



**ARIAS•U.S. 2018 Spring Conference**

**May 9-11, 2018**

**The Breakers, Palm Beach**

**One South County Road, Palm Beach, FL 33480**



**Pre-Conference Brochure**

# Thank you to our 2018 Spring Conference Sponsors

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For more information about ARIAS•U.S. Sponsorship Opportunities, please contact Sara Meier, executive director, ARIAS•U.S., at 703-506-3282 or [smeier@arias-us.org](mailto:smeier@arias-us.org).

# Welcome from the Conference Program Co-Chairs

Dear Colleagues,

We are pleased to invite you to join us back at the Breakers in Palm Beach, Florida, for the 2018 ARIAS U.S. Spring Conference. During our time together in May, we will examine whether the current risk exposure the industry is facing, including extreme weather, cyber risk, the opioid crisis, the #metoo movement, and public nuisance exposure (to name a few) represents the New Normal. We have invited a number of speakers from both inside and outside of the ARIAS community to update our group as we consider how the New Normal may result in coverage issues and potentially lead to reinsurance disputes. We expect it to be a thought-provoking and interactive conference and look forward to your participation.

**WOMEN'S NETWORKING EVENT.** Prior to the official opening of the conference, the Women's Networking Committee will present a seminar where four prominent panelists from each arena of the Reinsurance Industry will share their thoughts on branding and marketing as well as the status of women's standing in the industry. In addition, the session will unveil the Women's Mentoring Circles ARIAS is introducing in 2018.

**KEYNOTE SPEAKER.** We are excited to have William O' Farrell, Founder and Chief Executive Officer of Premia Holdings Ltd as our keynote speaker. A proven leader with deep industry experience, his talk is expected to intrigue and foster thought providing insights.

**HURRICANES, WILDFIRES, MUDSLIDES.** After the opening luncheon, we will hear from research scientists and weather analysts as they address the question of whether the Category 5 hurricanes, devastating wildfires, and destructive mudslides represent the New Normal. This panel will be followed by a presentation of leading practitioners who will consider how the New Normal may impact coverage under existing insurance policies and what, if any, reinsurance issues we can expect to follow.

**WHAT KEEPS UNDERWRITERS UP AT NIGHT?** On Thursday morning, several company representatives will let us in on what keeps their underwriters up at night. This panel of risk managers and underwriters will address what constitutes an "emerging risk" and which emerging risks should be at the top of the radar for our industry as it confronts innovation and changes in technology.

**BREAKOUTS.** Following that panel discussion, there will be several break-out sessions that will each address a single emerging risk and investigate whether and how those risks are leading to disputes. The topics for these panels will include opioids, #metoo, and public nuisance.

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.

As always, 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](http://www.arias-us.org).

Sincerely,

Program Co-Chairs:

Michael A. Frantz, SVP,  
Munich Re America

Deirdre G. Johnson,  
Partner, Squire Patton  
Boggs and ARIAS-U.S.  
Chairwoman

Cia F. Moss, Partner,  
Chaffetz Lindsey LLP

Eileen K. Sorabella,  
General Counsel –  
Reinsurance, North  
America, Arch Capital  
Services Inc.



# Wednesday, May 9, 2018

**10:00 a.m. – 12:00 p.m.**

## **WOMEN'S NETWORKING GROUP**

*Gold Room*

The ARIAS Women's Networking Seminar will feature four prominent panelists from each arena of the Reinsurance Industry. Moderated by Ann Field, the panel will share their thoughts on the state of women in the industry and the decisions they have made in their careers thus far. Attendees will have opportunities to ask questions of the panel and learn about branding and marketing yourself. The session will provide plenty of networking opportunities as well as a chance to hear more about the mentoring circles ARIAS will be kicking off in 2018.

