



AGENDA

Day One

Monday, March 19, 2018

3:30 p.m. – 8:30 p.m.

Registration Open: Osceola Conference Center

5:30 p.m. – 8:30 p.m.

Welcome Reception: The Grand Salon – Osceola Conference Center

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Day Two

Tuesday, March 20, 2018

7:30 a.m. – 5:30 p.m.

Registration

7:30 a.m. – 8:30 a.m.

Breakfast: The Grand Salon – Osceola Conference Center

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8:30 a.m. – 8:40 a.m.

Opening Remarks: Osceola E

Andy Marcell, President, Aon Benfield and Wes Strickland, Shareholder, Colodny Fass



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Day Two (continued) Tuesday, March 20, 2018

8:40 a.m. – 9:25 a.m.

Artificial Intelligence as an Enabling Technology

Presented by Jobay Cooney, Senior Managing Director and InsurTech

Strategy Leader, Aon Benfield and Jayant Lakshminathan, Founder and CEO, CLARA Analytics

We hear a lot of buzz words – Artificial Intelligence, Machine Learning, Workflow Technologies – in the InsurTech space. It's a changing world, but we often don't know how it will sell, operate, learn, and determine big decisions. Jobay and Jayant will discuss and define Artificial Intelligence, how it is being deployed in insurance, and highlight case studies in practical applications. Attendees will walk away with not only a great understanding of Artificial Intelligence, but how it's operationalized and measured to develop a return on investment.

9:25 a.m. – 10:10 a.m.

Cybersecurity – Managing Enterprise Cyber Risk

Presented by Jonathan Laux, Head of Cyber Analytics, Aon Benfield

Insurance carriers face a multifaceted cyber risk landscape. From protecting the sensitive data of their insureds to identifying potential "silent" - or unintended - cyber exposure in other lines of business, insurers must be better prepared than any other industry to mitigate cyber risk. The presentation will walk attendees through the nuances of enterprise cyber security and insurance.

10:00 a.m. – 10:20 a.m.

Refreshment Break

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10:20 a.m. – 11:00 a.m.

Staying out of the Hot Seat – Management Liability Exposures, Solutions, and Innovations

Presented by Ariel Duris, Senior Vice President and Team Leader, Financial Services Group – A Division of Aon Risk Insurance Services West and Maria Abate, Shareholder, Colodny Fass



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Day Two (continued) Tuesday, March 20, 2018

Insurance Officers and Directors are faced with new and expanding exposures stemming from their fiduciary responsibilities, corporate directives and government regulations. Social changes such as the “me too” movement and recent changes to cyber and financial regulations expose individuals and their companies to substantial liability. Corporate Indemnification for these exposures may or may not be available to the individual officer or director. The insurance market continues to change, expand and innovate around these growing exposures by offering, D&O, E&O, EPLI and other products that will assist in addressing gaps in coverage.

11:00 a.m. – 12:00 p.m.

Reinsurance Market Update Panel Discussion

Panel Discussion Moderated by Andy Marcell, President, Aon Benfield

Panelists include:

Jim Graganella, President & CEO, Capitol Preferred Insurance Company & Southern Fidelity Insurance Group, Peta White, Senior Managing Director, Head of North American Property Reinsurance, Markel Global Re, Dan Malloy, Chief Executive Officer, Third Point Reinsurance, Ian Burford, Chairman of Specialised Risks, Fidelis, Matthew Dragonetti, President & Head of Property, Arch Reinsurance Ltd., Guy Swayne, Managing Principal, Nephila Capital

Panelists from the reinsurance market will offer diverse perspectives on the issues impacting the 2018 reinsurance and insurance environment covering multiple lines of business beyond property. Panelists will also address different ways to match risk with capital from traditional and alternative markets.

12:00 p.m. – 1:00 p.m.

Lunch: The Grand Salon – Osceola Conference Center

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1:00 p.m. – 1:45 p.m.

