

March is CICA Time...

**Captive Insurance
Companies Association**

4248 Park Glen Road
Minneapolis, MN 55416

March 8-10, 2009

Hyatt Grand Champions Resort & Spa
Indian Wells, California



The Right Conference at the Right Time

It makes good business sense to learn the strategies and make the connections you need in the captive and risk retention group arena to weather the storm of economic turmoil and stay on the course for success. CICA makes staying up-to-date and connected simple with targeted education and networking that you simply cannot get anywhere else.

Why choose the CICA International Conference?

- **It's captive-specific.**
With CICA's intimate setting, it's easy to network with your peers in the captive community.
- **It's domicile-neutral.**
Meet with experts from domiciles all over the world.
- **It's early in the year.**
Get the tools and information you need to take action in 2009.
- **It's the place to connect.**
Meet with top service providers and like-minded professionals who can help you be more successful and guide you through this challenging economic cycle.

www.CICAworld.com

2009 CICA International Conference

Weathering the Storm— Captive Contributions

March 8-10, 2009

Hyatt Grand Champions Resort & Spa
Indian Wells, California

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

CICA

CAPTIVE INSURANCE COMPANIES ASSOCIATION

The *only* domicile-neutral captive insurance association.

www.CICAworld.com

Weathering the Storm: L

Do you know what it will take to weather the storm of this tumultuous economy and credit crunch? How will President Obama's tax program impact the future of captives? Come exchange ideas and solutions with experts in the alternative risk arena...the CICA International Conference is the place for answers. Learn the strategies and make the connections you need to keep your business—and your career—on course for success. Find out what works, what's being done and hear about upcoming trends and issues...including what you need to know about tax and regulatory issues, reinsurance, thriving in a down economy and much more.

Now, more than ever, staying up-to-date and connected is an absolute must. Whether you are a seasoned professional or brand new to captives and risk retention groups, can you afford to miss this important opportunity to learn and network with the best?

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. Shouldn't you be there?



Opening General Session | Monday, March 9

Leading through Tough Times: Innovation, Technology, Execution



Robert L. Crandall,
Former Chairman
and CEO of
American Airlines

Robert Crandall, former Chairman and CEO of American Airlines, is best known for revolutionizing the travel industry. During his tenure, he was considered by many as the most creative, respected and controversial executive in modern aviation. This trailblazer will share his words of wisdom on leading through adversity. The timing could not be better!

In addition to this keynote address, the opening session also features brief comments from CICA's President and Board Chair, granting of ICCIE Certificates, and presentation of the 2009 CICA Distinguished Service Award and the 2009 Outstanding Captive Award. Plan to be there for these exciting and inspiring presentations.

Earn, Network, Succeed

Make Valuable Connections

In addition to the unparalleled educational sessions, CICA is renowned for its phenomenal networking opportunities. You'll meet your colleagues and friends at these events...

- **Two breakfasts** let you start your day by talking with the people who understand your business.
- **Lunches in the CICA Exhibit Hall** give you the opportunity for informal discussions with the people you meet in morning sessions.
- **Evening receptions** help you unwind, coordinate dinner plans and build relationships that can last throughout your career.
- **Optional pre-conference activities**—golf tournament and tennis mixer, golf clinic or Living Desert Tour—give you fun, informal ways to renew business relationships and make new ones.

Schedule-at-a-Glance

SUNDAY MARCH 8, 2009

9:30-10:45 am
Special Pre-Conference Sessions

12:30 pm tee-off
Golf Tournament*

2:00-5:00 pm
Golf Clinic**

2:00-5:00 pm
Tennis Mixer**

2:00-5:00 pm
Living Desert Tour**

6:30-8:00 pm
Opening Networking Reception in the Exhibit Area

MONDAY MARCH 9, 2009

7:30-8:30 am
Breakfast in the Exhibit Area

8:45-10:45 am
Opening General Session
Featuring Keynote
Robert Crandall and
Awards Presentation

