



ARIAS•U.S. 2017 Spring Conference

May 3-5, 2017

Ritz-Carlton Naples, Florida

280 Vanderbilt Beach Rd., Naples, FL 34108



Conference Brochure

Thank you to our 2017 Spring Conference Sponsors

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Welcome from the Conference Program Co-Chairs

Dear Colleagues,

We invite you to join us at the Ritz-Carlton in Naples, Florida, for what we promise will be a thought provoking program where you will have the opportunity to express your views on the issues discussed. The sessions will feature small groups and fast-paced panel discussions with attendees' participation. We have worked to include arbitrators, company representatives and attorneys in private practice as discussion leaders and moderators. The sessions are designed for everyone's active participation. Once again, the programs are the product of submissions by our members in response to a request for proposals that emphasized and required programs that were interactive and lively.

Prior to the official opening of the conference, there will be a data protection workshop for arbitrators. Secure e-mail and encryption will be covered. Technical assistance will be provided to arbitrators in downloading appropriate software, so bring your laptop. Prior to the official opening, the women's networking group will meet for breakfast.

The opening panel will address the pending New York Court of Appeals acceptance of the certified question from the Second Circuit Court of Appeals regarding the long-standing *Bellefonte* issue.

You will enjoy the next segment, which will be a series of roundtable discussions on emerging issues. Attendees will be invited to be active participants in these small group discussions. The emerging issues to be discussed include autonomous vehicles, big data, blockchain technology, cybersecurity, drones, enterprise risk management, genetically modified organisms, opioids and talc.

We lead off Thursday morning with a panel discussion on the limits of extra-contractual obligations in both property casualty and life reinsurance.

Our ethics segment this year will have a different focus. We will focus on ethical issues faced by attorneys in litigation collateral to arbitrations—before, during and after the arbitration process. This session will be conducted as a series of breakout sessions where debate and discussion of best practices will be encouraged.

Friday morning will lead off with a panel discussion on the business aspects of commutations. Topics such as commutation strategy and the role of commutations in runoff will be covered.

In mid-morning, we will move to a case presentation competition. Ten presenters will each be allotted three minutes to discuss what they believe has been the most critical and important insurance or reinsurance case in the last three years. After the presentation, there will be questions and discussions and the attendees will vote on who made the most persuasive argument for the most significant case.

We will continue on Friday with a panel on the recently negotiated Covered Agreement between the United States and the European Union. This will take the form of an exchange of views for and against the agreement.

We will conclude with a segment geared to international arbitration. The panel on this program will discuss dispute resolution involving U.S. and Latin American reinsurance relationships.

As is customary, each evening will feature a networking reception and an opportunity to catch up with fellow attendees.

All program materials will be provided electronically in advance of the conference, and hard copies will be provided onsite when attendees check into the conference at the registration desk. No conference materials will be mailed out in advance.

This conference will be conducted in accordance with the ARIAS-U.S. Antitrust Policy, which is available in the *About ARIAS-U.S.* section of the website at www.arias-us.org.

Sincerely,

Program Co-Chairs:

Deidre Derrig
Allstate Insurance
Company

Sylvia Kaminsky
ARIAS-U.S. Arbitrator

John M. Nonna
Squire Patton Boggs
(US) LLP

Larry P. Schiffer
Squire Patton Boggs
(US) LLP

Wednesday, May 3, 2017

Pre-Conference Sessions

8:30 a.m. – 10:30 a.m.

WOMEN'S NETWORKING GROUP

Artisans

Engage and inspire at this year's women's networking event! Meet with re/insurance industry colleagues and discuss important topics pertaining to enhancing your brand, tapping into a supportive network, and building stronger alliances. *Please ensure your travel arrangements allow you the chance to attend this exciting event.*

10:00 a.m. – 12:00 p.m.

PRE-CONFERENCE WORKSHOP: Data Protection for Arbitrators Workshop – Secure Email and Encryption

Salon III & Salon IV

Data protection has become an increasingly important issue in this connected age where data information is constantly being gathered and shared. Even tech giants such as Apple, Google, and Facebook are enhancing online protection and expanding encrypted messages for millions of users. This hands-on, practical workshop with cybersecurity experts will include an overview of how to use and where to obtain secure email, disk, and file encryption software programs. Handouts will provide various software options and instructions. Technical assistance will be available to help arbitrators download and install software if needed. Arbitrators should bring their business laptops with them to this workshop.

Rotation 1: 10:00 – 10:55

Rotation 2: 11:00 – 11:55

*Workshop Leaders: Michael Menapace, Wiggin and Dana
Randi E. Elias, Butler Rubin Saltarelli & Boyd LLP*

11:00 a.m. – 1:00 p.m.

ARIAS•U.S. Board Meeting

Artisans



Wednesday, May 3, 2017

11:30 a.m. – 1:00 p.m.

REGISTRATION

Registration Foyer

Thank you to our Lanyard sponsor FTI Consulting



11:30 a.m. – 1:00 p.m.