The Rising Flood Insurance Market

Presented by Nancy P. Watkins, FCAS, MAAA, Principal and Consulting Actuary, Milliman

The recent advancements in analytics, coupled with new legislation,



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capacity in the property insurance market, and increased consumer demand, present exciting opportunities for private flood insurance. Milliman will discuss these changes and provide an update on the National Flood Insurance Program, the largest writer of flood in the United States. Milliman will also demonstrate how private companies can evaluate the feasibility of offering flood insurance, and present the pros and cons of various flood pricing structures used in the private market.

1:00 p.m. – 1:45 p.m.

Breakout: Mitigating Risk for Healthcare Payers and Providers

Presented by Rob Kreager, Director, Accident, Health and Life Practice Group, Aon Benfield

This session will include trends, state of the market update, and opportunities for Payers and Providers.

1:45 p.m. – 2:30 p.m.

Workers' Compensation: US and Florida Market Perspectives

Presented by Kenneth Israelsen, Managing Director, Workers' Compensation and Actuarial Practice Group, Aon Benfield
Raymond Jacobsen, Senior Managing Director, Workers' Compensation Practice Group, Aon Benfield
Dawn Ingham, State Relations Executive, NCCI

This session will include discussion of the current state of the market, trends and potential opportunities in the workers' compensation line of business for both Florida and the broader US market.

1:45 p.m. – 2:30 p.m.

Breakout: Options of Medical Malpractice

Presented by Chris Wojciechowski, Associate Director, Medical Malpractice Group, Aon Benfield

This session will include a state of the market update, trends, and options for this line of business.

2:30 p.m. – 2:45 p.m.

Refreshment Break

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Tuesday, March 20, 2018

2:45 p.m. – 3:30 p.m.

The Analytical Journey – Applying Data to Analytics from a Commercial Risk Standpoint

Presented by Louis Bode, Consultant, Merlinos & Associates

The last decade has seen many insurance carriers implement data strategies across their policy environment. The analytical journey has touched on claims, underwriting, and marketing. At this point and time in developing business strategy, a key question is: Where could we make the best impact using data? Understanding where to apply analytics is an important step to determine the correct usage case for data. Looking forward, the future of blending data from both internal and external sources comes together to show what is possible over the next five years if we are able to tie together data with true business intelligence.

3:30 p.m. – 4:15 p.m.

MGA Landscape Ignites New Opportunities

Panel Discussion Moderated by Pat Rastiello, Executive Managing Director, MGA and Program Solutions Leader, Aon Benfield

Panelists include:

Jerome Breslin, President and CEO, Clear Blue

Lee Brenner, Head of Broker Regional and National Client Markets, Swiss Re

Rod Smith, Director of Southeast Region, Lloyd's US

The panel will discuss the overall MGA landscape across the country, highlighting the unique Florida market. Panelists will address the fronting carrier perspective, a reinsurer's viewpoint, and Lloyd's outlook.

4:15 p.m. – 4:45 p.m.

Irma - Lessons Learned So Far

Presented by Bill Bracken, Founder and CEO, Bracken Engineering
Gregg Golson, Vice President, Bracken Engineering
Matt Scarfone, Partner, Colodny Fass

While the 2017 catastrophe season was record-setting for the United States, Florida was most impacted by Hurricane Irma. This session will focus on Irma - what we know so far and what we can expect moving forward from an engineering, legal and insurance coverage perspective.



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4:45 p.m. – 5:25 p.m.

Florida Regulatory Update

Presented by Wes Strickland, Shareholder and Claude Mueller, Insurance Regulatory Consultant, Colodny Fass

This presentation will provide an update on key insurance regulatory developments and upcoming requirements, including Florida's implementation of the Corporate Governance Annual Disclosure (CGAD) and the ever-increasing scrutiny by the Florida Office of Insurance Regulation (OIR) of Enterprise Risk within holding company systems. In addition, the Florida insurance market is currently undergoing a period of heightened activity and opportunities with regard to mergers, acquisitions and other transactions, as well as expansions, both by Florida domestics applying to write in other states and by foreign insurers interested in applying to write business in Florida. The presentation will identify issues that materially delay or impede regulatory approval of these transactions and applications, and the speakers will offer best practice guidance for achieving timely and efficient regulatory approval.