11:00 am-12:15 pm
Education Sessions

12:15-1:30 pm
Lunch in the Exhibit Area

1:45-3:00 pm
Education Sessions

3:10-4:30 pm
Education Sessions

5:15-7:00 pm
Networking Reception
in the Exhibit Area

TUESDAY MARCH 10, 2009

7:30-8:45 am
Breakfast in the Exhibit Area

8:45-10:00 am
Education Sessions

10:15-11:30 am
Education Sessions

11:30 am- 12:30 pm
Lunch in the Exhibit Area

12:30-1:45 pm
Education Sessions

5:00-6:30 pm
Closing Networking Reception

WEDNESDAY MARCH 11, 2009

11:00 am-7:00 pm
Indian Wells ATP
Masters Series and
Sony Ericsson WTA Tier 1
Tennis Tournament **

**Event is for conference registrants only. Activity registration and fee required.
**Guests are welcome. Activity registration and fee required.*

Questions? Call 952-928-4655

Weathering the Storm—

Conference Program

PRE-CONFERENCE SESSIONS

Sunday, March 8

9:30-10:45 am

Captives 101

Designed for captive rookies and veterans alike, this perennial favorite covers the vital basics about captives. Special bonus: session attendees receive a complimentary copy of CICA's *Captive Overview* publication.

Risk Retention Groups 101

In one of the fastest-growing sessions in recent years, find out what options exist within the risk retention group arena as well as important factors to provide maximum value.

Healthcare Captives

Get the latest from a panel of health care captive experts as they discuss how to position health care captives for a change in the market place as rates level and start to increase, with a focus on enhancements that may offset rising prices, i.e., a dual towers approach to limits, batch coverage, and other broader health care policy terms and conditions. **Speakers:** *Scott Beckman, Vice President-Risk Management, Advocate Health Care Network; and others*

CONFERENCE SESSIONS

Monday, March 9

8:45-10:45 am

Opening General Session

Leading Through Tough Times:

Innovation, Technology, Execution

Featuring a keynote address with Robert Crandall, former Chairman and CEO of American Airlines, as well as awards presentations.

11:00 am-12:15 pm

Jungle Risk Management:

Risk Lessons from the African Bush

Using examples from his book, *Jungle Risk Management*, Cruywagen has developed a unique presentation on how animals in the African bush manage their risks (or not) to avoid becoming prey and how these risk strategies relate to businesses. **Speaker:** *Gert Cruywagen, Corporate Risk Manager, Sappi Ltd.*

1:45-3:00 pm

Regulation: What Can We Expect?

Regulation has become even more important to captive owners as the NAIC reaches out, the DOIs face budget cuts and the Europeans are pushing Solvency II. Gain important insights as the panelists share their views and answer your questions on this timely topic. **Speakers:** *Charles Cohen, Attorney, Barger & Wolen, LLP; Skip Myers, Managing Partner, Morris, Manning & Martin, LLP*

CICA's Best Practices Follow-Up

At last year's Conference, CICA unveiled its *Captive Best Practices Guidelines*—a document compiled by industry experts and regulators to help captives align themselves with the business of their parent company or owners, develop good corporate governance to control and direct the management of their captive, and comply with regulatory requirements of their governing domicile. This year's session will review how captives have used the *Captive Best Practices Guidelines* and discuss how to move forward with improving or expanding the *Captive Best Practices Guidelines*.

Speaker: *Karin Landry, Managing Partner, Spring Consulting*

Using your Captive as a Behavior Modification Tool

Find out how leading U.S. health systems have used their captives to drive change in the behaviors of providers including nursing and medical staff members. Panelists will explain the unique features of their programs, including how they are designed to improve loss experience and enhance the system risk management program by making the captive a focal point in driving change. Plus, learn about the challenges they faced during the implementation and operation of these programs. **Speaker:** *Jay Waters, Vice President, Insurance & Risk Management, University Hospitals*

3:10-4:30 pm

Employee Benefits Update

As businesses continue to look for cost savings, the interest in placing employee benefit plans in a captive insurance company continues to grow. This session examines recent developments in placing employee benefit plans in a captive insurance company, how to build the business case for doing so, and explores the issue of whether the costs savings are real.

Speakers: *Michael Scott, Manager, International Insurance, Archer Daniels Midland Company; Peter Joy, Executive Vice President, Aon Insurance Managers*

Captive Reinsurance Characteristics—How to Tame the Unique Animal

This session is designed to help you better understand how reinsurance markets analyze risk. What are the unique characteristics of captive reinsurance and how should they be managed in order to obtain optimum reinsurance protection? What's the potential impact of recent regulatory changes and their effect on reinsurance credit exposures? Get the answers to these questions and more in this comprehensive session.

