Swiss Re
Corporate Solutions

IIABA / Swiss Re Corporate Solutions E&O Programs Conference

May 24-25 | St. Louis, Missouri

IIABA / Swiss Re Corporate Solutions E&O Programs Conference

Tuesday, May 24 - Morning

Time	Topic	Presenter
7:30 a.m.	Breakfast Opens - Served until 8:30 am	
8:00 – 8:20 a.m.	Opening Comments/Program Updates (20 min.)	Sabrena Sally
8:20 – 8:55 a.m.	2015 Program Results - Actuarial (35 min.)	Matt Elliott and Weier Jin
8:55 – 9:15 a.m.	Policy Decisions Updates (20 min.).	Wayne Merrill
9:15 – 9:30 a.m.	Umbrella Updates (15 min.)	Richard Lund
9:30 – 9:45 a.m.	Legal Updates (15 min.)	Art Stirnaman
9:45 – 10:00 a.m.	Coffee Break (15 min.)	
10:00 – 10:35 a.m.	Virtual University Demonstration (35 min.)	Bill Wilson and Jennifer Becker
10:35 – 10: 50 a.m.	Audit Updates (15 min.)	Jim Burke
10:50 – 11:20 a.m.	POP-UP Topics: 1) Written Premium Incentive; 2) No Transmittal Sheet Option; 3) Bodily Injury Exclusion (30 min.)	Weier Jin/ Carla Zamora and Angie Grant/ Nicole Yarbrough and Jim Redeker
11:20a.m – 12:05 a.m.	Westport Policy Enhancements (45 min.)	Susan Dowdall and Annette Hollingsworth
12:05 – 12:30 p.m.	Special Announcements	SRCS Underwriters
12:30 – 1:30 p.m.	Lunch (1 hr.)	

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Tuesday, May 24 – Afternoon/Early Evening

Time	Topic	Presenter
1:30 – 1:45 pm	Presentation (15 min.)	SRCS Underwriters
1:45 – 2:35 pm.	Marketing and Sales (50 min.)	Mark Wolf and Sabrena Sally
2:35 – 3:00 pm.	SRCS Marketing Material Updates (25 min.)	Olisa Gravney and Jim Scarborough
3:00 – 3:15 p.m.	Coffee Break (15 min.)	
3:15 – 4:00 p.m.	Marketing and Sales Workout Groups (45 min.)	State groups assigned in advance. Topics: 1) Why do we sell agents E&O? 2) ID effective marketing methods 3) ID effective sales techniques
4:00 – 4:20 pm.	Marketing and Sales Workout Discussion Report-out (20 min.)	Representative from each group, speaking from their table or from the podium, the takeaways from their workout group
4:20 – 4:30 pm	Wrap up discussion about the day (10 min.)	Sabrena Sally
4:30 – 6:00 pm	Cocktail Reception co-sponsored by Swiss Re Corporate Solutions and A.J. Wayne	Meeting Room Lobby Area and Balcony
Prior to 6:10 pm.	For those with tickets – the Cubs/Cardinals Game starts at 6:10 pm. For those without tickets - you have the evening FREE!	Busch Stadium – meet in lobby to walk or ride over on your own

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Wednesday, May 25 - Morning

Time	Topic	Presenter
7:30 a.m.	Breakfast Opens, served until 8:30	
8:00 – 8:30 a.m.	Claims Update (30 min.)	Robin Lafollette, Nicole Yarbrough, Jim Redeker
8:30 – 8:55 a.m.	FSIC Updates/Agency Alliances (25 min.)	Stewart Brettingen, Gary Keener, Randy Wood
8:55 – 9:10 a.m.	Social Media Marketing (15 min.)	Brian Bixby from IIABNY
9:10 – 9:30 a.m.	Swiss Re Rater (20 min.)	Mark Wolf
9:30 – 10:00 a.m.	Views from a Retail Agent (30 min.)	Brian McSherry from IIA of Illinois, followed by Q&A with Nettie Ardler
10:00 – 10:15 a.m.	Coffee Break (15 min.)	
10:15 - 10:45 a.m.	Risk Management (30 min.)	Jim Hanley, Richard Lund
10:45 – 11:25 a.m.	Free Discussion Time with SRCS Underwriters (40 min.)	Program Managers to meet with their SRCS Underwriters
11:25 – 11:45 a.m.	Free Discussion Time with SRCS Underwriters Report-outs (20 min.)	SRCS Underwriters to present high points of their discussion with Program Managers
11:45 – 12:00 p.m.	Final Q&A, Meeting wrap-up (15 min.)	Sabrena Sally

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