

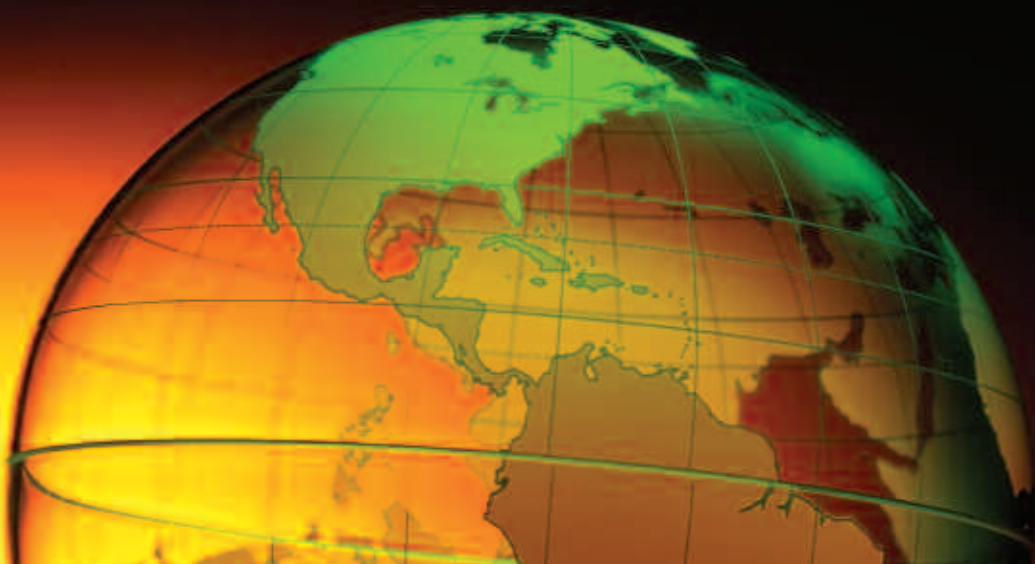
# CICA 2010

## INTERNATIONAL CONFERENCE

# MAXIMIZING CAPTIVE VALUE

**March 7–9, 2010**

Omni Orlando Resort at ChampionsGate  
Orlando, Florida



[www.CICAworld.com](http://www.CICAworld.com)

**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.

**C**aptive insurance companies have been around for a long time. Like most financial tools, their initial purpose has evolved and new applications have been created. That's precisely why you need to attend the Captive Insurance Companies Association International Conference...it's your best opportunity to join your colleagues from around the globe to learn about and share insights about captives in the 21st century and how they can be utilized to maximize value.

You'll find out what works, what's being done and hear about the upcoming trends and issues that you must address in order to keep your captive performing well. Whether you are a new to captives or risk retention groups or a seasoned professional, 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.



## OPENING GENERAL SESSION MONDAY, MARCH 8



*Author/Futurist*  
**Peter Leyden**

### What's Next?

Peter Leyden tells the big-picture story about the phenomenal transformation the world is going through right now and how these fundamental changes will impact all facets of business and life. His eye-opening presentation will give you a clear view of how tremendous shifts in technology, the media, the economy and globalization will continue to shape and influence how you conduct business every day. **Follow him on Twitter: @peteleyden**

In addition, this session features the presentation of the industry's two highest honors...the 2010 CICA Distinguished Service Award and the Outstanding Captive Award. Plan to be there for these inspiring presentations.

# ACTIVE VALUE

## 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...

- **BREAKFASTS IN THE EXHIBIT HALL**—start your day by talking with the people who understand your business.
- **LUNCHESS 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**—CICA's annual golf and tennis tournaments and golf clinic give you fun, informal ways to renew business relationships and make new ones.