Speakers: *Bill Hodson, Vice President, Axiom Re, Inc.; Mike Petrocik, Vice President & Chief Actuarial Officer-Specialty Markets, Munich Reinsurance America; Garry Coulter, Executive Vice President, USA Risk Intermediaries*

Captive Contributions

Your Captive Business Plan: How and When to Write, Update or Revise One

Captive insurance companies exist in a world of flux while confronting powerful internal and external market dynamics. In these revealing case studies, you'll find out how, by continually redesigning their captive business plans, these captives have optimized their ability to respond to the complicated threats and opportunities inherent in today's risk financing industry.

Moderator: Michael Murphy, Sr. Managing Director, Beecher Carlson **Speakers:** Tony Benedetto, Chief Executive of Assurance Services, National Association of Social Workers Insurance Company; Drew McGillin, Risk Manager, Subaru; Skip Myers, Managing Partner, Morris, Manning & Martin, LLP

Tuesday, March 10

8:45-10:00 am

New Data! CICA Fronting Survey

CICA has widened the scope of its annual survey to include employee benefits, expanded financial information and enhanced the details based upon the answers provided by captive owners throughout the industry. Learn how your captive measures up. **Speakers:** CICA Fronting Survey Committee members

Small and Medium Sized Captives: Risk Management, Tax and Wealth Transfer Benefits

The continuing soft market combined with the recent credit crisis has resulted in a significant overall decrease in new captive formations. However, growth in captive solutions focused on the small to mid-size organizations has remained steady. Why? Creative structures, increased efficiency and greater IRS clarity have made captives a viable option for many organizations previously deemed too small. Attend this session and learn about the unique risk management, tax and wealth transfer benefits and pitfalls to watch for when forming and operating a "mini" captive. **Speakers:** Joel Chansky, Principal & Consulting Actuary, Milliman USA, Inc.; Stewart Feldman, CEO, Capstone Associated Services; Patrick Theriault, Vice President & Managing Director, Wilmington Trust SP Services, Inc.; Anne Marie Unger

The Changing Face of Healthcare Captives

Healthcare captives continue to evolve through market softening, budget tightening and increased risks. Faced with a shortage of nurses, advancing technology and the commercialization of healthcare, captive owners must be aware of these challenges and consider ways to deal with them. Learn strategies in the informative session.

Speaker: David Mair, Director, Client Relations, MEDEX Global Group

10:15-11:30 am

Captive Owners Special Forum

Attendance is limited to captive owners only. This popular session is the ideal forum for candid dialogue among captive owners about their day-to-day challenges and how captives are being used to increase value and success.

Moderator: Mike Lusk, Corporate Vice President, Archer Daniels Midland Company and CICA Board Chair

Service Providers Special Forum

Attendance is limited to service providers only. This session features an open dialogue between CICA leaders and service providers. This is your chance to exchange ideas and discuss longer term strategies to enhance the value of the CICA to service providers. **Moderator:** Claude Parenteau, President, Parenteau Associates, LLC and CICA Board Vice Chair

12:30-1:45 pm

Tax Issues...Now and Later

Hear one of the leading captive tax practitioners in the industry discuss current and potential issues affecting your captive's tax status. How will President Obama's tax program impact your captive's future? Will onshore or offshore domiciles benefit? What issues are IRS field agents raising in captive audits? Session topics include business risk vs. insurance risk, satisfying unrelated risk and brother/sister risk distribution requirements, cell/rent-a-captive taxation and federal excise tax developments. **Speaker:** Tom Jones, Partner, McDermott Will & Emery, LLP

Domicile Selection/Managing Captives in Multiple Domiciles

The number of organizations with multiple captive programs has significantly increased due to the globalization of the commercial and insurance markets, mergers and acquisitions and the expanding use of captives for employee benefits. Gain insights from captive experts and risk managers as they share their experiences with the administration of multi-captive programs in multiple domiciles. Learn their approach to assure operational efficiencies and how to avoid duplication of duties.

Speakers: Richard Christensen, Senior Manager, Vehicle Service Contracts, Nissan Global Reinsurance; Alicia Miller, Sr. Vice President, Beecher Carlson Insurance Services, LLC; Michael O'Malley, Managing Director, Strategic Risk Solutions, Inc.

