and hear first hand from those involved with these new changes. Our panel of experts includes representatives from the Industry, State and IIPRC. The panel will describe their experiences with all aspects of the Compact, current issues, and will answer all your tough questions.

David Morris, IIPRC; Brian Pennington, Minnesota Department of Commerce; Sean Cox, First Consulting & Administration, Inc.

ProtectingAmerica.org Cat Proposal and Discussion – The insurance industry's concern regarding the frequency and magnitude of catastrophic [cat] losses is not new, but being able to attend a session led by the National Director of ProtectingAmerica.org at an AICP event is! Edward Collins will discuss the problem, the challenges, and the solution.

Edward Collins, ProtectingAmerica.org

Hot Topics in Life & Health: Indexed Annuities, Medicare Supplement Changes and the Pension Protection Act – The life, health and annuity industries have several high-profile issues developing in 2009. Specifically, indexed annuities' regulatory status is coming to a head after four years of uncertainty. The Pension Protection Act of 2006 (PPA) includes several new incentives that are expected to trigger a new wave of life/LTC and annuity/LTC combination products this year. Proposed changes to Medicare supplement plans are a hot button for nearly every state in the nation.

Julie Lee, Minnesota Department of Commerce; Sheryl Moore, Advantage Group Associates, Inc.; Amy Pahl, Milliman, Inc.

This session will cover:

- An update on industry changes since the SEC's Rule 151A for indexed annuities
- Indexed annuity product and regulatory changes, as well as insight on sales trends
- Clarification on, and changes to, the tax treatment of combination plans addressed in the PPA
- Combination life and annuity design considerations, and issues that companies may face when filing these products
- Proposed changes to Minnesota's Medicare Supplement legislation

NAIC Market Conduct Initiatives – This session will include an overview of the 2009 Market Regulation and Consumer Affairs (D) Committee structure and updates on key initiatives like the centralization of the Market Conduct Annual Statement (MCAS) data; the proposed Market Regulation Accreditation Program; and the Market Actions (D) Working Group's (MAWG's) oversight of the collaborative examination process.

Craig L. Leonard, NAIC

NAIC/SERFF Update - NAIC and SERFF share the spotlight in this session! SERFF will provide us with an overview of the Response Redesign. Learn about current NAIC regulatory initiatives that impact the insurance industry – market conduct regulation, speed to market for insurance products, and streamlining producer licensing to reach complete reciprocity and regulatory modernization.

Eric Nordman, NAIC; Kelly McCumber, SERFF

| | |
|--|---|
| <p>Roundtable With The Regulators – YOU told us you wanted access to Minnesota regulators – here is your chance! Each table will represent a Minnesota line of insurance, WC, P&C and L&H. And there’s more – SERFF and the IIPRC will be available, too! This roundtable session is a little different in that the tables are not by state. Space is limited, so we ask that you be considerate of others waiting to participate.</p> | <p>Minnesota Department of Commerce: Bob Boyce [P&C], Julie Lee [L&H], Tammy Lohmann [WC], Joni Proffitt [P&C]; Minnesota Workers Compensation Insurance Association: Bruce Tollefson; SERFF: Kelly McCumber; IIPRC: David Morris</p> |
| <p>Tracking and Implementing New Laws and Regulations -Keeping up with the ever-changing regulatory and legislative environment is a challenge for any compliance professional. Attend this session to learn about proven strategies and products that can help your company better manage the process.</p> | <p>Daryl James, Wolters Kluwer Financial Services; Monica Murray, Thomson Reuters</p> |
| <p>Leadership: Lessons from the Past - Vision to the Future – Not everyone is born with the same ability to lead. Different personal characteristics can help or hinder a person’s leadership effectiveness. However, you CAN develop your leadership effectiveness. Learn tools and techniques on how to develop and improve your leadership style and abilities.</p> <p>This is an updated session to a similar session held in Atlanta at National Conference. If you were there, the Atlanta session ran out of time – there is so much more information that will be available at E-Day!</p> | <p>Dave Milligan, American Equity Investment Life Insurance Company</p> |

Hilton Minneapolis/St. Paul Airport/Mall of America



Local Directions to the Hotel

In the Bloomington area, take Interstate 494 to 34th Avenue; exit onto 34th Ave and go south one block to American Boulevard East. Turn left (East) onto American Boulevard East. The hotel is located approximately three blocks down on the left side - across from the entrance to the Minnesota Valley National Wildlife Refuge.

Create your own customized directions using the tool from the hotel web site:

http://www1.hilton.com/en_US/hi/hotel/MSPAHHF/directions.do#localairports