*Moderator: Ann Field, SVP, Willis Re*

*Panel: Susan S. Clafin, ARIAS-U.S. Certified Arbitrator  
Cindy Koehler, SVP, Global Practice Leader, XL Catlin  
Teresa Snider, Partner, Butler Rubin Saltarelli & Boyd LLP  
Susan A. Stone, General Counsel, Marsh & McLennan*

**11:30 a.m. – 1:00 p.m.**

## **REGISTRATION**

*South Venetian Foyer*

*Thank you to our lanyard sponsor, FTI Consulting*



**11:30 a.m. – 1:00 p.m.**

## **OPENING LUNCHEON**

*Mediterranean Ballroom*

**1:00 p.m. – 1:05 p.m.**

## **GENERAL SESSION: Welcome from the ARIAS•U.S. Chairwoman**

*Venetian Ballroom*

*Deirdre G. Johnson, Partner, Squire Patton Boggs (U.S.) LLP*

**1:05 p.m. – 1:10 p.m.**

## **GENERAL SESSION: Welcome from the Conference Co-Chairs**

*Venetian Ballroom*

*Deirdre G. Johnson, Partner, Squire Patton Boggs (U.S.) LLP*

*Michael A. Frantz, SVP, Munich Re America*

*Cia F. Moss, Partner, Chaffetz Lindsey LLP*

*Eileen K. Sorabella, General Counsel – Reinsurance, North America, Arch Capital Services Inc.*

**1:10 p.m. – 2:00 p.m.**

## **GENERAL SESSION: Opening Keynote**

*Venetian Ballroom*

*Speaker: William O'Farrell, Premia Holdings Ltd.*

**2:00 p.m. – 2:50 p.m.**

**GENERAL SESSION:**

**Category 5 Hurricanes, Devastating Wildfires and Destructive Mudslides: Is this Extreme Weather the New Normal?**

*Venetian Ballroom*

*Speaker: Mark Bove, MRAM Senior Research Scientist – Meteorology, Munich Re  
Additional panelists have been invited.*

**2:50 p.m. – 3:20 p.m.**

**Refreshment Break**

*Mediterranean Ballroom*

**3:20 p.m. – 4:10 p.m.**

**GENERAL SESSION:**

**Responding to Extreme Losses in the New Normal**

*Venetian Ballroom*

What coverage and other issues do the recent catastrophes and resulting casualty impacts present, and how is the industry responding?

*Moderator: Cia Moss, Partner, Chaffetz Lindsey LLP  
Panel: David Attisani, Partner, Choate, Hall & Stewart LLP  
Nick DiGiovanni, Partner, Locke Lord LLP  
Jane Mandigo, Senior Vice President, Swiss Re*

**4:10 p.m. – 5:00 p.m.**

**GENERAL SESSION:**

**Insurtech: What Does it Mean for the Future of the Re/insurance Industry?**

*Venetian Ballroom*

Insurtech companies are fueled by the concept that the insurance industry is ripe for innovation and disruption. Insurtech aims to optimize the use of data analytics, artificial intelligence, new avenues of market access (think: that phone in your hand!), non-traditional consumer markets, improved pricing models, and innovative products. This panel will explore the intersection between Insurtech, traditional models of insurance, and the reinsurance market.

*Moderator: Eileen K. Sorabella, General Counsel – Reinsurance, North America, Arch Capital Services Inc.  
Panel: Vikram Sidhu, Partner, Clyde & Co. US LLP  
Scott Whitehead, Managing Director, Markel Digital  
Additional panelists have been invited.*