## Schedule-at-a-Glance

### SUNDAY MARCH 7, 2010

**12:30 pm tee-off**  
Golf Tournament\*

**2:00-4:00 pm**  
Golf Clinic\*\*

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

**6:30-8:00 pm**  
Reception in the  
Exhibit Hall

### MONDAY MARCH 8, 2010

**7:30-8:30 am**  
Breakfast in the  
Exhibit Hall

**8:45-10:30 am**  
Opening General Session  
featuring Keynoter Peter  
Leyden and Awards  
Presentation

**10:30-11:00 am**  
Networking Break

**11:00 am-12:00 pm**  
Education Sessions

**12:00-1:15 pm**  
Lunch in the Exhibit Hall

**1:30-3:00 pm**  
Education Sessions

**3:10-4:30 pm**  
Education Sessions

**5:30-7:00 pm**  
Networking Reception  
in the Exhibit Hall

### TUESDAY MARCH 9, 2010

**7:30-8:45 am**  
Breakfast in the  
Exhibit Hall

**8:45-10:00 am**  
Education Sessions

**10:15-11:30 am**  
Education Sessions

**11:30 am- 12:45 pm**  
Lunch in the Exhibit Hall

**1:00-2:15 pm**  
Education Sessions

**2:30-3:45 pm**  
Education Sessions

**3:45-5:00 pm**  
Education Sessions

**5:00-6:30 pm**  
Closing Networking  
Reception

*\*Event is for conference registrants only. Activity registration and fee required.*

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

101 = Beginner  
201 = Intermediate  
301 = Advanced

## MONDAY, MARCH 8

**8:45–10:30 am**

**Opening General Session and Awards**

**11:00am–12:00 pm**

**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:** *Skip Neilson, Downstream Team Lead—Americas, Shell Oil Company*

**NEW! Captive Managers Special Forum**

Attendance is limited to captive managers only. This session features an open dialogue between CICA leaders and captive managers. This is your chance to exchange ideas and discuss longer term strategies to enhance the value of CICA to captive managers. **Moderator:** *Karin Landry, Managing Partner, Spring Consulting Group, LLC*

**1:30–3:00 pm**

**201: Leveraging Legacy Liabilities: Effective Portfolio Run-Off Strategies in the Current Economic Climate**

This revealing session explores the options for discontinued insurance portfolios with particular emphasis on captives. Hear a frank discussion about run-off strategies, loss portfolio transfers, commutations and novations, and gain insight as to when they are appropriate and cost-effective. **Speakers:** *Art Coleman, President, Citadel Risk Management, Inc.; Gregory Lang, Sr. Vice President, Munich Re America*

**301: Establishing Captive Value by Building a Healthcare Cooperative**

Using captives to fund health insurance gives employers the opportunity to manage a cost that has escalated out of control for many years. For existing group captives and risk retention groups, adding health insurance to the risks covered can create real cost savings for members and attract new participants. Find out how these programs follow the same broad principles as the government's plans for healthcare co-operatives and have generated a great deal of interest as a result. **Speakers:** *John Cassell, Sr. Partner, Spring Consulting Group, LLC; Marta Hayes, Program Director, ASAE Business Services, Inc.; Arthur Perschetz, Attorney, Kilpatrick Stockton, LLP*

**101: Captives/RRGs 101**

Keep grounded in the vital basics regarding captives in this annual session that has proven popular for both captive and risk retention rookies and seasoned veterans. Learn the various steps in the evaluation and implementation of a captive program from the feasibility study to the first audit. The communication of the benefits to senior management will also be highlighted. Session attendees receive CICA's *Captive Overview* publication. See what options exist within the risk retention group arena as well as important factors to provide maximum value. **Speakers:** *Peter Joy, Executive Vice President, Aon Insurance Managers; Michael Scott, Manager - International Insurance, Archer Daniels Midland Company*

**3:10–4:30 pm**

**101: Fine Tuning Your Operations: CICA Operational Best Practices**

After the success of CICA's initial Best Practices Guidelines, and positive industry feedback, CICA has created a set of guidelines focusing more closely on the operational best practices of captives in utilizing service providers, such as captive managers, consultants, actuaries, auditors and lawyers. These new guidelines provide captive owners and captive regulators with best practice guidelines regarding what they should expect from their service providers and how they should measure their performance. Hear from participants involved in the process of drafting the next iteration of best practices.

