



ARIAS-U.S. 2017 Spring Conference Request for Proposals Submission Guidelines and Application

Proposal Submission Deadline: 5:00 p.m. ET on January 16, 2017

For questions or comments, contact Joyce Arawole at ARIAS-U.S. at jarawole@arias-us.org or 703.260.7515.

Overview

ARIAS-U.S. is seeking dynamic, relevant, and interesting content for the 2017 Spring Conference to be held May 3-5, 2017 at the Ritz-Carlton in Naples, Florida. The planning committee is looking for presentations on substantive insurance and reinsurance matters with great interest to companies, law firms, arbitrators and professionals within the insurance/reinsurance industry. The planning committee is also looking to avoid “talking head” presentations for the Spring Conference. We invite submissions that fit within the listed conference themes below that explore specific challenges, topics and issues in-depth and follow the conference formats listed below. Please review the details and guidelines of this RFP process thoroughly before proceeding.

Conference Themes

- **Emerging Risks** – New or evolving risks that includes technology, social, legal, or economic developments including drones, big data, predictive analytics, cyber, and nanotechnology
- **Business Practices** – Underwriting, claims handling, accounting, and actuarial, in both the property and casualty and life markets
- **Direct Insurance** – Topics to include substantive and arbitration-specific issues arising out of the direct insurance market
- **Reinsurance** – Topics include current trends in reinsurance claims or products, including alternative funding mechanisms such as insurance-linked securities and catastrophe reinsurance bonds and recent case law updates
- **Current Events** You open the NY Times or Wall Street Journal and the following headline appears: “....” The headline you come up with will serve as your session’s title. This conference theme is an opportunity to submit a proposal based on current events in the news that are relevant to insurance and reinsurance industry professionals. The proposal must answer the following questions: What is the topic you are proposing and why? What makes this current event or hot topic of interest to the conference audience? Why is it relevant? How does it impact the business of reinsurance arbitration?

Presentation Formats

Submissions should be interactive, skill-based and/or audience participative, including moderated roundtable discussions in small groups and other forms of presentation that encourage interaction and lively discussions. The planning committee will limit or eliminate completely, any traditional panel formats from this meeting if possible.

- **Conversations that Matter Roundtable Discussions** (45 – 60 minutes) – Lead a roundtable discussion on a proposed topic. Roundtables are small, informal group discussions that give attendees the opportunity to exchange information, discuss best practices, and network with others around common themes and issues. All roundtable discussions will occur at the same time and attendees will have the opportunity to choose the table topic of their choice in advance. The role of the discussion lead at each table will be to guide the discussion, providing opening comments (about 2 – 3 minutes) on

the topic and invite discussion by posing some relevant questions for the group to discuss. Discussion leads will serve as moderators during the group conversation. Each roundtable will have 8-10 attendees. *Please note that a webinar training will be offered to selected presenters on how to lead a roundtable.*

- **Rapid Fire Case Presentation** (10 presentations in 30 minutes, followed by Q&A) – This fast-paced session is designed to provide an engaging platform for speakers to exchange their ideas around a specific topic and stimulate discussion among attendees. Presenters will be allotted three (3) minutes to present on the following question “*what is the most critical or important reinsurance or insurance case within the last three years?*” For example, *Viking Pump*. The presentation should provide a snapshot of the case using just a few illustrative (not narrative) slides within the allotted time. The planning committee will select up to 10 presenters to do 3- minute presentations, followed by 15 to 30 minutes of moderated questions and discussion. This format is ideal to explore a range of perspectives on an issue, get a broad sense of the state of the industry, or offer several different answers to a question or problem.
- **Interactive Panel Session** (45 - 60 minutes) – A fully-formed panel consists of a moderator and multiple speakers, with a well-developed topic of discussion. When submitting a fully-formed panel for consideration, you should explore the implications of the themes and have no more than four presenters to allow for the audience to engage in a thoughtful and meaningful discussion of the topic. Panelists must consider alternatives to the usual presentation/response format, such as limiting opening remarks and focusing on a moderated panel discussion using thoughtful questions posed by the moderator to the panelists to encourage a lively discussion and debate. Panelists should present an idea to the audience. One example is a point/counterpoint panel discussion on the certified question that the Second Circuit Court of Appeals has sent to the New York Court of Appeals in *Global Reins. Corp. of Am. V. Century Indem. Co. (Bellefonte issue)*. In this interactive panel session, the focus will shift from the presenter to the audience after the first 30 minutes of the session. For the remainder of the session, the moderator becomes a facilitator, inviting responses to comments and questions for the panelists and those around the room. An interactive panel session allows attendees to drive their own learning, listen to multiple perspectives on the same issue, and share experiences with individuals throughout the room. The panel moderator is expected to manage the panel development process, open the panel by framing the discussion, and moderate the discussion among the panel and Q&A portion.