**6:15 p.m. – 7:45 p.m.**

**COCKTAIL RECEPTION**

*Ocean Lawn*



# Thursday, May 10, 2018

**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*



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

**7:00 a.m. – 2:00 p.m.**

## **REGISTRATION**

*South Venetian Foyer*

**7:00 a.m. – 8:30 a.m.**

## **BREAKFAST**

*Mediterranean Ballroom*

**8:00 a.m. – 8:30 a.m.**

## **ARIAS-U.S. COMMITTEE MEETINGS**

*Room assignments will be provided at Registration*

**8:30 a.m. – 9:40 a.m.**

## **GENERAL SESSION:**

### **What Keeps Your Underwriters and Claims Handlers Up at Night?**

*Venetian Ballroom*

As our world confronts new technology and innovation, new risks emerge. What is the definition of an "emerging risk" and which ones should be at the top of the radar for our industry? What opportunities and dangers do they pose? Which ones should keep us up at night? This panel of industry experts will discuss what they view as emerging risks that deserve our attention and the actions the industry is taking to minimize the impact these risks will have. Topics will include cyber risks/data security, opioids, #MeToo, public nuisance, and more.

*Moderator: Suman Chakraborty, Squire Patton Boggs (U.S.) LLP*

*Panel: Elissa Doroff, Vice President, Underwriting and Product Manager for Technology and Cyber Liability, XL Catlin  
Gerry Finley, Senior VP Casualty Treaty Underwriting, Munich Re  
Brian Jones, Head P&C Business Management Americas, Swiss Re  
Additional panelists have been invited.*

**9:40 a.m. – 10:00 a.m.**

## **ORGANIZATIONAL UPDATES AND COMMITTEE REPORTS**

*Venetian Ballroom*

**10:00 a.m. – 10:30 a.m.**

## **Refreshment Break**

*Mediterranean Ballroom*

**10:30 a.m. – 12:20 p.m.**

**BREAKOUT SESSION DISCUSSIONS:  
Which Emerging Risks are Resulting in Disputes?**

*Gulfstream Rooms and Magnolia Room*

These breakout sessions will each address a single emerging risk and investigate whether and how those risks are leading to disputes. The panels will also discuss future disputes that might emerge from these risks.

1. Opioids
2. #MeToo (e.g. sexual assault, hostile work environment)
3. Public Nuisance (e.g. recent California lead paint decision)
4. Information Security in Arbitrations – Tips and Strategies  
(This session will only be offered during round 1)

*Round 1: 10:30 a.m. – 11:20 a.m.*

*Round 2: 11:30 a.m. – 12:20 p.m.*

**12:30 p.m. – 1:00 p.m.**

**BOXED LUNCHES**

*(Available for optional activity participants)*

**12:30 p.m. – 1:30 p.m.**

**LUNCHEON**

*Mediterranean Courtyard*

**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 activities sponsor, Allstate*

*Thank you to our golf clinic sponsor, XL Catlin*



**6:30 p.m. - 8:00 p.m.**

**COCKTAIL RECEPTION**

*Front Lawn*



# Friday, May 11, 2018

**7:15 a.m. – 8:30 a.m.**

## **BREAKFAST**

*Mediterranean Ballroom*

**8:30 a.m. – 9:20 a.m.**

## **GENERAL SESSION: Ethics Presentation**

*Venetian Ballroom*

**9:20 a.m. – 10:10 a.m.**

## **GENERAL SESSION: Rapid-Fire Case Presentations Redux**

*Venetian Ballroom*

This session was such a success last spring, we are bringing it back for 2018, with minor modifications. Hear from five presenters as they compete to convince the audience that they have found the most important case in insurance and reinsurance law. Each presenter will be given five minutes to provide a snapshot of his/her case and the reason it is the most important. There will be some time for audience questions, and then the audience will vote on the most importance case presented.