**201: Setting Loss Reserves: What You Don't Know Can Hurt You**

Loss reserves are the largest liability item on a captive's balance sheet, and management has responsibility for deciding on what amount will be recorded in the company's financial statements. Loss reserves can contain significant uncertainty and are sometimes presented as "ranges" of reasonable loss reserve estimates in the actuarial report. Each panelist (actuary, auditor and captive manager) will discuss their role in deciding what amount to set. **Speakers:** *Robert Johnson, Managing Director, Marsh, S.C.; Paul Struzzieri, Principal & Consulting Actuary, Milliman, Inc.; Magali Welch, Partner, Johnson Lambert & Co.*

**101: Middle Market Captive Growth**

Long the bastion of the largest publicly held companies, captives have become viable for the substantial, closely held business that seeks to supplant or supplement current property and catastrophe coverages. For the business owner, a captive provides the insureds with greater influence over the financial health and well being of the insurer, rather than being at risk of having coverages effectively negated due to poor investment decisions by conventional insurers or the traditional propensity to deny commercial claims. As a result of the growing uncertainty in the conventional insurance markets, more and more middle market companies are looking to captives as a viable risk-planning alternative. **Moderator:** *Anne Marie Unger, Vice President, Willis* **Speaker:** *Stewart Feldman, CEO, Capstone Associated Services, Inc.*

**4:30–5:30 pm**

**Breakout Meetings with Domicile Regulators**

This session is an opportunity for the captive insurance regulators from the various domiciles to meet with owners and managers of existing captive insurance companies and with owners of potential captive insurance companies. Conversely, captive owners and those thinking about forming a captive insurance company will be able to visit with one or more domicile regulators!

## TUESDAY, MARCH 9

**8:45–10:00 am**

**201: New Data! CICA Fronting Survey**

This annual research advances its scope to include reinsurance and expanded financial information and analyzes the answers provided by captive owners throughout the industry. Learn how your captive measures up. **Speakers:** *CICA Fronting Survey Committee*

# CE PROGRAM

## 201-301: Regulatory Update: NAIC & Solvency II and their Impact Globally

This is your chance to find out the latest on NAIC issues with specific emphasis on captives by Zurich's chief compliance officer for North America and an update on the developments of Solvency II and their applications on captives. In addition, hear a panel discussion on the possible impact on North American Captives by Solvency II. **Speakers:** *Damian Sepanik, Chief Compliance Officer, Zurich American Insurance Company; Tim Byrne, Managing Director, Willis Management (Dublin) Limited; Guenter Droese, Global Head of Corporate Insurance, Deutsche Bank Group*

## 101: Collateral Alternative During a Credit Crisis

This session identifies the acceptable forms of collateral used for corporate and captive insurance programs as well as defines the features and benefits (including costs), carrier acceptance, accounting treatment, and answers to relevant treasury and risk management questions for each alternative. **Speakers:** *Robert Quinn, Vice President-Product Development, Wells Fargo; Pete Rapciewicz, Assistant Vice President, Chartis*

## 10:15-11:30 am

### 201: Captive Re-Domiciling: Is Now the Time? What are the Issues?

With the rapidly changing captive environment more captives are, for various reasons, redomesticating from one domicile to another. This session features an experienced group of captive experts who will explore the legal, regulatory, tax and management aspects of redomestication. Gain important insights from several actual case studies. **Speaker:** *Dana Sheppard, Associate Commissioner of Risk Finance Bureau DC-Department of Insurance*

### 201: Maximizing Value with Successful Management of Captive Claims

This panel features representatives from two prominent and successful captives as well as Discover Re and Gallagher Basset. Hear how to out-perform industry loss ratios and learn about the many claims management challenges they have faced. This interactive session touches on many claims related issues: how to compare and contrasting RFPs, how to keep your files at the top of the adjusters desk, stewardship reports, measuring TPAs performance, best practices, and whether all contracts are in sync—claims, reinsurance, policies and more.

**Moderator:** *Lawrence Cook, Vice President, Discover Re*  
**Speakers:** *Robert Butler, Account Executive, Gallagher Bassett Services, Inc.; Peggy Kehoe, Supervising Managing Director, Discover Re; Charles Norton, General Counsel, Coca Cola Bottlers' Association; Mike O'Neill, President, American Contractors Insurance Group Ltd.*

### 101: IFRS Captivating Accounting

Explore the impact of IFRS on the captive insurance industry in this important panel discussion. Topics include the IFRS as a financial reporting framework, lessons learned from converting to IFRS, the broader business impacts of adopting IFRS, and the convergence of IFRS and US GAAP including key milestones in the timeline. **Moderator:** *Anne Marie Unger, Vice President, Willis*  
**Speakers:** *Glenn Saslow, Partner, Saslow, Lufkin & Buggy; Eric Elman, Partner-Insurance Practice, KPMG; Tomas Wittbjer, Global Head of Insurance, IKANO SA*