OPENING LUNCHEON

Center Court

1:00 p.m. – 1:05 p.m.

GENERAL SESSION: Welcome from the Chairman

Vanderbilt Ballroom

James I. Rubin, ARIAS-U.S. Chairman

Butler Rubin Saltarelli & Boyd LLP

1:05 p.m. – 1:15 p.m.

GENERAL SESSION: Welcome from the Conference Co-chairs

Vanderbilt Ballroom

Deidre Derrig, Allstate Insurance Company

Sylvia Kaminsky, ARIAS-U.S. Arbitrator

John M. Nonna, Squire Patton Boggs (US) LLP

Larry P. Schiffer, Squire Patton Boggs (US) LLP

1:15 p.m. – 2:05 p.m.

GENERAL SESSION: Opening Keynote

Vanderbilt Ballroom

2:05 p.m. – 2:35 p.m.

Refreshment Break

Vanderbilt Courtyard

2:35 p.m. – 3:25 p.m.

GENERAL SESSION: Looking Back and Fast Forwarding – Is *Bellefonte* Dead or Destined to Rule?

Vanderbilt Ballroom

In one of the most significant cases for the industry in years, the Second Circuit and New York Court of Appeals have insurers, reinsurers, and intermediaries alike on edge. Will the New York Court of Appeals answer the Second Circuit's certified question to create a presumptive rule from its decision in *Excess*? How will the Second Circuit react to the answer to the certified question? Will *Bellefonte* expand beyond facultative certificates? And does any of it matter for arbitration? Come prepared to participate as our expert panel engages a lively and thought-provoking discussion of these and other issues. Not to be missed!

Panel:

Amy S. Kline, Saul Ewing LLP

Charles Scibetta, Chaffetz Lindsey LLP

Sean T. Keely, Hogan Lovells US LLP

DISCUSSIONS: Emerging Risks– New and Evolving

Room assignments will be provided onsite based on preferences provided during registration.

The risk landscape is ever evolving as emerging risks continue to develop and change at a rapid pace. For the re/insurance industry, the march of progress and modern technology has heightened the awareness of risk, bringing with it a sense of uncertainty as well as unexpected opportunities. What are these new and unforeseen risks, and what opportunities do they present to re/insurers? Connect with other participants in small, in-depth, roundtable discussions moderated by industry experts. Seize the opportunity to discuss new trends, exchange best practices, and build on existing knowledge. Each roundtable will focus on an emerging risk topic, including: *Autonomous Vehicles, Big Data, Blockchain Technology, Cybersecurity, Drones, ERM, GMOs, Nanotechnology, Opioid Crisis, and Talcum Powder.*

Round 1: 3:35 p.m. – 4:25 p.m.

Round 2: 4:35 p.m. – 5:25 p.m.

Roundtable Leaders:

David McLauchlin, The McLauchlin Law Group

Charles T. Morris, Hanover Stone Solutions, LLC

Joseph Sano, Prince Lobel Tye LLP

Laura A. Foggan, Crowell & Moring LLP

Dale Crawford, ARIAS•U.S. Arbitrator

Tom Cunningham, Sidley Austin LLP

Elizabeth Kniffen, Zelle Hofmann Voelbel & Mason LLP

Royce Cohen, Tressler LLP

Tom Bernier, Goldberg Segalla LLP

Ryan Russell, San Francisco Reinsurance Company

Timothy Curley, San Francisco Reinsurance Company

Kelsey Brunette, Munich Re America

Kevin J. Tierney, Disability RMS

Jay Kenigsberg, Rivkin Radler

Additional roundtable leaders will be added leading up to the conference.



6:00 p.m. – 7:30 p.m.

COCKTAIL RECEPTION

Center Court



Thursday, May 4, 2017

6:15 a.m. – 7:00 a.m.

ARIAS-U.S. 3K or 5K Fun Run

Thank you to our Fun Run sponsor Crowell Moring LLP



Rise and run! Join us for a 3K or 5K race on the Ritz-Carlton property. Runners will pace themselves around the scenic course while walkers circumnavigate the course on one rotation. Juice, fruit and iced towels will be made available at the finish line.

7:00 a.m. – 8:00 a.m.

BREAKFAST

Center Court

7:00 a.m. – 8:00 a.m.

ARIAS-U.S. COMMITTEE MEETINGS

Room assignments will be provided at Registration

8:00 a.m. – 9:00 a.m.

GENERAL SESSION:

Coloring Outside the Lines: The Limits of Extra-Contractual Obligations in Life and Property/Casualty Reinsurance

Vanderbilt Courtyard

How can ceding companies collect problematic exposure under extra-contractual obligations provisions? This looming issue cuts across both the life and property-casualty industries. Join us as present and former reinsurance executives and counsel explore the commonalities and differences posed by ECO clauses in life and property-casualty reinsurance contracts. Together with audience participants, this interactive panel will tackle the issues that arise in reinsurance arbitrations, such as how to deal with allocation among underlying primary and excess policies and whether to cede high-profile life settlements involving costs of insurance and abandoned property.

