Dear Colleagues,

Join us and hundreds of your colleagues Nov. 2-3 at the Marriott Marquis in New York City for the Fall 2017 ARIAS Conference, which is not to be missed!

ARIAS members and, in particular, its certified arbitrators have unparalleled expertise in dispute resolution. While one of our core missions will always be to ensure the best and most efficient use of arbitration in reinsurance disputes, there are a vast number of other insurance disputes in which ARIAS could potentially play a key role. At our Fall Conference, we’ll explore how we might expand our scope to additional types of disputes, such as direct coverage disputes, Bermuda Form arbitrations, workers’ compensation disputes, and disputes between captives and their reinsurers.

On Wednesday, November 1, a day before the official opening of the conference, the ARIAS Education Committee will be hosting the Arbitration for Arbitrators and Umpire Master Class seminars. In addition, ARIAS will be hosting another engaging Women’s Networking Event, which will be sponsored by Chaffetz Lindsey LLP and FTI Consulting. Separate registration will be required for all of these listed events.

The conference will officially open on Thursday, November 2, with the first two general sessions bringing together some of the most knowledgeable policyholder counsel and insurers to discuss problems encountered with existing arbitration regimes and how ARIAS could best tailor its unparalleled expertise in dispute resolution to insurance coverage disputes. These two general sessions will be followed by four breakout sessions that will cover more traditional nuts-and-bolts topics that will likely affect your next reinsurance arbitration: resolving evidentiary disputes, the perils of privilege, managing discovery disputes, and information security for arbitrators. After a short break, we will resume with additional breakout sessions on hotly disputed issues that often find their way into the arbitration process, such as all sums vs. pro rata, managing disputes of less than $1 million, and workers’ compensation.

The following morning, we will continue our exploration of expanding ARIAS into non-traditional dispute markets with a panel discussion on captive reinsurance disputes as well as a separate session on Bermuda Form arbitrations and, in particular, whether an ARIAS format would provide a better product to clients in the Bermuda Form market. Both the captive and Bermuda Form sessions will include clients and counsel from the policyholder and insurer sides of the debate.

In between these discussions, we’ll find time to address the “state of play” in reinsurance disputes. A panel of experienced, in-house insiders will provide their perspectives on the current state of insurance and reinsurance arbitrations and what the future holds. Conference participants will be encouraged to submit questions anonymously, and a lively discussion will undoubtedly ensue.

Finally, our ethics segment will be a fast-moving rapid-fire discussion and will include short presentations on several key ethical issues, such as conflicts, disclosures, ex parte and advocacy.

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 section of the website at www.arias-us.org.

We look forward to seeing you in New York!

Sincerely,

Program Co-Chairs:

<table>
<thead>
<tr>
<th>Marc L. Abrams</th>
<th>Peter Gentile</th>
<th>James I. Rubin</th>
<th>Alysa B. Wakin</th>
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<tr>
<td>Mintz Levin Cohn Ferris</td>
<td>ARIAS•U.S. Certified</td>
<td>ARIAS•U.S. Chairman</td>
<td>Odyssey Re</td>
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<tr>
<td>Glovsky and Popeo PC</td>
<td>Arbitrator</td>
<td>Butler Rubin Saltarelli &amp; Boyd LLP</td>
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Wednesday, November 1

1:00 p.m. – 5:00 p.m.  FALL EDUCATIONAL SEMINAR
Participants must register separately for the educational seminars.
The half-day sessions count towards the ARIAS•U.S. Certification renewal requirements. Lunch will be provided from 12:00 p.m. – 1:00 p.m.

Arbitration for Arbitrators: Cradle to the Grave
Through a combination of presentations and discussion panels, participants will explore and discuss issues that raise questions about what authority arbitrators have and how best to use it throughout the arbitration process. The seminar will explore this issue in a variety of situations, such as disputes over confidentiality, attempts to change the scope of a proceeding through additions of contracts or claims, requests to issue declaratory relief and claims protocols, and to what extent arbitrators should draw upon their own knowledge of custom and practice as opposed to hearing expert evidence to fill in gaps where direct factual evidence is missing or incomplete.