## 1:00-2:15 pm

### 301: Expectations in the Reinsurance Markets

This eye-opening session explores the state of the current global reinsurance market for captives and provide examples of innovative captive reinsurance placements. **Moderators:** *Les Boughner, Executive Vice President, Willis; Anne Marie Unger, Vice President, Willis*

### 201: Rating Agencies Under Attack: Will They Survive Regulatory Reform?

Rating agencies have been vigorously criticized for "aiding and abetting" the financial crisis by giving "A" ratings to junk investments. What caused this? Legislation is pending in Congress to tighten regulation of rating agencies and even the NAIC has looked at establishing its own rating agency. Good rating agencies are a vital part of a stable financial system, but bad ones can result in a financial catastrophe. Get a look at these issues from various perspectives and gain insight as the future of rating agencies in our financial system. **Speakers:** *Skip Myers, Managing Partner-Insurance Group, Morris, Manning & Martin, LLP; Michael Moriarty, Captive Capital Markets Advisor, New York State Insurance Department*

## 2:30-3:45 pm

### 201: Financial Measurers that Matter: Across the Globe

Regulators have their ratios and guidelines for captives, fronting companies have theirs. But how do these compare to what a captive owner has to contend with when justifying the captive to the members? This session will test accepted ideas and rules, and involve the audience in the debate. **Speakers:** *Gert Cruywagen, Director of Risk, Tsogo Sun Group; David Provost, Deputy Commissioner, State of Vermont; David Raymond, Strategic Underwriting Officer, Discover Re; Hugh Rosenbaum, Tillinghast-Towers Perrin*

### 301: Use Your Captive for Fun, Profit... and Estate Planning

Today, many wealthy families and managers of family offices are using captives to provide risk management by segregating exposures and insuring the risk in a captive set up for that purpose. This is a rapidly growing phenomenon driven by the ever creative market for wealth management. Find out what you need to know in this timely workshop. **Speakers:** *Charles Harris, Partner, KattenMuchinRosenman LLP; Philip Tortorich, Partner, KattenMuchinRosenman LLP*

### 201: Have the Unfunded Retiree Benefits Blues? Your Captive Can Help you Smile Again

Employers wrestle with options for funding retirement benefits. Pension funds want options that provide stability without sacrificing return. Retiree medical and executive plans don't require funding, but companies may benefit by offsetting the liability they hold. Investment products through a captive insurance company can address all these issues without excessive payments to a third party insurer. **Speaker:** *Peter Bandarenko, Prudential; Mary Harrington, Director of Risk Management, Subaru; Karen Gibson, Subaru*

## 3:45-5:00 pm

### 301: Tax Update

Hear leading captive tax practitioners in the industry share their insights on current and potential issues affecting your captive's tax status in this important presentation. **Speakers:** *Richard Irvine, Partner, Tax and Legal Services, PricewaterhouseCoopers, Tom Jones, Partner, McDermott Will & Emery LL; Bruce Wright, Partner, Dewey and LeBoeuf, LLP*

## 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.

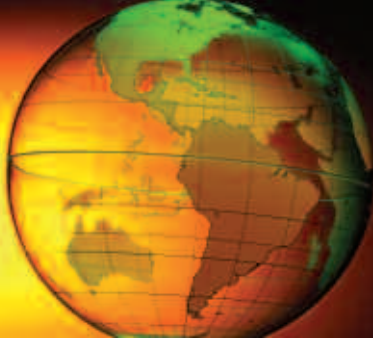


*CICA's attendees experience and appreciate networking at its finest in the Exhibit Hall.*