Panel:

Susan E. Mack, Adams and Reese LLP

Michael Steinlage, Larson King, LLP

Steven Najjar, Hannover Life Reassurance Co. of America

John M. Parker, Reinsurance Arbitrator

9:00 a.m. – 9:45 a.m.

ORGANIZATIONAL UPDATES AND COMMITTEE REPORTS

Vanderbilt Ballroom

9:45a.m. – 10:15 a.m.

REFRESHMENT BREAK

Vanderbilt Courtyard

10:15 a.m. – 12:00 p.m.

**BREAKOUT SESSION DISCUSSIONS:
Best Practices and Ethical Issues in Collateral
Litigation – Pre-, During, and Post-Arbitration**

Room assignments will be provided onsite based on preferences provided during registration.

What is best practice when it comes to confidentiality, venue, and the role of courts in collateral litigation? Although arbitration produces a great deal of collateral litigation, the industry still has no established or shared best practices on these topics. During this session, participants will demonstrate their knowledge, experience, and lessons learned in handling complex matters. This session will be divided into three interactive segments: pre-, during, and post-arbitration. It will focus on the hot-button legal and ethical issues that companies and their outside counsel face on a regular basis when managing arbitrations. Get ready to debate topics where reasonable minds can differ!

Rotation 1: 10:15 – 10:45

Rotation 2: 10:50 – 11:20

Rotation 3: 11:25 – 11:55

Discussion Leaders: *Matthew T. Furton, Locke Lord LLP*
 Nick J. DiGiovanni, Locke Lord LLP
 Diane Nergaard, Eriksen Enterprise, LLC
 Peter Gentile, ARIAS•U.S. Arbitrator
 Stephen M. Kennedy, Clyde & Co US LLP
 Kim D. Hogrefe, Independent Arbitrator

Additional discussion leaders will be added leading up to the conference.

12:00 p.m. – 1:00 p.m.

LUNCHEON

Center Court

12:00 p.m. – 12:30 p.m.

BOXED LUNCHESES

(Available for optional activity participants)

Center Court

1:00 p.m. – 6:00 p.m.

OPEN FOR OPTIONAL ACTIVITIES AND NETWORKING

(Optional activities include Golf, Tennis, and Beachside games)

Thank you to our Beachside sponsor Allstate



Allstate
You're in good hands.

Thank you to our Golf co-sponsor Vocke Law Group

VOCKE LAW GROUP

6:30 p.m. – 8:00 p.m.

COCKTAIL RECEPTION

Poolside

Friday, May 5, 2017

7:15 a.m. – 8:15 a.m.

BREAKFAST

Center Court

8:15 a.m. – 9:00 a.m.

GENERAL SESSION:

A Fresh Perspective on the Business Aspect of Commutations

Vanderbilt Ballroom

What are the keys to a successful commutation strategy? What pitfalls should be avoided? What approaches and techniques can be used with the commutation of reinsurance agreements, and what is the rationale for their use? Join our panel of highly qualified industry practitioners for key insights on successful commutation strategy and the role of commutation agreements in managing runoff in the current business environment. This session will engage participants through interactive discussions on topics, including key issues related to commutation of reinsurance agreements and understanding the current business climate and impact on commutations of reinsurance agreements.

Panel: Wm. Gerald McElroy, Jr., Zelle LLP
Leah A. Spivey, Munich Re America, Inc.
Richard Dupree, The Travelers Insurance Company, Inc.
Andre Lefebvre, Arrowpoint Capital
Paul Edward Dassenko, AzuRe Advisors, Inc.

9:00 a.m. – 10:00 a.m.

GENERAL SESSION:

New! Rapid Fire Case Presentations

Vanderbilt Ballroom

Join us for this unique and fast-paced session! Hear from experienced and distinguished practitioners as they compete to convince the audience that they have the most important case in insurance and reinsurance law. Each presenter will be given three (3) minutes to provide a snapshot of their case, using just a few illustrative slides regarding, *“the most critical or important reinsurance or insurance case within the last three years.”* The session will consist of 10 presentations in 30 minutes, followed by 30 minutes of moderated questions, discussion and audience voting for the winner. This is one session you don't want to miss!

Moderator: Damon N. Vocke, Vocke Law Group LLP
Presenters: Scott R. Ostericher, Vocke Law Group LLP
Eridania Perez, Squire Patton Boggs (US) LLP
Alysa B. Wakin, Odyssey Reinsurance Company
David Bradford, Zurich North America
Wesley Sherman, Transatlantic Reinsurance Co.

Additional roundtable leaders will be added leading up to the conference.

10:00 a.m. – 10:30 a.m.

REFRESHMENT BREAK

Vanderbilt Courtyard

10:30 a.m. – 11:20 a.m.

GENERAL SESSION:

Is the New U.S.-EU Covered Agreement Good for the Industry, and Will the New Administration Make Changes?

