



## **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](mailto: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](mailto: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](mailto: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](mailto: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.

<b>Full Name:</b>	Damon N. Vocke
<b>Title/Position:</b>	Managing Partner, Vocke Law Group LLP
<b>Telephone Number:</b>	203.304.2060
<b>Email Address:</b>	<a href="mailto:dvocke@vockelawgroup.com">dvocke@vockelawgroup.com</a>

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

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

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 checked="" 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?):**

PowerPoint and live polling.
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**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 type="checkbox"/>	<b>Emerging Risks</b> – New or evolving risks that includes technology, social, legal, or economic developments including drones, big data, predictive analytics, cyber, and nanotechnology
<input type="checkbox"/>	<b>Business Practices</b> – Underwriting, claims handling, accounting, and actuarial, in both the property and casualty and life markets
<input checked="" type="checkbox"/>	<b>Direct Insurance</b> – Topics to include substantive and arbitration-specific issues arising out of the direct insurance market
<input checked="" type="checkbox"/>	<b>Reinsurance</b> – 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"/>	<b>Current Events</b> 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.

***Rapid Fire Case Presentations: "What is the most critical or important reinsurance or insurance case within the last three years?"***

#### 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.

#### 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.

We propose Damon Vocke serving as the moderator for the session. Damon's partners, Scott Ostericher and Tom Thompson, would also serve as 2 of the presenters for this session.

This is a unique format that we believe can be done in a way that draws a great deal of interest from all categories of attendees. It can be done as proposed in the description – with 10 presenters – or it can be done with fewer as well. We think that each presenter should be an advocate for why his or her case is the "most critical or important" – explaining the holding and its import. Rather than just giving a case briefing however, the presenters will be "competing" with the others to demonstrate why each respective case is the most critical or important. The moderator can facilitate this by questioning the presenters about the cases, noting trends or overlaps between the cases, and drawing audience participation. Ultimately, the "winner" can be determined through the live polling.

We believe that the presenters should reach consensus together on the "critical" cases to ensure a broad range of topics. If we are selected to moderate, we will work with any presenters who have already offered to participate in this session and will solicit other attendees to fill. We will also coordinate with the presenters to identify a good cross

section of insurance, reinsurance and emerging issue cases.

## 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	Identify and explore current legal developments affecting the reinsurance and insurance industry through case briefings by experienced practitioners who will advocate the significance of recent, relevant case law.
2	Address emerging issues likely to surface in the context of reinsurance disputes arising from the current legal developments in the insurance industry.
3	Facilitate audience comprehension of substantive and procedural developments in recent reinsurance and insurance case law through moderated dialogue with session presenters and solicitation of audience participation in questioning of presenters.
4	
5	

## SPEAKER INFORMATION

## 8. SPEAKER BIOGRAPHY – DAMON VOCKE:

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:	Damon N. Vocke
Title/Position:	Managing Partner, Vocke Law Group LLP
Telephone Number:	203.304.2060
Email Address:	dvocke@vockelawgroup.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?

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

See Section D below for overview of Damon's experience with the target audience. Additionally, Damon is a former board member of ARIAS U.S.

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

Damon is Managing Partner of the Vocke Law Group, based in Chicago, New York and Stamford, a boutique law firm specializing in insurance and reinsurance litigation and dispute resolution, regulatory affairs, compliance counseling, and internal investigations. From 1989-2004, Damon was an equity partner with Lord, Bissell & Brook in Chicago, serving clients in the US domestic and London markets on a wide variety of complex litigation and insurance-related disputes. Damon left Lord, Bissell in 2004 to become the Global General Counsel for the General Re Group, and in January 2015, was promoted to President. He also served as Chairman of the Supervisory Board of Gen Re AG (Cologne, Germany), Chairman of Faraday Syndicate 435 (London), and Chairman of United States Aviation Underwriters (New York). In his various roles at Gen Re, Mr. Vocke had overall responsibility for all corporate legal, regulatory, compliance, and corporate claims/litigation functions. Mr. Vocke has extensive experience in serving as lead trial and arbitration counsel in complex insurance and reinsurance disputes involving coverage matters, contract interpretation, class actions, and business torts.

9. SPEAKER BIOGRAPHY – SCOTT R. OSTERICHER:

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.***

E. Contact Information:

Full Name:	Damon N. Vocke
Title/Position:	Partner, Vocke Law Group LLP

Telephone Number:	312.238.9307
Email Address:	sostericher@vockelawgroup.com

F. 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?

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

See Section D below for overview of Scott's experience with the target audience.

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

Scott is a Partner of the Vocke Law Group, based in Chicago, New York and Stamford, a boutique law firm specializing in insurance and reinsurance litigation and dispute resolution, regulatory affairs, compliance counseling, and internal investigations. He concentrates his practice in representing financial services industry clients in a wide range of matters including: complex reinsurance disputes, insurance bad faith claims, internal investigations, electronic discovery matters, commercial contract disputes, and business tort claims. He also assists clients in complying with the U.S. Treasury Department's OFAC screening requirements and the USA Patriot Act's anti-money laundering provisions. He is a former partner at Locke Lord LLP, an assistant general counsel at General Reinsurance Corporation and Vice President and Claims Counsel for General Star and Genesis.

**10. SPEAKER BIOGRAPHY – TOM THOMPSON:**

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.***

I. Contact Information:

Full Name:	Tomas Thompson
Title/Position:	Partner, Vocke Law Group LLP
Telephone Number:	312.238.9321



Email Address:	tthompson@vockelawgroup.com
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J. 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?**

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

See Section D below for overview of Tom's experience with the target audience.

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

Tom is a trial lawyer with significant experience resolving insurance, accounting and professional liability disputes nationwide, including class actions, multi-district litigation and arbitrations. In the insurance industry, Mr. Thompson has handled a wide range of matters for property and casualty insurers and reinsurers, including disputes arising from professional liabilities, extra-contractual liabilities and bad faith claims, surplus lines, retrospectively-rated and other loss-sensitive programs, off-shore and on-shore captives, broker and MGA disputes, bankrupt insureds and insolvent insurers, excess insurers and drop down issues, rate regulations, statutory accounting, and aggregation issues. Mr. Thompson is also a frequent speaker and writer on technology and electronic discovery issues, and he routinely handles cyber investigations and responses to regulators and requests from governmental agencies and prosecutors. Mr. Thompson is a 2001 graduate, with honors, of the University of Montana School of Law, where he was editor of the *Public Land and Resources Law Review*, and a *magna cum laude* graduate of Wabash College.

Thank you for completing the Call for Proposals Submission Application. Please email all completed applications to Joyce Arawole at [jarawole@arias-us.org](mailto: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.