Umpire Master Class
This will address each aspect of the umpire process, from start to finish. After offering a brief overview, the faculty will address the logistical beginnings of an organizational meeting. The seminar will then delve into managing motion practice and discovery, including ex parte communications, handling misconduct, necessary considerations, and resolving privilege disputes, then close with a discussion of pre-hearing/hearing issues and considerations of an organizational meeting.

3:30 p.m. – 5:30 p.m.  WOMEN’S NETWORKING EVENT
Participants must register separately for the women’s networking event. More information to come.

Thank you to our Women’s Networking Event Sponsor Chaffetz Lindsey LLP and FTI Consulting
Thursday, November 2

7:00 a.m. – 8:30 a.m. REGISTRATION
South Pre-function Registration Booth (5th Floor)
Thank you to our lanyard sponsor FTI Consulting

7:30 a.m. – 8:30 a.m. BREAKFAST
North Pre-function Foyer Area (5th Floor)

8:30 a.m. – 8:40 a.m. GENERAL SESSION:
Welcome from the Conference Co-chairs
Westside Ballroom (5th Floor)
James I. Rubin, ARIAS•U.S. Chairman,
Butler Rubin Saltarelli & Boyd LLP
Peter Gentile, ARIAS•U.S. Certified Arbitrator
Alysa B. Wakin, Odyssey Re
Marc L. Abrams, Mintz Levin Cohn Ferris Glovsky and Popeo P.C.

8:40 a.m. – 9:20 a.m. ARIAS•U.S. Organizational Update
Westside Ballroom (5th Floor)

9:20 a.m. – 10:10 a.m. GENERAL SESSION: Opening Keynote
Westside Ballroom (5th Floor)

10:10 a.m. – 10:40 a.m. Morning Refreshment Break
North and South Pre-function Foyer (5th Floor)

10:40 a.m. – 11:30 a.m. GENERAL SESSION:
Direct Insurance Coverage Disputes – Can ARIAS
Develop a More Attractive Arbitration Product?
Westside Ballroom (5th Floor)
Top minds from the policyholder bar discuss problems encountered in the
existing arbitration process and how policyholders, insurers and ARIAS
might develop better arbitration procedures for policyholder disputes.
Panel: Deirdre Johnson, Crowell & Moring LLP
Peter Rosen, Latham & Watkins LLO
Paul Zevnick, Morgan, Lewis & Bockius LLP
Mitch Kamin, Covington & Burling LLP
Thursday, November 2

11:30 a.m. – 12:20 p.m.  GENERAL SESSION: Through the Looking Glass – Insurance Company Perspectives on Policyholder Arbitration
Westside Ballroom (5th Floor)

In this companion to the preceding session, high level in-house counsel will discuss problems with arbitrating direct coverage disputes from the insurer perspective. Join us as we continue to explore whether ARIAS can develop an effective dispute resolution model for direct coverage disputes.

Panel: Brian Snover, Berkshire Hathaway Reinsurance Division
Glenn Frankel, The Hartford Financial Services
Kim Hogrefe, Independent Arbitrator / Retired Senior Vice President, Chubb and Son Insurance
Amanda Music, HCC/Tokio Marine

12:20 p.m. – 12:25 p.m.  Announcements from the Executive Director
Westside Ballroom (5th Floor)

12:30 p.m. – 2:00 p.m.  LUNCHEON
The Broadway Lounge (8th Floor)

1:30 p.m. – 2:00 p.m.  Networking Lounge – Open Networking
Alvin/Edison/Booth/Lyceum/Carnegie (5th Floor)

2:00 p.m. – 2:50 p.m.  BREAKOUT SESSIONS – ROUND 1
Salon Rooms (5th Floor)

BREAKOUT SESSION 1:
The Gatekeeper: A Practical Guide to Resolving Evidentiary Disputes at Hearing

Arbitrators must rule quickly on evidentiary disputes at hearing, often without the aid of briefing and while confronted by party predictions that vacatur will follow from adverse evidentiary rulings. In a hypothetical coverage dispute, gain practical experience resolving evidentiary disputes through live e-poll voting, compare your vote to that of other ARIAS-certified arbitrators and company executives, and then learn how a court might consider your ruling when hearing a petition to vacate.