Vanderbilt Ballroom

On January 13, 2017, the U.S. Treasury Department and the Office of the U.S. Trade Representative advised Congress that they had negotiated a bilateral trade agreement, known as a "covered agreement," with the European Union ("EU"). The covered agreement impacts reinsurance collateral, group supervision, and the exchange of insurance information between U.S. and EU regulators. Yet unknown is whether the new administration will allow for the implementation of the covered agreement and, if so, its effective date. Learn about the covered agreement as representatives from the reinsurance community and the National Association of Insurance Commissioners debate its "pros" and "cons" in what is expected to be a very lively and informative session.

Moderator: Bruce Baty, Dentons US LLP

Panel: Tracey Laws, Senior Vice President & General Counsel, Reinsurance Association of America

John Huff, Immediate Past President of the NAIC and Immediate Past Director of the Missouri Insurance Department

11:20 a.m. – 12:10 p.m.

GENERAL SESSION:

Dispute Resolution Involving U.S./Latin America Reinsurance Relationships

Vanderbilt Ballroom

Increasingly common, cross-border disputes involve different cultures, legal systems, and business concepts. Likewise, the resolution of disputes arising from U.S./Latin America reinsurance relationships has gone from handshake deals to highly disputed arbitration and litigation. Thinking globally, this panel will examine, compare, and contrast how disputes arising out of U.S./Latin America reinsurance relationships have been, are, and should be resolved. Panelists will discuss the approach of national laws to arbitration of disputes as well as relevant international conventions and current trends and best practices.

Panel: Yves Hayaux-du-Tilly, Nader Hayaux & Goebel

Edward K. Lenci, Hinshaw & Culbertson LLP

12:10 p.m. – 12:15 p.m.

CLOSING REMARKS

Vanderbilt Ballroom

James I. Rubin, ARIAS-U.S. Chairman, Butler Rubin Saltarelli & Boyd LLP

NYS CLE Credit: Ten hours of Continuing Legal Education credits are available to those who attend this conference, which breaks down as follows: 1.5 CLE credits for Ethics, 8.5 CLE credits for Areas of Professional Practice. This program is structured for both newly-admitted attorneys and experienced attorneys. Sign-in and sign-out sheets will verify attendance at all sessions and will be the basis upon which certificates of attendance will be prepared and sent, but certification of completed credit hours to CLE Boards is the responsibility of each attorney.

2017 Calendar of ARIAS•U.S. Programs

Details for all events are on the ARIAS•U.S. website

2017 Webinar Program

April 18 — Avoiding the Trip-Wire: Current Issues in the Attorney-Client Privilege

June 8 — Social Media and Personal Cybersecurity

September 26 — After the Final Award: When is it Permissible and Appropriate for Panels to Retain Jurisdiction?

October TBD — Primary Insurance Arbitrations

December TBD — What are the "CAT" Bonds and How Do They Differ from Insurance and Reinsurance?

Seminars and Networking Events

July — ARIAS•U.S. Educational Seminar/Networking Event

ARIAS•U.S. is planning a joint educational seminar and networking event this summer. This event will provide engaging content and an interactive discussion of issues of interest to the industry, allowing for greater interaction among arbitrators, company representatives and firm attorneys.

East Coast Location — exact date coming soon.

Mintz, Levin, Cohn, Ferris, Glovsky and Popeo, P.C.

666 Third Avenue, New York, NY 10017

September — Intensive Arbitrator Training Workshop

Full-day program, with lectures and mock arbitrations

New York, NY

Exact location and date coming soon.

November 1 — Fall Educational Seminars

Half-day session including lunch starting at 12:00p.m.

Educational Seminar credit

The New York Marriott Marquis, New York, NY

November 2-3 — Fall 2017 Conference

The New York Marriott Marquis, New York, NY

Join us in Naples...

According to the current description on The Ritz-Carlton website...

THE TRADITIONAL RETREAT. REDEFINED.

The sun sets, the bell sounds. It is the defining moment of the day at The Ritz-Carlton, Naples and one of this Five-Star luxury hotel's most anticipated among the guests who gather to participate in the enduring tradition that marks the treasured memory of the descending sun beyond our Florida beach resort's oceanfront. As glasses are raised to toast the end to a perfect day, it is easy to marvel at what made it so: the stunning views from the resort's private balconies and world-class suites. The ideal playing conditions that accompanied a masterful round of golf. And the introduction of your child to the Gulf's incredible creatures through the Ritz Kids® program. Tomorrow brings the possibility of so much more – from a luxurious spa treatment to a delicious dining experience to relaxing by our pools or simply walking hand in hand on the sandy shore.

The Ritz-Carlton, Naples beachfront hotel was named to Condé Nast Traveler's 2013 "Gold List" and Travel + Leisure "World's Best List" 2013.