Guidelines for Submission

- Proposals may be submitted for targeted member audiences (i.e. Arbitrators/Umpires, Company Representatives, and Counsel).
- Presentations will be considered based on quality of topic, introduction of new and innovative concepts, importance of the subject-matter to insurance/reinsurance arbitration, and appeal to the target audience(s).
- The lead presenter organizes the presentation and is responsible for submitting the proposal application, organizing the group session, moderating the session and leading the discussion.
- This request for proposals is open to all ARIAS-U.S. members and non-members. Interested parties may submit more than one proposal at a time.
- ARIAS-U.S. may request a submission be revised to better fit the conference agenda or combined with another presentation where appropriate.
- Submissions accepted must agree to adhere to a timeline provided by ARIAS-U.S. to submit conference materials, including PowerPoint presentations, and supplementary materials in advance of the conference.
- All individuals accepted to present in any of the presentation types must be registered by the presenter registration deadline. *Please note: no registration or payment is necessary to submit a proposal. Only those accepted will be required to register.*

- Speakers are responsible for their own travel, room, board, incidental, and registration costs.
- Completed proposal application must be submitted electronically by 5:00pm ET on **January 16, 2017** to Joyce Arawole at jarawole@arias-us.org.

ARIAS-U.S. 2017 Spring Conference Submission Application

SUBMISSION DEADLINE: 5:00 p.m. ET on January 16, 2017

Email all completed applications to Joyce Arawole at jarawole@arias-us.org

Proposal Timeline:

Proposal Submission Opens: December 19, 2016
 Proposal Submission Closes: January 16, 2017 by 5:00 p.m. ET
 Submission Status Notification: February 3, 2017
 Speaker Confirmation Deadline: February 8, 2017

Please type your responses and ensure that all fields are complete before submitting the application. All questions concerning this process should be directed to info@arias-us.org. **Note:** If your presentation includes a co-speaker or panelists, you must submit “Speaker Information” for ALL of the presenters.

CONTACT INFORMATION

1. CONTACT INFORMATION:

Please complete the contact information for the main speaker/ submitter of this proposal. This person will be notified regarding the status of the proposal submission.

Full Name:	Joseph Sano
Title/Position:	Partner, Prince Lobel Tye LLP
Telephone Number:	617 456 8145
Email Address:	jsano@princelobel.com

PRESENTATION INFORMATION

1. SESSION FORMAT:

Presentations may be designed for one or more presenters in either a general session or breakout session format.

- Conversations that Matter Roundtable Discussions: 45 - 60 minutes
- Rapid Fire Case Presentation: 10 presentations in 3 minutes
- Interactive Panel Session: 45 – 60 minutes

A. Please select the presentation format for your proposed session by clicking on the gray box below:

<input checked="" type="checkbox"/>	Conversations that Matter Roundtable Discussions
<input type="checkbox"/>	Rapid Fire Case Presentation
<input type="checkbox"/>	Interactive Panel Session I select interactive panel

B. Will this be planned as a General session or breakout? Break Out

General Session (Large conference audience up to 250): 45 - 60 minutes

Breakout Session (Small group concurrent sessions of up to 70 people in a room): 45 – 60 minutes

<input type="checkbox"/> General Session	<input type="checkbox"/> Breakout Session
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C. Please provide the technology that you plan on using, if any (PowerPoint, live polling, other?):

Power Point and Live Polling

2. CONFERENCE THEMES:

We encourage proposals focused on a variety of topics that relate to the general themes provided below.

Please select a theme by clicking on the gray box below:

<input checked="" type="checkbox"/>	Emerging Risks – New or evolving risks that includes technology, social, legal, or economic developments including drones, big data, predictive analytics, cyber, and nanotechnology
<input type="checkbox"/>	Business Practices – Underwriting, claims handling, accounting, and actuarial, in both the property and casualty and life markets
<input type="checkbox"/>	Direct Insurance – Topics to include substantive and arbitration-specific issues arising out of the direct insurance market
<input type="checkbox"/>	Reinsurance – Topics include current trends in reinsurance claims or products, including alternative funding mechanisms such as insurance-linked securities and catastrophe reinsurance bonds and recent case law updates
<input type="checkbox"/>	Current Events You open the NY Times or Wall Street Journal and the following headline appears: “....” The headline you come up with will serve as your session’s title

3. TARGET AUDIENCE:

Proposals may be submitted for targeted member audiences (i.e. Arbitrators/Umpires, Company Representatives, and Counsel).

Please select the target audience(s) by clicking on the gray box below:

<input checked="" type="checkbox"/>	Arbitrators / Umpires
<input checked="" type="checkbox"/>	Company Representatives
<input checked="" type="checkbox"/>	Counsel

4. SESSION TITLE:

List the presentation title as it will appear in the conference program. Please limit to 10 words or less.

Nanotechnology as an Emerging Risk: SMALL PARTICLES, BIG IMPLICATIONS FOR MASS TORT LIABILITIES FOR INSURERS AND REINSURERS

5. SESSION DESCRIPTION:

Please provide a brief 25-50 word description of the presentation content. Describe the session in promotional terms for the registration brochure.

The Panel will explain the promise and risks associated with nanotechnology, with a focus on the potential for mass tort exposures involving insurance and reinsurance and the anticipated response by the insurance industry based prior mass tort analogues.

