

CICA

CAPTIVE INSURANCE COMPANIES ASSOCIATION

2012 | INTERNATIONAL CONFERENCE

Celebrating

40 years

of Captive Industry Leadership

PLAN NOW to attend the premier annual conference and tradeshow for professionals who own, manage or provide services to captives and risk retention groups.

MARCH 11-13, 2012

WESTIN KIERLAND RESORT | SCOTTSDALE, ARIZONA

www.CICAworld.com

The *only* domicile-neutral captive insurance association.

Celebrating 40 Years of Captive Industry Leadership



For 40 years, CICA's domicile neutral international conference has delivered educational programming that delivers true business intelligence for captive industry professionals and provides opportunities to connect and share ideas with peers. Whether you are a seasoned professional or brand new to captives and risk retention groups, CICA is all about you-and the business of alternative risk insurance. There's no better place to get up-to-the-minute information.



WHO ATTENDS?

CICA attracts the perfect balance of captive owners, potential captive owners, captive managers, risk managers, domicile regulators and service providers. In fact with the greatest percentage of captive representatives of any industry conference-it's the best forum for peer-to-peer interaction. If you are involved in captives or considering it, this event is for you.



CICA'S EXHIBIT AREA

Captive-Focused, Domicile Neutral

From the Opening Reception until the end of the conference, the CICA Exhibit Area is the center of it all. This is the place where top captive insurance service providers and domiciles meet with top captive owners and managers. The friendly, welcoming atmosphere makes the CICA Exhibit Area especially valuable and unique. CICA makes it easy for you to make connections with the people who can help you and your captive thrive.



2011 EXHIBITORS

(as of 11/14/11)

Advocate Reinsurance Partners, LLC
Aon Captive & Insurance Management
Atlas Insurance Management
Beecher Carlson
Bermuda Insurance Development Council
BNY Mellon
Butterfield
BVI International
Finance Centre
Comerica Bank
Crawford & Company
Imperial PFS
Interstate
Invest Barbados

Liptz & Associates, Inc.
Marsh Captive Solutions
Munder Capital Management
Office of the Commissioner of Securities and Insurance, Montana
Pinnacle Actuarial Resources, Inc.
Saint Lucia IFC
Sedgwick CMS
SIGMA Actuarial Consulting Group, Inc.
Spring Consulting Group, LLC
State of Vermont
Ward & Federman
Vanguard

CONFERENCE AGENDA

The full conference agenda can be found online at CICAworld.com

Sessions are identified as 101=Beginner • 201= Intermediate • 301= Advanced

SUNDAY, MARCH 11

11:00 am–8:00 pm
Conference Registration

10:00 am–5:00 pm
Exhibitor Set-Up

12:30 pm–tee-off
Golf Tournament
Sponsored by State of Vermont

12:30–4:00 pm
Los Cedros-Arabian Facility Tour

2:00–5:00 pm
Tennis Mixer

6:30–8:00 pm
Opening Networking Reception in Exhibition Area
Sponsored by BVI International Finance Centre

MONDAY, MARCH 12

7:30–8:30 am
Networking Breakfast in Exhibit Area

8:45–10:30 am
Opening General Session with Awards Presentation and Featuring Keynoter Ross Shafer



Ross Shafer is a six-time Emmy Award-winning comedian, writer and network TV host. He is the author of four business books (Nobody Moved Your Cheese,

The Customer Shouts Back, Are You Relevant, and Grab More Market Share). Ross will highlight case studies that illustrate the key qualities leaders must have to be competitive in today's business world. You are guaranteed to laugh, be inspired to trust your gut and fulfill your own potential.

10:45 am–12:00 pm
Captive Owners Only Forum
Captive Managers Only Forum

12:00–1:15 pm
Networking Lunch in Exhibit Area
Sponsored by Wells Fargo Bank, N.A.

1:30–2:45 pm
▶ Nonadmitted and Reinsurance Reform Act of 2010 – Ramifications for Captives and Surplus Lines–301

▶ Captive 101 – Back to the Basics with Captive Industry Leaders–101

▶ Avoiding Disasters with Captive Insurance Planning–201

2:45–3:15 pm
Exhibit Area Networking Break

3:15–4:30 pm

▶ The Global Regulatory Environment and the Impact on Solvency II–301

▶ RRGs from Multiple Perspectives–201

▶ Captive Taxation: It is Not What You Know, but What You Don't Know That Can Hurt You–101

5:30–7:00 pm
Networking Reception in Exhibit Area

TUESDAY, MARCH 13

7:30–8:30 am
Networking Breakfast in Exhibit Area

8:30–9:45 am

▶ Utilizing Captive Best Practices to Avoid Common Mistakes and Drive Positive Results–201

▶ Looking Back and Looking Forward-Annual Accounting and Auditing Update–201

▶ The Realities of the 2012 CICA Captive Market Study, formerly the Fronting Survey–201