Panel: Nina Caroselli, RiverStone Resources, LLC
John F. Chaplin, Compass Reinsurance Consulting LLC
Catherine Isely, Butler Rubin Saltarelli & Boyd LLP

BREAKOUT SESSION 2:
Privilege and its Perils: Insights and Strategies for Addressing Privilege Issues in Arbitrations

The attorney-client privilege keeps secrets – sometimes. During this session, panelists and conference participants will explore the foundations of privilege, its role in our business, and recent developments that put its protections at risk. Test your knowledge against real life problems and fellow conference goers in a lively participatory presentation.

Panel: Patricia Fox, AIG
Chuck Ehrlich, ARIAS-U.S. Certified Arbitrator
Nick Cramb, Mintz, Levin, Cohn, Ferris, Glovsky and Popeo, P.C.
BREAKOUT SESSION 3:
Discovery – A Matter of Balance. Keeping a Watchful Eye on the Objective
Discovery disputes are increasingly becoming part of the reinsurance arbitration landscape. How can they be avoided, and how can they be addressed when they arise? Join us as we address the issues in a roundtable discussion with panel members and practitioners
Panel: Don Frechette, Locke Lord LLP
Christopher Bello, General Re Life Corporation
Jonathan Rosen, Arbitration, Mediation and Expert Witness Services
Aimee Hoben, The Hartford

BREAKOUT SESSION 4:
Information Security for Arbitrators
Keeping information secure is vital in any confidential arbitration. This interactive workshop is part of a continuing series of offerings from the Technology Committee. Participants will learn two vital information security skills: (1) encrypting individual documents, including PDFs, and (2) deleting files the right way.
Panel: Randi Ellias, Butler Rubin Saltarelli & Boyd LLP
Daniel Garrie, JAMS

3:00 p.m. – 3:50 p.m. BREAKOUT SESSIONS – ROUND 2
Salon Rooms (5th Floor)

BREAKOUT SESSION 1:
The Gatekeeper: A Practical Guide to Resolving Evidentiary Disputes at Hearing
Repeated session – see description and panel presenters on page 5.

BREAKOUT SESSION 2:
All Sums vs. ProRata – An Insider's Guide to a Hotly Disputed Issue
One of the most frequently disputed issues between insurers and policyholders is how to apply losses across multiple policy years. This panel will explore why these issues are so critical to policyholders and insurers. Discussion topics will include current developments of the recent Viking Pump and Olin decisions emanating from New York’s courts and how these issues may find their way into reinsurance disputes.
Panel: Alex Furth, Resolute Management, Inc.
Ana Francisco, Foley & Lardner LLP
Ken Gorenberg, Barnes & Thornburg LLP
Thursday, November 2

BREAKOUT SESSION 3:
Arbitrating and Managing Small Disputes Cost-Effectively: Strategies for Arbitrators, Counsel and Company Representatives

As we are all aware, companies occasionally have smaller disputes where the total amount at issue is less than $1 million and the dispute cannot be resolved on a principal-to-principal basis. The parties are then faced with the prospect of having to incur hard and soft costs in arbitration that are disproportionate to the total amount at stake. In this session, panelists and attendees will discuss best practices to use to minimize the costs and delays of arbitrating smaller claims. Reference will be made to various organizations’ procedures governing small claim disputes (such as ARIAS U.S.’s Streamlined Rules For Small Claim Disputes), with a look at which aspects of those procedures work well and which ones could use improvement.