The Florida beach resort's features include:

- Stunning views of the Gulf of Mexico
- 450 luxury guest rooms, including 35 suites and 70 Ritz-Carlton Club® Level rooms and suites, each with a view of the beach and Gulf of Mexico, and all but eleven with private balconies. Two Presidential Suites
- An exclusive world-class spa featuring more than 30 treatment rooms that combine relaxation and body therapies with wellness and nutrition programs and a complimentary fitness center
- Seven innovative dining experiences: The Grill, Gumbo Limbo, The Sushi Bar, Terrazza, Poolside Café, Bites at the Lobby Lounge, The Gourmet Shop and the Spa's =H20+
- Two heated outdoor pools including a family pool, relaxation pool, a whirlpool and a children's pool
- Nature's Wonders, an interactive environmental children's program
- Vue, a sleek, modern high-tech entertainment lounge featuring the latest in video games
- More than 42,000 square feet of indoor and outdoor meeting space including the two-story Gulf front Beach House
- Access to the Tiburón Golf Club, offering two 18-hole Greg Norman-designed golf courses, championship golf instruction at Bobby Clampett's Impact Zone Golf Academy and custom clubs at Tour Fit Golf Labs, located nearby at The Ritz-Carlton Golf Resort, Naples

... and more! An extensive description of facilities, services, and prices is available on the website, www.ritzcarlton.com/en/hotels/naples/naples-beach.





Transportation

The Southeast Florida International Airport (RSW) is located approximately 25 minutes away from The Ritz-Carlton Naples hotel. Taxis are readily available at the airport for transport. However, the Naples Transportation & Tours (NT&T) (www.nttep.com) is the preferred and recommended provider of transportation services for groups and individual travelers. Click on this link (<https://nttreservations.com/arias.php>) to make transportation reservations to/from the Ritz-Carlton, Naples. Discounted rates are available for online reservations made at least one day in advance. The Ft. Lauderdale International Airport (FLL) and the Miami International Airport (MIA) is approximately two hours away from the property.



Restaurants

From fine waterfront dining that provides a front row seat to spectacular evening sunsets, to restaurants inspired by the freshest Florida fare, The Ritz-Carlton, Naples offers a feast for the senses. Savor the selection of just-caught seafood at the beachfront Gumbo Limbo, family-friendly Italian cuisine at Terrazza or a gourmet experience at The Grill, an elegant steakhouse. For those seeking lighter fare and handcrafted cocktails, the Lobby reveals the Lobby Bar, DUSK and Bites, featuring shared plates and tapas.

You can find descriptions, hours, photographs, and complete menus for each of the restaurants on the hotel's website at www.ritzcarlton.com/en/hotels/naples/naples-beach/dining. Where reservations are required, phone numbers are indicated. It is best to make advance reservations for dinner, rather than waiting until arrival.

The nearby area also provides a wide variety of options. The hotel concierge can help with reservations.



Southwest Florida – The Paradise Coast

For complete information on what is available, go to www.paradisecoast.com. You can find descriptions of the major area restaurants and other area activities searchable by city, and links to their websites.

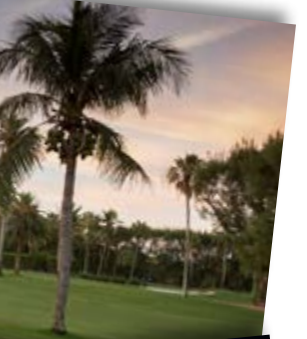
ARIAS•U.S. Spring Conference Hotel Room Block

ARIAS•U.S. has secured a block of rooms at a reduced rate at the Ritz-Carlton Naples.

The Ritz-Carlton – Naples
280 Vanderbilt Beach Road
Naples, FL 34108, US

ARIAS•U.S. Group Rates:	\$345	Coastal View Room, Run of House
	\$419	Golf View Room, One Kind Bed
	\$419	Gulf View room, Two Double Beds

Reduced rate rooms are on a first-come, first served basis, ending on April 7, 2017. To make your room reservation, visit <http://bit.ly/arias-ritz-roomblock> or call 1-877-590-8187. Be sure to reference the ARIAS•U.S. Spring Conference to receive the reduced rate. Check-in time is 4:00 p.m. so if you are arriving on the May 3rd for the noon start, you will have to store bags upon arrival, unless your room is ready early.



REGISTRATION INFORMATION

CONFERENCE REGISTRATION FEES:

ARIAS•U.S. 2017 Spring Conference Registration Fees by Category

Registrant Type	Early (due by March 20)	Regular (due April 24)	Late (Onsite)
Member	\$1,055.00	\$1,105.00	\$1,205.00
Non-member	\$1,405.00	\$1,455.00	\$1,555.00

*Members include designated corporate representatives and individual members.

**Non-members may apply for membership and receive member rates. Application is available online through the Membership section of the website.

Member/Non-member fee includes: Meeting costs, program materials, two breakfasts, two luncheons, three refreshment breaks, and two cocktail receptions. Not included in registration fee: Travel and lodging.

All registrants will be provided a name badge to wear during the conference. For security purposes, you will be required to wear your name badge at all times during conference activities.