*Panel:* Hannah Ruhlman Blase, Reinsurance Claim Counsel, Zurich North America  
Sarah Gordon, Partner, Steptoe & Johnson LLP  
Andrew Poplinger, Counsel, Chaffetz Lindsey  
Rachel Raphael, Senior Attorney, Squire Patton Boggs (U.S.) LLP  
Susie Wakefield, Partner, Shoosmiths, LLP

**10:10 a.m. – 10:40 a.m.**

## **REFRESHMENT BREAK**

*Mediterranean Ballroom*

**10:40 a.m. – 11:30 a.m.**

## **GENERAL SESSION: Debate: What Role Should or Do Court Decisions Play in Reinsurance Arbitrations?**

*Venetian Ballroom*

Most reinsurance contracts' arbitration clauses provide that "the arbitrators and umpire are relieved from all judicial formality and may abstain from following the strict rules of law." Yet counsel regularly cite cases in their pre-hearing submissions and many panels consider caselaw as they evaluate the merits of the dispute. This panel will debate whether arbitrators should consider caselaw, and if so, when and why?

*Moderator:* Deirdre G. Johnson, Partner, Squire Patton Boggs (U.S.) LLP  
*Panel:* Paul E. Dassenko, Principal AzuRe Advisors, Inc  
Chuck Ehrlich, ARIAS•US Certified Arbitrator  
Bruce M. Friedman, Partner, Rubin, Fiorella Friedman LLP  
Stephen Kennedy, Partner, Clyde & Co US LLP  
Eve Rosen, Retired General Counsel, Great American Insurance



**11:30 a.m. – 12:20 p.m.**

**GENERAL SESSION:  
ALI Restatement of Insurance**

*Venetian Ballroom*

The implications for Insurers and Reinsurers will be discussed, as The American Law Institute plans to vote Implications for Insurers and Reinsurers The American Law Institute will vote a few days after the ARIAS conference on final approval of a Restatement of the Law, Liability Insurance. This controversial project has been criticized as misstating, rather than restating, common law governing liability insurance. What are the implications of this ALI project for insurers, and how will the project affect liability that is ceded to reinsurers?

*Panel: Laura Foggan, Partner, Crowell & Moring LLP  
Martin P. Lavelle, Managing Counsel, Travelers  
Joanne Locke, VP & Assistant General Counsel, Liberty Mutual Insurance*

**12:20 p.m. – 12:25 p.m.**

**CLOSING REMARKS**

*Venetian Ballroom*

*Scott P. Birrell, ARIAS•U.S. President  
VP and Associate Group General Counsel, Travelers*

**NYS CLE CREDIT:** Ten 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, 9.0 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.



# Do Not Delay, Register Today!

Join your colleagues who have already registered!\*

First	Last	Organization
David	Attisani	Choate, Hall & Stewart LLP
Robert	Badgley	Karbal Cohen
Jonathan	Bank	Locke Lord LLP
William	Bouvier	Riverstone Resources LLC
Dennis	Cahill	Arrowpoint Capital Corp
Peter	Chaffetz	Chaffetz Lindsey LLP
Gil	Chandler	Arrowpoint Capital Corp
Kathryn	Christ	Swiss Re Management (US) Corporation
Frank	DeMento	Transatlantic Reinsurance Co.
Nick	DiGiovanni	Locke Lord LLP
Rob	DiUbaldo	Carlton Fields
Andrew	Earl	Resolute Management Services Ltd
Ann	Field	Willis Re, Inc.
Justin	Fortescue	White and Williams LLP
Patricia Taylor	Fox	AIG - American International Group, Inc.
Glenn	Frankel	The Hartford Financial Services Group, Inc.
Cia	Froelich Moss	Chaffetz Lindsey LLP
Matthew	Furton	Locke Lord LLP
Andrea	Giannetta	Enstar US
Mitch	Gibson	Swiss Re America Holding Corporation
Joe	Goldberg	Joseph M. Goldberg, Esq.
Larry	Greengrass	arbitrator
Carl	Harris	Insurance Strategies Consulting, LLC
David	Ichel	X-Dispute LLC
J.P.	Jaillet	Choate, Hall & Stewart LLP
Brian	Jones	Swiss Re Management (US) Corporation
Lydia	Kam Lyew	REnamics LLC