Panel: Steve Kennedy, Clyde & Co.
Diane Nergaard, ARIAS•U.S. Certified Arbitrator
Jane Parker, W. R. Berkley Corporation

BREAKOUT SESSION 4:
Workers’ Compensation Disputes in the Insurance and Reinsurance Sphere – A Practical Guide

This session will address the key procedural and substantive issues presented in workers’ compensation arbitrations – both in an insurance and reinsurance setting. We will discuss the specialized structure of workers’ compensation programs, with a particular focus on premium financing arrangements. We also will address: common issues concerning the scope of the panel’s authority and arbitrability in workers’ compensation arbitrations; arbitrator selection, the current pool of frequently-used arbitrators and issues about which court intervention is often sought; the key insurance claim issues that arise in such arbitrations, including disputes over the calculation of retrospective premiums, claim payment and audits; data security concerns; forced commutation provisions in workers’ compensation reinsurance contracts; and other disputed issues in workers’ compensation reinsurance arbitrations.

Panel: Mitch Harris, Day Pitney LLP
Kathleen Perlman, BerkleyRe (invited)
Jodi Ebersole, Travelers
Thursday, November 2

3:50 p.m. – 4:15 p.m.  Afternoon Refreshment Break  
*North and South Pre-function Foyer (5th Floor)*

4:15 p.m. – 5:05 p.m.  BREAKOUT SESSIONS – ROUND 3  
*Salon Rooms (5th Floor)*

**BREAKOUT SESSION 1:**  
Privilege and its Perils: Insights and Strategies for Addressing Privilege Issues in Arbitrations  
Repeated session – see description and panel presenters on page 5.

**BREAKOUT SESSION 2:**  
Discovery — A Matter of Balance. Keeping a Watchful Eye on the Objective  
Repeated session – see description and panel presenters on page 6.

**BREAKOUT SESSION 3:**  
Arbitrating and Managing Small Disputes Cost-Effectively: Strategies for Arbitrators, Counsel and Company Representatives  
Repeated session – see description and panel presenters on page 7.

**BREAKOUT SESSION 4:**  
All Sums vs. Pro Rata - An Insider's Guide to a Hotly Disputed Issue  
Repeated session – see description and panel presenters on page 6.

5:10 p.m. – 6:00 p.m.  Annual Meeting and Elections  
*Salon 1 (5th Floor)*

6:00 p.m. – 7:30 p.m.  Cocktail Reception  
*The Broadway Lounge (8th Floor)*
Friday, November 3

7:00 a.m. – 8:30 a.m.  BREAKFAST
North Pre-function Foyer Area

7:30 a.m. – 8:30 a.m.  ARIAS•U.S. COMMITTEE MEETINGS
Room assignments will be provided at registration.

8:30 a.m. – 9:20 a.m.  GENERAL SESSION:
Captives in Reinsurance Disputes
Westside Ballroom (5th Floor)
Reinsurers and arbitrators should recognize that coverage conventions and arbitration rules may take on a unique cast in disputes between a captive and its reinsurers. This session will provide tools to understand the application of “follow the fortunes” in disputes involving captives, what captives look for in arbitrators, and modifications that captives may seek to arbitration clauses.
Panel:  Peter A. Halprin, Anderson Kill
        Robert M. Horkovich, Anderson Kill
        Larry Zelle, Zelle LLP

9:20 a.m. – 10:10 a.m.  GENERAL SESSION:
THE ARIAS ETHICS CODE IN PRACTICE
Westside Ballroom (5th Floor)
A distinguished panel of experienced arbitrators and counsel will review how the Code operates in four key aspects of everyday situations: conflicts, disclosures, ex parte and advocacy. The panelists will identify and discuss key Code sections applicable to each situation, explain how arbitrators and counsel think about these obligations from a practical perspective, and provide pointers for both new and experienced practitioners.
Panel:  Mark Gurevitz, MG Re Arbitrator & Mediator Services
        Peter Gentile, ARIAS•U.S. Certified Arbitrator
        Jeanne Kohler, Carlton Fields
        Steve Schwartz, Chaffetz Lindsey LLP
        Mark Megaw, ARIAS•U.S. Certified Arbitrator

10:10 a.m. – 10:30 a.m.  Morning Refreshment Break
North and South Pre-function Foyer (5th Floor)
Friday, November 3

10:30 a.m. – 11:20 a.m. GENERAL SESSION:
The State of Play: An Insider's Perspective on Insurance and Reinsurance Arbitrations in 2017 and Beyond
Westside Ballroom (5th Floor)

In this session, five panelists who are "repeat players" in the reinsurance dispute market will answer fundamental questions about the state of reinsurance arbitration in 2017. Conference participants will be encouraged to submit questions anonymously to encourage lively discussion and build on new insights.