## Exhibitors

as of Dec. 2

Aon Insurance Managers (USA) Inc.  
Atlas Management  
Bahamas Financial Services Board  
Beecher Carlson  
Bermuda Insurance Market  
British Virgin Islands  
Butterfield  
CHSI Technologies  
Citadel Risk Management  
Comerica Bank  
District of Columbia, Department of Insurance  
HSBC  
Liptz & Associates, CPA's  
Marsh Captive Solutions Group  
Montana Department of Insurance  
Morgan Stanley Smith Barney  
Pinnacle Actuarial Resources, Inc.  
Premium Financing Specialists, Inc.  
Prime Advisors, Inc.  
Risk Insurance Management Society  
Sedgwick CMS  
SIGMA Actuarial Consulting Group, Inc.  
South Carolina Department of Insurance/ARTS  
Spring Consulting Group, LLC  
State of Vermont  
St. Lucia IFC  
Vanguard  
Wells Fargo  
York Insurance Services Group, Inc.  
Zurich North America



## Thank You 2010 Sponsors\*

**Their generous support  
will enhance your  
conference experience...**

### **GOLD**

British Virgin Islands  
Zurich N.A.

### **SILVER**

Captive Review  
Discover Re  
Johnson Lambert & Co.  
Risk & Insurance

### **BRONZE**

captive.com  
State of Vermont

\* Sponsors as of Dec. 2. High-profile sponsorship opportunities are still available. See [CICAworld.com](http://CICAworld.com) for details.

## 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 or visit [CICAworld.com](http://CICAworld.com).

**Questions? Email [meetings@CICAworld.com](mailto:meetings@CICAworld.com)**

# Register at CICAworld.com

Printable registration forms are also available at CICAworld.com.

By Feb. 5 After Feb. 5

## Captive Owners, Captive Managers & Risk Retention Groups

CICA Member*	\$400	\$550
Non-member—(includes membership through June 30, 2010)	\$1,000	\$1,100

## Service Providers

CICA Member*	\$1,275	\$1,425
Non-member—(includes membership through June 30, 2010)	\$2,750	\$2,850

## NEW! First-time Attendee Savings

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

## Government Representatives

Government representative from a domicile	\$250	\$300
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## Save \$\$\$ with Group Discounts

Bring your team along! 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. 5 are eligible for a refund equal to 75% of the total due. Cancellations after Feb. 5 are not eligible for a refund. Substitutions are possible.

## Pre-Conference Networking Events—Sunday, March 7

Golf Tournament*	\$230
Golf Clinic**	\$75
Tennis Mixer**	\$25

\* Events are for conference registrants only. Activity registration and fee required.

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

## Hotel Information OMNI ORLANDO RESORT AT CHAMPIONSGATE

1500 Masters Blvd ChampionsGate  
Orlando, Florida 33896

CICA's special room rate of \$255 per night is available from March 6-10, 2010. Reserve your room online at CICAworld.com or by calling the hotel directly toll-free at 1-800-THE-OMNI (1-800-843-6664) or 1-407-390-6664.

Be sure to mention that you are with the Captive Insurance Companies Association (CICA) to qualify for the special room rate. All hotel reservations must be made on or before February 12, 2010. One night plus tax will be charged to your credit card for a security deposit. A minimum of 72 hours cancellation notice is required in order to receive full refund.

**Book your room today, the hotel will sell out!**

### Getting There is Easy!

It's so easy to get in and out of Orlando and the conference hotel is just a 25-minute drive from the Orlando International Airport.

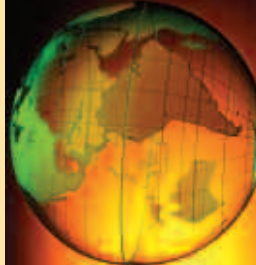
## CICA MEMBERS SAVE \$\$\$

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?**

## 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, 2010, so you can join your colleagues and keep the industry moving forward. Learn more at CICAworld.com.

# March is CICA Time...



March 7-9, 2010

Omni Orlando Resort at ChampionsGate  
Orlando, Florida

## The Right Conference at the Right Time

It makes good business sense to learn the strategies and make the connections you need to maximize value in the captive arena. 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 the place to connect.**  
Meet with top service providers and like-minded professionals who can help you maximize your captive's value now and in the future.
- **It's early in the year.**  
Get the tools and information you need to take action in 2010.

[www.CICAworld.com](http://www.CICAworld.com)

# Announcing...Big Savings for First Time Attendees!

There's never been a better time to attend CICA. If you have not attended before, take advantage of special savings exclusively for you. If you have attended, pass these savings along to some of your colleagues who haven't experienced CICA yet.

## Captive Insurance Companies Association

4248 Park Glen Road  
Minneapolis, MN 55416