G. Kathleen	Karnell	Transatlantic Reinsurance Co.
Michael	Knoerzer	Clyde & Co US LLP
Marcelline	Kochan	Arrowpoint Capital Corp
Harry	Lee	Steptoe & Johnson LLP
Andre	Lefebvre	Arrowpoint Capital Corp
Bill	Littel	Allstate Insurance Company
Jane	Mandigo	Swiss Re
Michael	Marick	Hinshaw & Culbertson LLP
Fred	Marziano	CIM
Henry	McGrier	Allstate Insurance Company
Joe	Monteleone	Rivkin Radler
Elizabeth	Mullins	Swiss Re
Steven	Najjar	Hannover Re
Howard	Page	Resolute Management Services Ltd.
Andrew	Poplinger	Chaffetz Lindsey LLP
David	Raim	Norton Rose Fulbright US LLP
Jennifer	Ries	Willis RE, Inc.
John	Rodewald	BatesCarey LLP
Jonathan	Rosen	Arbitration, Mediation and Expert Witness Services
Christine	Russell	Brandywine Group of Insurance & Reinsurance Companies
Joshua	Schwartz	Chubb
Stacey	Schwartz	Swiss Re
Lindsey	Spinelli	Choate, Hall & Stewart LLP
Daniel	Thies	Sidley Austin LLP
David	Thirkill	The Thirkill Group
Kevin	Tierney	Law Office of Kevin Tierney
Robert	Tomilson	Clark Hill
Richard	White	Integrity Insurance Company
Steve	Whitmer	Locke Lord LLP

# 2018 ARIAS•U.S. PROGRAMS

DETAILS FOR ALL EVENTS ARE ON THE ARIAS•U.S. WEBSITE  
ARIAS-US.ORG

## WEBINAR PROGRAM

SEPTEMBER 26 —

*Putting the Brakes on Arbitration Cost: The Arbitrators' Perspective*

## IN-PERSON EVENTS

SEPTEMBER TBD — **INTENSIVE ARBITRATOR TRAINING WORKSHOP**

Full-day program, with lectures and mock arbitrations

New York, NY | *Exact location and date coming soon.*

NOVEMBER 7 — **FALL EDUCATIONAL SEMINARS**

Half-day session including lunch, starting at 12:00p.m. | *Educational Seminar credit*

The New York Marriott at the Brooklyn Bridge, NY

NOVEMBER 8-9 — **FALL 2018 CONFERENCE**

The New York Marriott at the Brooklyn Bridge, NY

ARIAS-US.ORG







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AN EXTENSIVE DESCRIPTION OF FACILITIES, SERVICES, AND PRICES IS AVAILABLE ON THEIR WEBSITE, [WWW.THEBREAKERS.COM](http://WWW.THEBREAKERS.COM)

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- Flagler Club, a new ultra-luxury, 25-room boutique hotel with the resort offering private access, personalized service and premium amenities
- Mediterranean-style Beach Club reminiscent of St. Tropez
- One-half mile of private beach, four oceanfront pools and five whirlpool spas
- 25 luxury poolside bungalows for daytime use, including concierge
- New indoor-outdoor Spa featuring masterful skincare and body treatments, a salon for hair and nails services, three distinct lounges and a private outdoor courtyard for relaxation
  - Complimentary new Ocean Fitness facility, 24-hour hotel fitness center, fitness studio and classes - available to hotel guests and members
  - Eight distinctive restaurants and eight bars for an array of dining and entertainment options
    - 36 holes championship golf, including The Breakers Rees Jones® Course
    - World-class golf instruction featuring the acclaimed John Webster Golf Academy
    - 10 lighted Har-Tru tennis courts and instruction by USPTA/USPTR-certified professionals
    - 11 on-site boutiques, including Guerlain, Ralph Lauren and Lilly Pulitzer® at The Breakers
    - Family Entertainment Center and Kids Camp

... and more! An extensive description of facilities, services, and prices is available on the website, [www.thebreakers.com](http://www.thebreakers.com)



# ARIAS•U.S. SPRING CONFERENCE HOTEL ROOM BLOCK

## THE BREAKERS

One South County Road  
Palm Beach, FL 33480

**ARIAS•U.S. GROUP RATES  
VALID UNTIL APRIL 9, 2018:**

\$315 — Deluxe King  
\$380 — Premium Run of the House  
\$465 — Oceanfront King

If you prefer to make reservations by telephone, The Breakers number is 888-BREAKERS (273-2537). Be sure to mention that you are attending the ARIAS Conference to receive the group rate.