CONFERENCE PREPARATION MATERIALS:

Conference materials will be emailed to registrants and provided at the registration desk upon checking in for the conference.

Final Conference Registration Deadline: April 24, 2017

After April 24, 2017, the website will continue to accept registration requests; however, \$100 additional will be charged. Registration will be accepted onsite at the conference at the onsite fee.

DIRECT ANY INQUIRIES TO: ARIAS•U.S., info@arias-us.org, phone: 703-574-4087, fax: 703-506-3266. ARIAS•U.S., 7918 Jones Branch Drive, Suite 300, McLean, VA 22102

CANCELLATION POLICY: The cutoff date for a full refund of the Conference Registration fee is March 20th. Anyone who cancels between that date and April 24th will receive a refund, less a \$100 administrative fee. Notification must be received in writing by email, fax, or postal mail. Refund will be issued by check. Failure to cancel by April 24th will result in forfeiture of the entire registration fee.

SUBSTITUTION POLICY: Substitutions are permitted with written notice by April 24th. Notification must be received in writing by email, fax, or postal mail. Failure to substitute a registrant by April 24th will result in forfeiture of the entire registration fee. If the registration rate for the person substituting is higher than the rate for the person for whom payment has already been submitted, payment will need to be provided to cover the difference before the substitution is complete.

FINANCIAL HARDSHIP POLICY STATEMENT: As required by the New York and Illinois CLE Boards, if a member of the state's bar would like to attend an ARIAS•U.S. conference, but finds that he or she would incur a financial hardship by doing so, an application for waiver of the attendance fee may be made to the Board of Directors of ARIAS•U.S. Such application would be held in strict confidence.

**Use the Registration Form to the Right,
or Register Online Today!**

www.arias-us.org



2017 Spring Conference Registration Form

(a separate form is required for each attendee or activity participant)

Prefix: Mr. / Mrs. / Ms. First Name: _____ Last Name: _____

Badge Name (ie, Bob for Robert): _____ I am a First-Time Attendee I am an Arbitrator/Umpire

Which best describes your participation at the conference? Law Firm Company Arbitrator

Title: _____ Company Name: _____

Street Address: _____ Suite/Floor: _____

City: _____ State/Province: _____ Postal Code: _____ Country: _____

Phone: _____ Email: _____

I would like to earn CLE credits for the following state (mark all that apply): IL NY PA Other:

ADA or Special Needs: _____

Dietary Restrictions: Vegetarian Vegan Kosher Gluten-Free

Food Allergies: _____

Emergency Contact Name: _____ Phone: _____

SESSION SELECTION AND PREFERENCES:

Please indicate if you plan to attend either of the following pre-conference sessions:

Women's Networking Event, 8:30am-10:30am

Note: This is a free networking event for women.

Data Protection for Arbitrators Workshop, 10:00am-12:00pm

Note: This is a free workshop for arbitrators attending the conference. Attendees should bring their business laptops for this hands-on workshop.

Conversations that Matter: Roundtable Discussions: Emerging Risks – New and Evolving, May 3rd, 3:30pm-5:30pm

Please rank up to five (5) roundtable topics you would be interested in attending by using the space to the left of each topic.

(Visit the ARIAS website Spring Conference page for descriptions):

___ Autonomous vehicles ___ Big Data ___ Blockchain Technology ___ Drones ___ Enterprise Risk Management (ERM)
___ GMOs ___ Nanotechnology ___ Opioid Crisis ___ Talcum Powder ___ Cybersecurity

ARIAS-U.S. 2017 Spring Conference Registration Fees (please circle your fee):

Registrant Type	Early (due March 20)	Regular (due April 24)	Late (Onsite)
Member*	\$1,055.00	\$1,105.00	\$1,205.00
Non-member**	\$1,405.00	\$1,455.00	\$1,555.00

*Members include designated corporate representatives and individual members.

**Non-members may apply for membership and receive member rates. Application is available online through the Membership section of the website.

Member/Non-member registration fee includes: Meeting costs, program materials, two breakfasts, two luncheons, and two cocktail receptions.

Not included in registration fee: Travel and lodging. Only conference attendees and guests registered in advance may attend the meals and reception. All registrants will be provided a name badge to wear during the conference. For security purposes, you will be required to wear your name badge at all times during conference activities.

PAYMENT INFORMATION

You may register for the 2017 ARIAS-U.S. Spring Conference online at www.arias-us.org or complete the following credit card information and submit the form to: ARIAS-U.S., 7918 Jones Branch Drive, Suite 300, McLean, VA 22102 or via fax 703-506-3266 or via email info@arias-us.org. For payment by check, please make the check payable to ARIAS-U.S. (Fed ID #13-3804860) and send to: *By First Class mail:* ARIAS-U.S., 6599 Solutions Center, Chicago, IL 60677-6005; *By Overnight mail:* ARIAS-U.S., Lockbox #776599, 350 E. Devon Ave., Itasca, IL 60143

Credit Card #: _____

Exp Date: ____/____/____ Billing Zip Code: _____ Sec Code: _____

Name as it appears on card: _____

CALCULATE YOUR TOTAL DUE:

GUEST RATES*

*Guest names for conference badges will be collected at a later date.