Moderator: Marc L. Abrams, Mintz Levin Cohn Ferris, Glovsky and Popeo P.C.
Panel: Alysa B. Wakin, Odyssey Re
Scott Birrell, Travelers
Brad Rosen, Berkshire Hathaway Group
Jeffrey Berman, AIG
Josh Schwartz, CHUBB

11:20 a.m. – 12:10 p.m. GENERAL SESSION:
The Bermuda Form: Can ARIAS Disrupt the Traditional Model?
Westside Ballroom (5th Floor)

In a Bermuda Form arbitration, clients are typically faced with significant dispute costs, including retention of multiple sets of counsel presenting positions across different jurisdictions as well as application of different bodies of law with frequent battles involving jurisdiction, choice of law, experts, and the actual dispute itself. Would use of an ARIAS arbitration clause, certified arbitrators and procedures create jurisdictional impediments to clients that wish to avoid nexus with the U.S.? Would application of an ARIAS format provide a better product to clients in the Bermuda Form market? If so, what does ARIAS need to do in order to "disrupt" the traditional Bermuda Form model?

Panel: John L. Jacobus, Steptoe & Johnson, LLP
Jonathan Goodman, General Electric (invited)
Mia Finsness, Markel Corporation
Mike Merlo, Aon (Bermuda) Ltd.
Robin Saul, XL Insurance (Bermuda) Ltd

12:10 p.m. – 12:15 p.m. Acknowledgements / Closing Remarks
Westside Ballroom (5th Floor)

Deirdre Johnson, ARIAS•U.S. Chairwoman, Crowell & Moring LLP

NY CLE CREDIT: Nine hours of Continuing Legal Education credits are available to those who attend this conference, which breaks down as follows: 1.0 CLE credits for Ethics and 8.0 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.
Upcoming Webinars

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

October 26 — Primary Insurance Arbitrations

December 12 — What are the “CAT” Bonds and How Do They Differ from Insurance and Reinsurance?

Upcoming Seminars

November 1 — Fall Educational Seminars

Half-day session (1:00–5:00 p.m.); includes lunch starting at 12:00 p.m.
Counts towards ARIAS•U.S. Certification educational seminar credit.
The New York Marriott Marquis, New York, NY

Select between two seminars:

Arbitration for Arbitrators: Cradle to Grave
Through a combination of presentations and discussion panels, participants will explore and discuss issues that raise questions about what authority arbitrators have and how best to use it throughout the arbitration process. The seminar will explore this issue in a variety of situations, such as disputes over confidentiality, attempts to change the scope of a proceeding through additions of contracts or claims, requests to issue declaratory relief and claims protocols, and to what extent arbitrators should draw upon their own knowledge of custom and practice as opposed to hearing expert evidence to fill in gaps where direct factual evidence is missing or incomplete. Register today!

Umpire Master Class
The Umpire Master Class will address each aspect of the umpire process, from start to finish. After offering a brief overview, the faculty will address the logistical beginnings of an organizational meeting. The seminar will then delve into managing motion practice and discovery, including ex parte communications, handling misconduct, necessary considerations, and resolving privilege disputes, then close with a discussion of pre-hearing/hearing issues and considerations of an organizational meeting. Register today!
需协助导航仲裁流程？