The conference runs from noon on Wednesday until noon on Friday. A limited number of rooms are being offered at the ARIAS rates for up to three nights before and after the conference. NOTE: To receive the conference group rates, **HOTEL RESERVATIONS MUST BE MADE NO LATER THAN APRIL 9, 2018.** All accommodations are available on a first-come, first-served basis. Local taxes are not included. To hold your reservation, a one-night deposit is required. Check-in time is 4:00 p.m., so if you are arriving on the 11th for the noon start, you will have to store bags upon arrival, unless your room is ready early.



[www.arias-us.org](http://www.arias-us.org)

# REGISTRATION INFORMATION

## CONFERENCE REGISTRATION FEES:

### ARIAS•U.S. 2018 Spring Conference Registration Fees by Category

Registrant Type	Early (due Mar. 15)	Regular (due Apr. 27)	Late (Apr. 28-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, 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 27, 2018**

After April 27, 2018, 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](mailto: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 20. Anyone who cancels between that date and April 27 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 27 will result in forfeiture of the entire registration fee.

**SUBSTITUTION POLICY:** Substitutions are permitted with written notice by April 27. Notification must be received in writing by email, fax, or postal mail. Failure to substitute a registrant by April 27 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](http://www.arias-us.org)**



# 2018 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: \_\_\_\_\_

## WEDNESDAY, MAY 9 EVENT AND SESSION SELECTION: Please indicate if you plan to attend the following sessions:

Women's Networking Event, 10:00am-12:00pm:  Yes, I plan to attend.  No, I do not plan to attend.

Note: This is a free networking event for women.

## THURSDAY, MAY 10 BREAKOUT SESSIONS

Round 1: 10:30 a.m. – 11:20 a.m. | Round 2: 11:30 a.m. – 12:20 p.m.

These breakout session will each address a single emerging risk and investigate whether and how those risks are leading to disputes. The panels will also discuss what future disputes might emerge from these risks.

Please rank in order, the topics you would be interested in attending, with 1 being your first choice and 4 being your last choice. Use the space to the left of each topic:

\_\_\_ Opioids      \_\_\_ #MeToo (i.e. sexual assault, hostile work environment)      \_\_\_ Public nuisance (i.e. recent California lead paint decision)      \_\_\_ Information Security in Arbitrations – Tips and Strategies

## ARIAS-U.S. 2018 Spring Conference Registration Fees (please circle your fee):

Registrant Type	Early (due March 15)	Regular (due April 27)	Late (Apr. 28-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 receptions. 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 2018 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

- Check # \_\_\_\_\_ (payable to ARIAS-U.S.)
- AMEX  Discover  MasterCard  VISA

Credit Card #: \_\_\_\_\_

Exp Date: \_\_\_/\_\_\_/\_\_\_ Billing Zip Code: \_\_\_\_\_ Sec Code: \_\_\_\_\_

Name as it appears on card: \_\_\_\_\_

## CALCULATE YOUR TOTAL DUE:

CONFERENCE REGISTRATION FEE: \$ \_\_\_\_\_

### GUEST RATES\*

\$250 Guest – All Meals: \$ \_\_\_\_\_

\$50 Guest Lunch Ticket – Wednesday, 5/9: \$ \_\_\_\_\_

\$60 Guest Reception Ticket – Wednesday, 5/9: \$ \_\_\_\_\_

\$40 Guest Breakfast Ticket – Thursday, 5/10: \$ \_\_\_\_\_

\$50 Guest Lunch Ticket – Thursday, 5/10: \$ \_\_\_\_\_

\$60 Guest Reception Ticket – Thursday, 5/10: \$ \_\_\_\_\_

\$40 Guest Breakfast Ticket – Friday, 5/11: \$ \_\_\_\_\_

TOTAL DUE: \$ \_\_\_\_\_

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

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 27th 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 27th 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.