\$250 Guest – All Meals (5/3-5/5): \$ _____

\$50 Guest Lunch Ticket – Wednesday, 5/3: \$ _____

\$60 Guest Reception Ticket – Wednesday, 5/3: \$ _____

\$40 Guest Breakfast Ticket – Thursday, 5/4: \$ _____

\$50 Guest Lunch Ticket – Thursday, 5/4: \$ _____

\$60 Guest reception Ticket – Thursday, 5/4: \$ _____

CONFERENCE REGISTRATION FEE: \$ _____

TOTAL DUE: \$ _____

Signature: _____

Date: _____

Cancellation Policy: The cutoff date for a full refund of the Conference Registration fee is March 20th. Anyone who cancels between that date and April 24th will receive a refund, less a \$100 administrative fee. Notification must be received in writing by email, fax, or postal mail. Refund will be issued by check. Failure to cancel by April 24th will result in forfeiture of the entire registration fee.

Financial Hardship Policy Statement: As required by the New York and Illinois CLE Boards, if a member of the state's bar would like to attend an ARIAS-U.S. conference, but finds that he or she would incur a financial hardship by doing so, an application for waiver of the attendance fee may be made to the Board of Directors of ARIAS-U.S. Such application would be held in strict confidence.



2017 ARIAS•U.S. Spring Conference Sponsorship Opportunities

ARIAS•U.S. (AIDA Reinsurance & Insurance Arbitration Society) is the leading not-for-profit trade association for the insurance and reinsurance industry. ARIAS•U.S. promotes excellence, advancement, and education around insurance and reinsurance alternative dispute resolutions as well as provides a pool of certified arbitrators. Membership is open to law firms, corporations, and individuals interested in helping to achieve the goals of the Society.

ARIAS•U.S. Fall Conference will take place at the Ritz Carlton Hotel in Naples, Florida, May 3-5, 2017. This three day conference will include general sessions, breakout sessions, breakfast, lunch and networking receptions. Expected attendance is 200-250 key company decision makers.

Why You Should Be Involved

Involvement with ARIAS•U.S. provides your company with:

- Exposes your brand to this lucrative target market before, during, and after the event;
- Provides the opportunity for your company to interact with ARIAS•US leadership and core supporters; and
- Creates a win-win scenario for your company, your target audience and ARIAS•US.

Sponsorship opportunities are customizable, so if you don't find the opportunity that's perfect for your company, please contact us!



ARIAS•U.S.

7918 Jones Branch Drive, Suite 300 • McLean, VA 22102

Tel: 703-574-4087 • Fax: 703.506.3266 • Email: smeier@arias-us.org

ARIAS•US is a 501(c)6 organization. Tax Identification Number: 13-3804860.

Networking, Meals, & Reception Sponsorship Opportunities

Available to Non-Member Individuals and Companies.

Networking Breakfasts (\$2,000 per sponsor, 2 opportunities available)

The Thursday Networking Breakfast starts the day off with an array of fresh fruit, baked goods and piping hot beverages while attendees have the opportunity to leisurely catch up with colleagues. The Friday Networking Breakfast is the last hurrah before the final session. Take this opportunity for your company to have signage right by each food and beverage station as guests linger over coffee and a hearty breakfast before they head back home.

Networking Breaks (\$1,500 per sponsor, 3 sponsorships available)

If ever there was a group that takes their networking breaks seriously, it would be the ARIAS Conference attendees. Take this opportunity for your company to have signage right by each food and beverage station as guests linger over coffee and talk shop.

Networking Luncheons (\$2,500 per sponsor, 2 sponsorships available)

No better way to grab the attention of each attendee than to sponsor the first gathering of the conference, the opening day luncheon. The luncheon will be held in the beautiful Center Court. The Ritz Carlton, known for its luxurious accommodations and fine cuisine, will be the perfect backdrop to your company's sponsorship. Your sponsorship will have signage around the room acknowledging your company as the luncheon sponsor.

Opening Day Evening Reception (\$4,000, 1 sponsorship available)

With the fountains flowing in Center Court, attendees enjoy drinks and light fare as they talk shop with business associates. In addition to signage welcoming the attendees, in a location offering views of crystal blue water surrounded by lush tropical landscaping under Southwest Florida's majestic evening sky. The sponsor of this reception can take advantage of offering a customized drink incorporating their company brand.

Evening Reception (\$4,000, 1 sponsorship available)

After an afternoon of fun in the sun or snoozing poolside, guests will be ready to have a few drinks and engage with their colleagues once again! In addition to signage welcoming the attendees, the sponsor of this reception can take advantage of offering a customized drink incorporating their company brand.



Additional 2017 Spring Conference Sponsorship Opportunities

Yoga on the Beach (\$2,500)

Designed to create an energetic and healthful workout, begin your conference experience with morning yoga on the beach! **Optional Company Additions:** Branded Towels, Water Bottles, T-Shirts.