9:45–10:15 am
Exhibit Area Networking Break

10:15–11:30 am

▶ A Healthy Midsection: Middle Market Captive Opportunities and Options–201

▶ Health Insurance Opportunities for Captives-the Next Frontier–301

▶ Utilizing Captives for Advanced Art Solutions–301

11:30 am–12:45 pm
Networking Lunch in Exhibit Area

12:45–2:00 pm

▶ Why Risk Managers Should Focus on Employee Benefit Liabilities–201

▶ Taxation of Segregated Accounts, "The Good, the Bad and the Unknown"–201

▶ What is Rare, Short Tailed, and Offers Good Protection? Property Insurance Written in a Captive–201

2:15–3:30 pm

▶ Tax Update: Captives Under Siege or Business as Usual?–301

▶ Member Modeling: The Best Member Retention Strategy–201

▶ Instant Karma: What Happens at the End of the Self-Insurance Life Cycle?–301

3:45–5:00 pm

▶ Board Governance: Thorough Board Education Impacts Captive Results–101

▶ Investment Management: Wisdom and Wine, Blends and Trends–201

▶ Implementing Multiple Captives Into a Global Program–301

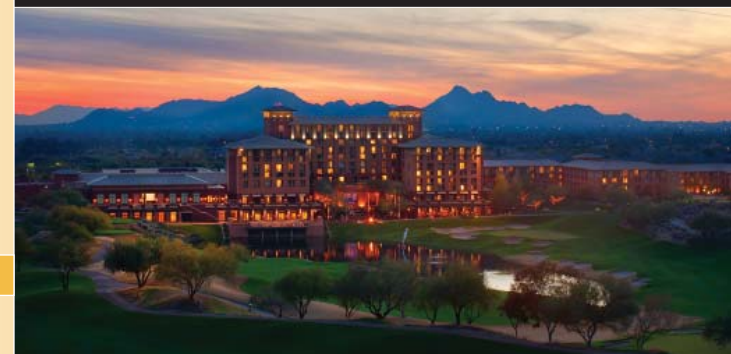
5:00–6:30 pm
Tuesday Networking Reception



HOTEL

Westin Kierland Resort

6902 E. Greenway Parkway | Scottsdale, Arizona 85254



CICA's special room rate of \$289 per night is available from March 9-15, 2012. Reserve your room online at CICAworld.com or by calling the hotel directly toll-free at (800) 354-5892.

To receive the discounted group rate, individuals must indicate that they are part of the **Captive Insurance Companies Association** and make reservations no later than **Friday, February, 17, 2012**. After this date, the group room rate will increase based on availability. **Reservations must be cancelled 14 days prior to arrival to avoid being charged (1) night room and tax. The hotel will charge one night's room & tax to credit cards when making reservations in order to hold the reservation. Book your room today, the hotel will sell-out!**



EXHIBIT & SPONSORSHIP OPPORTUNITIES

CICA is the best place to reach captive and risk retention group professionals...decision-makers who are keenly interested in your products and services. Prime booth location and sponsorship opportunities are available. Contact CICA at 952-928-4655 or visit CICAworld.com



MAKE VALUABLE CONNECTIONS

Conference registration includes:

- ▶ Unparalleled Educational Sessions
- ▶ Networking Breakfasts and Lunches
- ▶ Access to CICA Exhibit Area
- ▶ Evening Networking Receptions



FIRST TIMERS SAVE ON REGISTRATION

CICA wants to make sure you're successful...and to see you in Scottsdale. So if you've never attended the CICA International Conference before, take advantage of super discounted registration rates exclusively for you. See CICAworld.com for details.



CICA MEMBERS SAVE \$\$\$

CICA members save more than 40% on conference registration and get many more valuable benefits. More importantly, CICA members are among the leaders who make a difference for captive insurance and risk retention groups. **Shouldn't you join?** Visit CICAworld.com for more information.

THANK YOU 2012 SPONSORS

(as of 11/14/11)

GOLD



SILVER



BRONZE



CICA
4248 Park Glen Road
Minneapolis, Minnesota 55416 USA

High Profile Sponsorship and Exhibit Opportunities are still available.
See CICAworld.com for details or call CICA at (952) 928-4655.

REGISTRATION—REGISTER BY 2/17/12 TO SAVE!

ATTENDEE REGISTRATION

BEFORE 2/17/12 AFTER 2/17/12

Captive Owner, Captive Manager, Risk Retention Group

CICA Member	\$450	\$600
Non-Member	\$1,050	\$1,150

Service Provider

CICA Member	\$1,325	\$1,475
Non-Member	\$2,800	\$2,900

First-time Attendees

CICA Member	\$200	
Non-member	\$675	
Service Provider—Member	\$1,075	
Service Provider—Non-member	\$2,250	

Government Representatives

Government representative from a domicile	\$275	\$325
Media	No Charge	

EXHIBITOR REGISTRATION (INCLUDES ACCESS TO ALL EVENTS)

1st Exhibitor	Complimentary with Booth	
2nd or 3rd Exhibitor	\$950/per person	\$1,000/per person

Networking Events (Held on Sunday, March 11th)

- ▶ Golf Tournament—\$250 (includes green fees, cart, box lunch, giveaways and prizes)*
- ▶ Tennis Mixer—\$25**
- ▶ Los Cedros-Arabian Facility Tour—\$60**

*Events are for conference registrants only.

**Guests are welcome. Activity registration and fee required.

For full conference details or to register,
visit CICAworld.com or call (952) 928-4655