# 2018 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.

The ARIAS•U.S. Spring Conference will take place at The Breakers Hotel in West Palm Beach, Florida, May 9-11, 2018. This three-day conference will include general sessions, breakout sessions, breakfast, lunch and networking receptions. Expected attendance is 200–250. The ARIAS membership comprises experienced professionals in the reinsurance arbitration sector; key decision makers such as law firm managing partners, (re)insurance officers and senior management will be in attendance.

## Why You Should Be Involved

Involvement with ARIAS•U.S.

- Exposes your brand to this lucrative target market of key decision makers 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.

## All ARIAS•U.S. Spring 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. Spring Conference webpage with link to your corporate website.
- Logo placement and recognition as a sponsor in *ARIAS•U.S. Quarterly Issue* – Spring Conference Recap Section.
- Opportunity to include an insert in the Spring 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.*)

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

*\*Available to sponsors at the \$3,000 or above level.*

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](mailto:smeier@arias-us.org)

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



## Networking, Meals, and Reception Sponsorship Opportunities

### **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)

There's 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 Mediterranean Ballroom on the first day and in the sunny Mediterranean Courtyard on the second day. The Breakers does not disappoint when it comes to food and venue. Your sponsorship will have signage around the room acknowledging your company as the luncheon sponsor.

### **Opening Day Evening Reception** (\$3,000, 1 sponsorship available)

The view of the sandy beach and the blue waters from the Ocean Lawn at The Breakers is breathtaking. Attendees enjoy drinks and light fare as they talk shop with business associates. In addition to signage welcoming the attendees and around the lawn, the sponsor of this reception can take advantage of offering a customized drink incorporating their company brand.

### **Evening Reception** (\$3,000, 1 sponsorship available)

The Breakers was built with luxury in mind. The Front Lawn is the epitome of style and luxury. 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 2018 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 around The Breakers property. Staff runners will lead and bring up the rear of the group. Runners will pace themselves around the scenic course while walkers will circumnavigate the course on one rotation. Juice, fruit and ice water 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 towels, water bottles, t-shirts and/or prizes.

### Game On– Beachside!! (\$3,500)

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 skills 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 (\$7,000)

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.



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## Sponsorship Commitment Form

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**Sponsorship Commitment (please check your selection)**

- |   |  |
|---|--|
| <input type="checkbox"/> Networking Breakfasts (\$2,000, 3 available)         | <input type="checkbox"/> Yoga on the Beach (\$2,500, 1 available)                  |
| <input type="checkbox"/> Networking Breaks (\$1,500, 3 available)             | <input checked="" type="checkbox"/> ARIAS 3K or 5K Fun Run! (\$3,500, SOLD)        |
| <input type="checkbox"/> Networking Luncheons (\$2,500, 3 available)          | <input checked="" type="checkbox"/> Game On - Poolside!! (\$3,500, SOLD)           |
| <input type="checkbox"/> Opening Day Evening Reception (\$4,000, 1 available) | <input type="checkbox"/> Photo Scavenger Hunt – ARIAS Style (\$2,500, 1 available) |
| <input type="checkbox"/> Evening Reception (\$4,000, 1 available)             | <input type="checkbox"/> ARIAS•U.S. Golf Tournament (\$7,000, 1 available)         |

### CONTACT INFORMATION

Contact Person: \_\_\_\_\_

Company or Agency Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State/Province: \_\_\_\_\_ Postal Code: \_\_\_\_\_ Country: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

### PAYMENT INFORMATION

Cancellation Policy: All sponsorship fees are non-refundable.