ARIAS 3K or 5K Fun Run! (\$3,500)

A 3K or 5K race on the Ritz Carlton property. Runners will pace themselves around the scenic course while walkers will circumnavigate the course on the rotation. Juice, fruit and iced towels will be made available at the finish line. Sponsor signage will be placed at the starting and finishing line of the race. **Optional Company Additions:** Branded Towels, Water Bottles, T-Shirts.

Photo Scavenger Hunt – ARIAS Style (\$2,500)

Smile! You are going on a photo adventure. Your team has exactly one hour to take ten pictures of any of the items on your list. There are only ten pictures available on your camera, so plan carefully! **Optional Company Additions:** Branded Water Bottles, T-Shirts and/or prizes.

Game On – Beachside!! (\$3,000)

In the mood for a little healthy competition but don't have time for 18 holes of golf? This is the perfect opportunity to network, enjoy the beautiful scenery and show off the fact that you are a true athlete! Around for 7,000 years, Bocce is a social and competitive game of skill. It sharpens the reflexes, requires judgment and stimulates strong sportsmanship among players. Couple this with drinks and hors d'oeuvres and everyone attending will talk about this event for several months. **Optional Company Additions:** Branded Towels, Water Bottles, T-Shirts and/or prizes.

ARIAS•U.S. Golf Tournament (\$3,500)

Whether you are a serious golfer or just a "vacation" player, the ARIAS Golf Tournament is always a great opportunity to enjoy the sport, the lush course and network with your colleagues. In addition to signage, the sponsor of this tournament will have the opportunity to add in branded swag, prizes for some "extra competition" and even offer up a free "Mulligan" to each player. **One still available.**

All ARIAS•U.S. Fall Conference Sponsors Receive:

- Logo placement and recognition in marketing collateral, event signage, and onsite materials as a conference sponsor.
- Logo placement and recognition on ARIAS•U.S. Fall Conference webpage with link to your corporate website.
- Logo placement and recognition as a sponsor in ARIAS•U.S. Quarterly Issue – Fall Conference Recap Section.
- Opportunity to include an insert in the Fall Conference registration materials.
- Recognition as a sponsor from the podium at the Opening & Closing General session.
- Opportunity to send an e-mail to attendees pre- or post-conference* (*Sponsor will provide the content and it will be approved by the ARIAS•U.S. Board. Staff will send out on behalf of your company.*)

**Available to sponsors at the \$3000 or above level.*





Sponsorship Commitment Form

Sponsorship Commitment (please check your selection)

- Networking Breakfasts (\$2,000, 2 opportunities available)
- Networking Breaks (\$1,500, 3 sponsorships available)
- Networking Luncheons (\$2,500, 2 sponsorships available)
- Opening Day Evening Reception (\$4,000, 1 sponsorship available)
- Evening Reception (\$4,000, 1 sponsorship available)
- Yoga on the Beach (\$2,500)
- ~~ARIAS 3K or 5K Fun Run! (\$3,500) — **SOLD**~~
- Photo Scavenger Hunt – ARIAS Style (\$2,500)
- ~~Game On – Beachside!! (\$3,000) — **SOLD**~~
- ARIAS•U.S. Golf Tournament Co-Sponsor (\$3,500)
- ~~Branded Lanyards (\$2,000) — **SOLD**~~

First Name: _____ Last Name: _____
 Title: _____ Company Name: _____
 Street Address: _____
 City: _____ State/Province: _____ Postal Code: _____ Country: _____
 Phone: _____ Email: _____

PAYMENT INFORMATION

Complete the following credit card information and submit the form to: ARIAS•U.S., 7918 Jones Branch Drive, Suite 300, McLean, VA 22102 or via fax 703-506-3266 or via email info@arias-us.org. For payment by check, please make the check payable to ARIAS•U.S. (Fed ID #13-3804860) and send to: *By First Class mail:* ARIAS•U.S., 6599 Solutions Center, Chicago, IL 60677-6005; *By Overnight mail:* ARIAS•U.S., Lockbox #776599, 350 E. Devon Ave., Itasca, IL 60143

Credit Card: AMEX DISC MC VISA
 Credit Card #: _____
 Exp Date: ____ / ____ Billing Zip Code: _____
 Name as it appears on card: _____

Check (payable to ARIAS•U.S.) # _____

Signature: _____ Date: _____

This document serves as a contract. All sponsorship requests are final. Execution of this sponsorship commitment form signifies assumption of legal responsibility to pay for all sponsorship as stipulated on the form. Sponsorship is not confirmed until full payment is received. Payment must be made in U.S. dollar drawn on U.S. bank prior to the event date.

Submit the completed form to: ARIAS•U.S., 7918 Jones Branch Drive, Suite 300, McLean, VA 22102
 or via fax 703-506-3266 or via email info@arias-us.org.
 Please also submit your company logo in vector format, and a brief company description with completed form.



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