参加ARIAS•U.S.导师项目！

ARIAS•U.S.导师项目旨在为新仲裁员提供向有经验的ARIAS•U.S.认证仲裁员直接寻求建议和帮助的能力，关注于仲裁程序、案件管理、道德和实践管理及发展相关问题。该项目不提供实质性的法律意见，也不应用于推荐在进行中的仲裁案的裁决。相反，该项目旨在帮助新仲裁员在管理新仲裁实践或仲裁程序时，了解熟悉的流程。

导师项目运作方式：
ARIAS•U.S.工作人员将维护一个名单（在ARIAS•U.S.网站上）供经验丰富的仲裁员参与，为新仲裁员提供咨询。新仲裁员寻求通过该项目的帮助时，应向ARIAS发送请求，邮件地址为mentor@arias-us.org。消息应包括新仲裁员首选导师的名称（如有），申请的一般主题和时间敏感性。

导师将根据新仲裁员的偏好进行分配。如果没有偏好，导师将根据工作量和可用性进行轮换。ARIAS工作人员将指定可用的导师，新仲裁员将与该导师取得联系。

疑问？联系ARIAS•U.S.工作人员，电话703-574-4087或mentor@arias-us.org。

需要协助导航仲裁流程？

参加ARIAS•U.S.导师项目！

ARIAS•U.S.导师项目旨在为新仲裁员提供向有经验的ARIAS•U.S.认证仲裁员直接寻求建议和帮助的能力，关注于仲裁程序、案件管理、道德和实践管理及发展相关问题。该项目不提供实质性的法律意见，也不应用于推荐在进行中的仲裁案的裁决。相反，该项目旨在帮助新仲裁员在管理新仲裁实践或仲裁程序时，了解熟悉的流程。

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疑问？联系ARIAS•U.S.工作人员，电话703-574-4087或mentor@arias-us.org。
Interested in submitting an article for the next Quarterly?

ARIAS•U.S. welcomes articles written by its members addressing issues in the field of insurance and reinsurance arbitration and dispute resolution. The page limit for submissions is 5 single-spaced or 10 double-spaced pages.

Want to earn MCLE Credits for your article submissions?

MCLE credit may be earned for legal-based writing directed to an attorney audience upon application to the New York CLE Board. Guidelines for obtaining MCLE credit for writing, as well as a Publication Credit Application, are available at www.nycourts.gov/attorneys/cle/apppubcredit.pdf.

If you’re interested in writing an article or have suggestions for topics you’d like to see addressed, please contact Tom Stillman at tomstillman@aol.com.
2017 Fall Conference Registration Form
(a separate form is required for each attendee)

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: ___________________________

BREAKOUT SESSION SELECTION – THURSDAY, NOVEMBER 2, 2017:
Please rank your top three (3) breakout topics in order of preference with “1” being your first choice of interest. (Visit the ARIAS-U.S. Fall Conference website for topic descriptions.)

1. The Gatekeeper: A Practical Guide to Resolving Evidentiary Disputes
4. Information Security for Arbitrators
5. All Sums vs. Pro Rata – An Insider’s Guide to a Hotly Disputed Issue
6. How to Manage and Arbitrate a Sub-$1Million Dispute: Strategies for Arbitrators, Counsel and Company Representatives
7. Workers’ Compensation Disputes in the Insurance and Reinsurance Sphere – A Practical Guide

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

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<th>Registrant Type</th>
<th>Early (due September 14)</th>
<th>Regular (due October 23)</th>
<th>Late (Onsite)</th>
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<td>Non-member**</td>
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*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.

CALCULATE YOUR TOTAL DUE:

CONFERENCE REGISTRATION FEE:$ ________________

GUEST RATES:
Please select below if you are inviting a guest to attend meals and reception only

$200 Guest – All Meals: $______________

$45 Guest Breakfast Ticket – Thursday, 11/2: $______________

$55 Guest Lunch Ticket – Thursday, 11/2: $______________

$65 Guest Reception Ticket – Thursday, 11/2: $______________

$45 Guest Breakfast Ticket – Friday, 11/3: $______________

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

TOTAL DUE: $____________________

PAYMENT INFORMATION
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