5:25 p.m. - 5:30 p.m.

Closing Remarks

Wes Strickland, Shareholder, Colodny Fass

5:30 p.m. – 6:30 p.m.

Networking Reception: The Grand Salon – Osceola Conference Center

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6:30 p.m. – 9:00 p.m.

Dinners on Your Own

9:00 p.m. – 12:00 a.m.

Late-Night Reception: Hotel Lobby

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Insurance Market Summit

Day Three

Wednesday, March 21, 2018

7:30 a.m. – 8:30 a.m.

Registration Open: Osceola Conference Center

7:30 a.m. – 8:30 a.m.

Breakfast: The Grand Salon – Osceola Conference Center

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8:30 a.m. – 8:35 a.m.

Opening Remarks: Osceola E

Andy Marcell, President, Aon Benfield and Wes Strickland, Shareholder, Colodny Fass

8:35 a.m. – 9:05 a.m.

Florida Insurance Commissioner David Altmaier

9:05 a.m. – 9:50 a.m.

Captives: White Rock – Aon’s innovative customized insurance solutions

Presented by Dermot Finnerty, Managing Director, Captive and Insurance Management, Global Risk Consulting, Aon Risk Solutions

White Rock’s mission is to provide clients with impactful insurance solutions with lower costs, and less dedicated capital and complexity. Owned by Aon, the White Rock Group offers clients a diverse suite of insurance solutions through the utilization of Protected Cell, Incorporated Cell and Segregated Account facilities.

Dermot will discuss how White Rock has very quickly become a key catalyst for many innovative transactions. The White Rock model provides fluid access to the world’s leading (re)insurance partners and their extraordinary capacity and well rated security. In addition, White Rock provides custom risk transfer solutions, including the use of companies and insurance products to improve clients’ balance sheets and better manage costs, liabilities, and other exposures with a goal of facilitating transactions. This solution is used in a range of industries including corporate, energy, financial services, real estate, construction, IT, professional services, manufacturing, etc.



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Day Three (continued)

Wednesday, March 21, 2018

9:50 a.m. – 10:05 a.m.

Refreshment Break

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10:05 a.m. – 10:35 a.m.

A.M. Best Methodology Update

Presented by Matt Mosher, Executive Vice President and Chief Operating Officer of Rating Services, A.M. Best

Learn more about A.M. Best's methodology update and what it means to the rating process. How does the use of multiple confidence intervals in the new capital adequacy model impact A.M. Best's view of catastrophe exposure and what could this mean to ratings for Florida companies.

10:35 a.m. – 11:05 p.m.

Florida Legislative and Political Update

Presented by Katie Webb, Shareholder, Colodny Fass

This presentation will be very timely as the 2018 Florida legislative session ends just 10 days prior to the Summit. This presentation will provide an update on the dynamic Florida political landscape in a key election year, and you will hear the latest on what happened legislatively on Assignment of Benefits, workers' compensation, efforts to repeal Personal Injury Protection (PIP) auto insurance, and other issues that impact the insurance industry in Florida.

11:05 a.m. – 11:50 p.m.

Emerging Developments Affecting Your Financial Planning

Panel presentation by Thomas Howell Ferguson PA CPAs
Moderated by William Ferguson, CPA, Shareholder, Assurance Services

Panelists include:

Canita Gunter Peterson, CPA, CFST, Shareholder, Tax Services
Christopher Howell, CPA, CIA, CRMA, CGMA, Shareholder, Assurance Services, Tampa Market Leader



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Day Three (continued) Wednesday, March 21, 2018

Stephen Andrews, CPA, Senior Manager, Tax Services

The panel will discuss three critical changes that could impact your organizations: historic tax reform under the Tax Cuts and Jobs Act (TCJA), the NAIC's new model law on Insurance Data Security, and a potentially significant new revenue recognition standard.

11:50 a.m. – 12:00 p.m.

Closing Remarks

Andy Marcell, President, Aon Benfield and Wes Strickland, Shareholder, Colodny Fass