6. DETAILED SESSION DESCRIPTION:

Please provide a detailed (no more than 300 words) description of the presentation content and how you plan to engage participants.

The Panel will explain the promise and risks associated with nanotechnology, with a focus on the potential for mass tort exposures involving insurance and reinsurance and the anticipated response by the insurance industry based prior mass tort analogues. The presentation will confirm that whether considered as a Nano specific risk, or just a continuation of mass tort/products liability, substantial monetary consequences from nanotechnology are a question of when, not if and insurers and reinsurers should consider the challenges and opportunities presented by this risk.

Specifically, the scientific advances in atomic scale microscopy that allow the creation and development of engineered Nano particles are likely to expand legal concepts of product ID and causation that historically have acted to limited the extent of mass tort exposures for manufacturers and their insurers. The widespread use of such particles in tens of thousands of products increase the likelihood that occurrence based insurers already face substantial liability based on historical exposures. The increasing state court recognition that the need for medical monitoring based on the existence of subcellular changes with plausible increased likelihood of disease can establish a basis for class damages even in the absence of any specific injury or disease state. While existing CGL exclusions (e.g. pollution) will likely be applicable to certain claims, the current absence of Nano specific exclusions will potentially expose insurers to many claims.

Understanding how insurers respond to emerging risks based on historical analogues including asbestos, pollution, and even Y2k are helpful in predicting insurer responses (and reinsurer defenses based on aggregation etc.) when a substantial number of such claims are recognized by the insurance industry. The evolution of new insurance product development in these circumstances should also be considered in evaluating risks and opportunities.

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7. SESSION LEARNING OBJECTIVES:

Learning objectives are a required component of the submission process so that ARIAS-U.S. can request for continuing legal education credits.

Please state what participants can expect to learn and /or do upon completion of the session in measurable, behavioral terms. **Examples of measurable words include: state, list, describe, explain, identify, name, demonstrate, etc.** [Click here for a link to examples](#)

Please include three to five learning objectives below:

1	Describe the scientific advances in microscopy that enable engineered Nano particles.
2	Explain the size restrictions that define engineered Nano particles.
3	Identify the nature of existing products (and the types of exposures emanating from) Nano enabled products already in the market place.
4	Identify the legal elements of medical monitoring claims and explain how they may be impacted by the science behind engineered Nano particles.
5	Compare known mass tort insurance implications with prospective Nano product liabilities.

SPEAKER INFORMATION

8. SPEAKER BIOGRAPHY:

Speaker biographies are a required component of the submission process so that ARIAS-U.S. can request for continuing legal education credits. ***Please complete a speaker biography for each presenter. For additional speakers, please copy this page.***

A. Contact Information:

Full Name:	Joseph Sano
Title/Position:	Partner
Telephone Number:	617 456 8145
Email Address:	jsano@princelobel.com

B. Presentation History:

Have you presented at an ARIAS-U.S. conference or seminar previously?

<input type="checkbox"/>	Yes	<input checked="" type="checkbox"/>	No
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Has this presentation been delivered before?

<input type="checkbox"/>	Yes	<input checked="" type="checkbox"/>	No
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If yes, when and where?

Although this specific presentation with its detailed insurance and reinsurance audience focus has not been done before, I have presented on nanotechnology before at least 7 groups over the last 3 years, including:

June 2016 2016 Risk Management: A Cost Effective Strategy For Commercializing Nanotechnology In the Face of Slow or Missing Regulation, *th Int'l Congress of Nanoctechonology, Boston, MA

May 23, 2016 American Industrial Hygiene Association Conference (Baltimore), Topic: Nanotechnology and Insurance.

May 25, 2016 Nano Science Technology Institute (NSTI) (Wash. D.C.) Topic: Nanotechnology and Insurance.

April 2013 RIMS Annual Meeting (Panel) Nanotechnology: Big Risks Come in Nano-sized Packages

I have also co-authored one article on Nano technology: EPA Review Process May Cloud Nanosilver's Future (see bottom of link for authorship attribution):

<http://www.irmi.com/expert/articles/2012/rogers11-nanotechnology-risk-management.aspx>

C. Please describe your familiarity with the target audience and your expertise on this topic:

I am an insurance coverage attorney with more than 30 years of experience, including more than 10 years of experience in reinsurance arbitrations and related disputes.

D. Please provide a biography of (up to 150 words) as it will appear in the conference program.

Joseph S. Sano is an equity partner in Prince Lobel's Insurance and Reinsurance, Nanotechnology, and Litigation Practice Groups where he provides strategic advice and representation in the litigation, arbitration, and resolution of specialized insurance and reinsurance coverage matters and insurance and reinsurance policy drafting and risk recognition. Joe founded and is the principal contributor to the firm's first law-related blog, *Consider The Risks*, addressing current issues in insurance law and risk management. He is a frequent author and speaker regarding insurance, reinsurance, risk management and emerging risks, including nanotechnology.

Thank you for completing the Call for Proposals Submission Application. Please email all completed applications to Joyce Arawole at jarawole@arias-us.org by 5:00 p.m. ET on **January 16, 2017**. All submitters will be notified no later than February 3, 2017.