Effective Claims Management

Every captive is unique, however, each shares the need to manage loss costs in order to achieve optimal financial results. This beneficial session explores the partnership between the captive and its claims management company relative to claims settlement philosophy, use of technology and the approach to litigation management.

CICA's Exhibit Hall— Captive-Focused, Domicile-Neutral

From the Opening Reception until the end of the conference, the CICA Exhibit Hall 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. But it's the friendly, welcoming atmosphere that makes the CICA Exhibit Hall especially valuable and unique. CICA makes it easy for you to make connections with the people who can help you and your captive be more successful.



CICA's attendees experience and appreciate networking at its finest in the exhibit hall.

Exhibitors

as of Nov. 24

AAM
Aon Insurance Managers (USA) Inc.
Atlas Insurance Management
Bank of Bermuda, Member HSBC Group
Beecher Carlson Insurance Services
Bermuda Insurance Market
British Virgin Islands
Business Insurance
Butterfield Bank
Citadel Reinsurance
Concord Advisory Group, Ltd.
Crawford & Company
DC—Department of Insurance
Delaware Department of Insurance
Delphi Technology, Inc.
EFG Bank Cayman
Hawaii Captive Insurance Council
Insurance Managers Association of Cayman
Intercontinental Captive Management
Company, Ltd.
Liptz & Associates, CPAs
Marsh Captive Solutions
Pinnacle Actuarial Resources, Inc.
Prime Advisors, Inc.
Risk and Insurance Management Society (RIMS)
St. Lucia IFC
Sedgwick CMS
SIGMA Actuarial Consulting Group, Inc.
Spring Consulting Group, LLC
State of Vermont
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Captive I Review

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Exhibit and 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 locations
and sponsorship opportunities
are still available.

Contact CICA at 952-928-4655,
email Meetings@CICAworld.com
or visit CICAworld.com.

Questions? Email meetings@CICAworld.com

Register at CICAworld.com

Printable registration forms are also available at CICAworld.com.

	By Feb. 6	After Feb. 6
Captive Owners, Captive Managers & Risk Retention Groups		
CICA Member*	\$400	\$550
Non-member—(includes membership through June 30, 2009)	\$875	\$975

Service Providers

CICA Member*	\$1,275	\$1,425
Non-member—(includes membership through June 30, 2009)	\$2,325	\$2,475

Government Representatives

Government representative from a domicile	\$250	\$300
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Optional Pre-Conference Networking Events—Sunday, March 8

■ Golf Tournament	\$230	■ Golf Clinic	\$75
■ Tennis Mixer	\$25	■ Living Desert Tour	\$105

Optional Post-Conference Networking Event—Wednesday, March 11

- Indian Wells ATP Masters Series and Sony Ericsson WTA Tier 1 Tennis Tournament (A limited number of tickets are available) \$100

Bring Your Team Along—Get Group Discount

Register three or more from the same organization and get 10% off each registration. To qualify for group rates, all members of the group must register at the same time. Download the special group registration form at CICAworld.com or call 952-928-4655.

*CICA membership is by individual, not company.

Cancellation Policy: Cancellations made on or before Feb. 6 are eligible for a refund equal to 75% of the total due. Cancellations after Feb. 6 are not eligible for a refund. Substitutions are possible.

Hotel Information

Hyatt Grand Champions Resort & Spa

44-600 Indian Wells Lane
Indian Wells, CA 92210

CICA's special discounted room rate of \$305 per night is in effect from March 7-11, 2009. **Hotel reservation deadline: Friday, February 6, 2009** or until the room block is filled. Reservations must be cancelled 3 days prior to arrival to avoid any charges. Reserve your room online at CICAworld.com or call the hotel directly toll-free at 888-421-1442 or 402-592-6464 and be sure to mention you are attending CICA. Book your room today, the hotel will sell out!

Getting There is Easy!

Choose from three airports serving the Hyatt Grand Champions Resort & Spa community...the Palm Springs International Airport (PSP), Ontario International Airport (ONT) and Los Angeles International Airport (LAX).

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? Get details at CICAworld.com.

Special Offer for Non-Members

Not a CICA member? When you register for the conference as a non-member, you'll receive a complimentary CICA membership through June 30, 2009, so you can join your colleagues and keep the industry moving forward. Learn more at CICAworld.com.