\*Payment is due at the time of ad placement.

Invoice **or**  VISA  AMEX  MasterCard **Grand Total Due: \$** \_\_\_\_\_

Credit Card #: \_\_\_\_\_ Exp Date: \_\_\_\_ / \_\_\_\_ CVV: \_\_\_\_\_

Cardholder Name (printed): \_\_\_\_\_ Signature: \_\_\_\_\_

Billing Address (if different from above): \_\_\_\_\_

**Please fax or email your completed form to 703-506-3266 or [smeier@arias-us.org](mailto:smeier@arias-us.org).**

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 via fax 703-506-3266 or via email [smeier@arias-us.org](mailto:smeier@arias-us.org).  
Please also submit your company logo in vector format, and a brief company description with completed form.*



AIDA Reinsurance & Insurance Arbitration Society  
7918 Jones Branch Dr., Suite 300 • McLean, VA 22102  
Phone: 703-506-3260 • Fax: 703-506-3266  
Email: [info@arias-us.org](mailto:info@arias-us.org)

## BOARD OF DIRECTORS

### CHAIRWOMAN

**Deirdre G. Johnson**  
*Squire Patton Boggs LLP*  
2550 M Street, NW  
Washington, DC 20037  
202-457-6301  
[deirdre.johnson@squirepb.com](mailto:deirdre.johnson@squirepb.com)

### PRESIDENT

**Scott Birrell**  
*Travelers*  
1 Tower Square, 4 MS  
Hartford, CT 06183  
860-277-5391  
[sbirrell@travelers.com](mailto:sbirrell@travelers.com)

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**Michael A. Frantz**  
*Munich Re America*  
555 College Road East  
Princeton, NJ 08543  
609-243-4443  
[mfrantz@munichreamerica.com](mailto:mfrantz@munichreamerica.com)

### VICE PRESIDENT

**Steve Schwartz**  
*Chaffetz Lindsey LLP*  
1700 Broadway, 33rd Floor  
New York, NY 10019  
212-257-6940  
[s.schwartz@chaffetzlindsey.com](mailto:s.schwartz@chaffetzlindsey.com)

### TREASURER

**Peter A. Gentile**  
7976 Cranes Pointe Way  
West Palm Beach, FL 33412  
203-246-6091  
[pagentile@optonline.net](mailto:pagentile@optonline.net)

### Deidre Derrig

460 Tower  
Barrington, IL 60010  
847-778-7955  
[Deedee.derrig@gmail.com](mailto:Deedee.derrig@gmail.com)

### Cynthia R. Koehler

*XL Catlin*  
322 Cabot Street  
Newton, MA 02460  
617-599-3245  
[cynthia.koehler@xlcatlin.com](mailto:cynthia.koehler@xlcatlin.com)

### James I. Rubin

*Butler Rubin Saltarelli & Boyd LLP*  
321 North Clark Street, Suite 400  
Chicago, IL 60654  
312-696-4443  
[jrubin@butlerrubin.com](mailto:jrubin@butlerrubin.com)

### Alysa Wakin

*Odyssey Reinsurance Company*  
300 First Stamford Place  
7th Floor  
Stamford, CT 06902  
203-977-6074  
[awakin@odysseyre.com](mailto:awakin@odysseyre.com)

### Beth Levene

*Transatlantic Reinsurance Co.*  
One Liberty Plaza  
165 Broadway, 17th Floor  
New York, NY 10006  
212-365-2090  
[blevene@transre.com](mailto:blevene@transre.com)

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\*deceased

### ADMINISTRATION

**Sara Meier**  
*Executive Director*  
7918 Jones Branch Dr., Suite 300  
McLean, VA 22102  
703-574-4087  
[smeier@arias-us.org](mailto:smeier@arias-us.org)