



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

Proposal Submission Deadline: **July 10, 5:00 p.m. ET**

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

Overview – Beyond the Traditional Reinsurance Arbitration –“Non-Traditional Disputes”

ARIAS-U.S. is seeking dynamic, relevant, and interesting content for the 2017 Fall Conference to be held November 2- 3 at the Marriott Marquis in New York. The planning committee is looking for presentations beyond the traditional reinsurance arbitration. While many reinsurance disputes involve the collection of long tail asbestos or environmental losses, at this conference, we plan to highlight other "non-traditional" disputes which can be and often are resolved through arbitration. These might include disputes involving a diverse array of products, businesses or lines, including disputes between policyholders and insurers as well as MGA, agency and/or broker disputes, workers compensation and/or life reinsurance disputes, structured finance disputes and other disputes focused on financial matters, disputes involving captives, Bermuda Form arbitrations and others.

ARIAS-U.S. is seeking submissions for 45 to 60 minute interactive presentations in a General or Breakout session format. Submissions should be interactive, skill-based and/or audience participative or other forms of presentation that encourage interaction and lively discussions. Special consideration will be given to proposals that incorporate unique presentation formats. The ARIAS-U.S. planning committee may also provide suggestions for enhancing the panel and overall conference experience for participants. The planning committee is looking to avoid “talking head” presentations for the Fall Conference and invites submissions that fit within the listed conference themes that explore specific challenges, topics and issues in-depth. Please review the details and guidelines of this RFP process thoroughly before proceeding.

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, forming 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.
- Speakers are strongly encouraged to submit an article for the quarterly journal based on their presentation or related to the topic’s focus area.
- 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 5:00 pm ET on **July 10, 2017** to Joyce Arawole at jarawole@arias-us.org.

ARIAS-U.S. 2017 Fall Conference Submission Application

SUBMISSION DEADLINE: July 10, 5:00 p.m. ET

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

Proposal Timeline:

Proposal Submission Opens: June 19, 2017
Proposal Submission Closes: July 10, 2017 by 5:00 p.m. ET
Submission Status Notification: July 25, 2017
Speaker Confirmation Deadline: August 1, 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.

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. **Note:** If your presentation includes a co-speaker or panelists, you must submit "Speaker Information" for ALL of the presenters.

Full Name:	Lawrence Zelle
Title/Position:	
Telephone Number:	
Email Address:	

PRESENTATION INFORMATION

1. SESSION FORMAT:

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

- Interactive Panel Session: 45 – 60 minutes
- Alternative Format: If there is an alternative format that you would like to explore, please explain

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

<input checked="" type="checkbox"/>	Interactive Panel Session
<input type="checkbox"/>	Alternative Format – Please explain:

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

- General Session (Large conference audience up to 400): 45 - 60 minutes
- Breakout Session (Small group concurrent sessions of up to 100 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?). Please note that audiovisual requests only apply to general sessions:

Probably use Power Point to display Outline of Topics to be Discussed with case law citations as needed.
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2. CONFERENCE THEME AND FOCUS

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

The planning committee is looking for presentations beyond the traditional reinsurance arbitration. While many reinsurance disputes involve the collection of long tail asbestos or environmental losses, at this conference, we plan to highlight other "non-traditional" disputes which can be and often are resolved through arbitration. These might include disputes involving a diverse array of products, businesses or lines, including the following below. Please select topic focus by clicking on the gray box below:

<input type="checkbox"/>	Disputes between policyholders and insurers, MGA, agency and/or broker disputes
<input type="checkbox"/>	Workers compensation and/or life reinsurance disputes
<input type="checkbox"/>	Structured finance disputes and other disputes focused on financial matters
<input type="checkbox"/>	Disputes involving captives, Bermuda Form arbitrations and others
<input checked="" type="checkbox"/>	Other disputes – please describe: Disputes between captive insurers and reinsurers

The conference planning committee is interested in providing fresh and relevant content to keep conference participants engaged. Please answer briefly, the following questions below to help us understand the focus and relevance of your submission to current events and issues within the selected conference topic.

- A. What is the specific topic you are proposing and why? Is there a trust issue between captive insurers and their reinsurers? Please see attached outline of the various sub-topics to be addressed.

- B. What makes this topic of interest to the conference audience? There is a general lack of understanding of how and why captives are used. 90% of Fortune 500 companies own captives. Large claims are not unusual and can run into billions of dollars. In addition to traditional risks of property and liability, captives cover numerous no-traditional risks such as product recall, D & O and various specialty lines.

- C. Why is it relevant? Are there any current events or articles you can share? A recent study by CICA reported that captive owners are insuring new non-traditional risks. Most notably Cyber risks and specific cyber issues from emerging technologies as well as issues arising from the "sharing economy" (Uber, Airbnb, etc.)

- D. How does this topic impact the business of reinsurance arbitration? Virtually all Captive risks are reinsured at some level by the world reinsurance market. Most, but not all, of the reinsurance contracts contain an arbitration provision—either directly or by reference. Not all the arbitration clauses are procedurally identical in form.

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.

Tentative title: "The Relationship Between Captives and Their Reinsurers: Trust or Mistrust?"

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.

There are over 5000 captive insurance companies in the world. They are used by corporations to insure a variety of traditional and non-traditional risks. Losses can run into the billions. This presentation will explain the role of Reinsurers, Risk Managers, TPM's, lawyers and brokers in resolving captive claims.

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 presentation will follow Sections I, II and III in the attached outline. These sections should take a maximum of 60 minutes in the aggregate.. The first section will be informative and the panelists will discuss the purpose, structure and place in the world market of captives. Section II will be experiential and cover problem areas commonly encountered in resolving disputed claims. Section III will be a discussion of specific issues raised by a hypothetical fact scenario that will be part of the printed materials provided to attendees. The moderator will summarize the hypothetical before the panel discusses the issues. Participants can become engaged through a Q & A of 10 minutes at the end of the presentation.

Alternatively participation can be obtained by attending a separate breakout session dealing with practical rather than hypothetical issues such as: Involvement of corporate boards requiring public disclosure; Reinsurer Steering Committees; separate settlements by individual reinsurers; and each party's stake in preserving future business relations.

There will be six panel members plus the moderator. Only one prospective panelist has been contacted thus far. He is an executive with an international broker and has a wide range of experience handling large property claims on behalf of captives. The additional panelists will represent: captive owner; captive reinsurer (UK, EU or Bermuda); attorney with experience representing captives; attorney representing reinsurers; and foreign or North American TPM.

There will be an attempt to have gender balance on the panel. To accomplish this balance I will solicit names of potential panelists from persons in the industry and ARIAS members whom I know.

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: I couldn't open the link, but here are examples using my words.

1	The presentation will explain how and why corporations use captives.
2	The presentation will identify the most common problems encountered in captive/reinsurer disputes
3	The presentation will enable participants to understand the symbiotic relationship that exists between captives and the worldwide reinsurance market.
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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: I can't fill out this section as the full compliment of panel members has been identified. Once that is accomplished I will ask each panel member to supply the information to Joyce Arawole.

Full Name:	
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Title/Position:	
Telephone Number:	
Email Address:	

B. Presentation History:

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

<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No
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Has this presentation been delivered before at a different conference or event?

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

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

<p>I have represented captives, reinsurers, TPM's, and brokers in connection with the resolution of disputes as an attorney, arbitrator or consultant for over 30 years. I have been on both sides of the disputes when acting as counsel.</p>
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D. Please provide a biography of (up to 150 words) as it will appear in the conference program.

<p>I am happy to do this if and when this proposal submission is accepted for the 2017 Fall Conference.</p>

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 **July 10, 2017**.

OUTLINE FOR 2017 ARIAS ANNUAL CONFERENCE PRESENTATION

- I. How Captives Work.
 - A. Purpose.
 - B. Structure.
 - C. Place in World Market.
 - a. Are Captives good or bad for the industry? (Corporate owners and reinsurers)
 - b. What attracts Reinsurers to reinsure Captives?
 - c. Under what circumstances do Captives deny claims?
- II. Problem Areas That Lead to Mistrust Between Captives and Their Reinsurers.
 - A. Coverage Issues.
 - B. Non-Concurrencies.
 - a. Between Captive policy wording and reinsurers' certificates.
 - b. Among various reinsurers' certificates.
 - c. Sublimit differences.
 - d. Broker conflicts.
 - e. Historical bad experiences on both sides.
- III. Discussion of a Hypothetical Loss With Facts Raising the Problem Areas Described in II.A. and B. Above.
 - A. There will be six panel members from the following sectors plus the moderator.
 - a. Captive Owner.
 - b. Captive Reinsurer from UK, EU or Bermuda.
 - c. Attorney with experience representing captives.
 - d. Attorney with experience representing reinsurers of captives.
 - e. Foreign or North American TPM.
 - f. Broker experienced in placing reinsurance for Captives and/or managing claims for Captives.
 - B. The Moderator will ask each of the panelists to comment on how she or he would approach the hypothetical problem issue that relates to their area of experience focusing on the tactics or strategic approach that will obtain resolution without destroying continuing business relationships.