



2010 ATLANTA RIMS EDUCATIONAL CONFERENCE



Seizing Opportunity in Extraordinary Times

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WELCOME

The Atlanta Chapter of the Risk and Insurance Management Society welcomes you to the 2010 Annual Atlanta RIMS Educational Conference. The conference is a great tool for risk management and insurance professionals in any industry. You are encouraged to attend as many educational sessions as possible to enhance your knowledge, advance your career and network with your peers.

We would like to extend a special thank you to all of our sponsors. The proceeds from this conference supports our giving to the University of Georgia, Georgia State University, and the Spencer Educational Foundation. The funds also allow us to provide ongoing educational opportunities at no cost to the Atlanta insurance industry.

Our keynote speaker for this year's conference is John A. Allison IV, Former Chairman & CEO of BB&T Corporation. Mr. Allison has extensive executive experience in the financial services sector. Mr. Allison will provide insight into the financial crisis that has impacted all of us for the last 18 months.

Thursday's lunch will feature the announcement of the winner of the 15th Annual Walter H. Buce, Jr. Memorial Award that recognizes individuals in our community who are committed to the advancement of our profession. Our luncheon speaker is Dr. Thomas J. Cunningham, VP & Associate Director of Research - Federal Reserve Bank of Atlanta, who will share his views on Central Banking & the Panic of 2008/09.

In closing, I would like to extend a thank you to our presenters and to our conference committee for all of their hard work that began in the summer of 2009. This event would not have been possible without their dedication.

Regards,

Aaron M. Seiter
President - Atlanta Chapter RIMS



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1972 - J. Al Friday
1973 - Robert S. Spencer
1974 - J.D. Reece
1975 - J. Robert Aiola
1976 - Roger E. Dailey
1977 - Donald T. Browne
1978 - Lindsey Crawley
1979 - James C. Newton, Jr.

1980 - C. David Bass
1981 - Guy F. Storey
1982 - Walter H. Buce
1983 - Scott Rich
1984 - Dennis F. McGovern
1985 - Harold Vogel
1986 - Eben L. Jones
1987 - Gary Meggs
1988 - Thomas E. Edmunds
1989 - Theodore L. Young

1990 - Donald E. McGuffey
1991 - June H. Dickinson
1992 - T. Casey Schmidt
1993 - David G. Adler
1994 - Thomas C. Catledge, Jr.
1995 - James G. Newson
1996 - Dean Jobko
1997 - Michael Eremchuk
1998 - Paul Pressley
1999 - Bob Bridges

2000 - Bob Bridges
2001 - Mary Bruce Edmonds
2002 - Denise C. Schlitt
2003 - Deborah S. Gaffney
2004 - Dennis J. Baltz
2005 - Gretchen Van Parys
2006 - Cathy Maher
2007 - Andy Kuchar
2008 - Susan Shemanski
2009 - Aaron Seiter

BUCE AWARD RECIPIENTS

1996 - Walter Buce (posthumously)
1997 - Dr. Sandra Gustavson
1998 - Gary Meggs
1999 - Dave Reid
2000 - Evelyn Brown
2001 - Paul Pressley
2002 - Michael Eremchuk
2003 - Scott Rich
2004 - Pat Hopkins
2005 - Dr. E.J. Leverett
2006 - Mary Bruce Edmonds
2007 - Mike Fenlon
2008 - Susan Shemanski
2009 - Dr. Robert Hoyt

Visit Atlanta RIMS online

<http://atlanta.rims.org>

Available online after the conference:

- Full Speaker Biographies
- Copies of Speaker Presentations
 - CE Credit Forms

SESSION INFORMATION

Thursday, February 18, 2010

7:30 - 8:30 Registration and Breakfast

8:30 - 8:45 Welcome and Introduction

Jane Sandler - Mirant
Conference Chairperson

Aaron Seiter - SunTrust Banks, Inc.
President, Atlanta RIMS

8:45- 10:00 General Session

"Financial Crisis - Causes and Cures"

Speaker: John Allison, Former Chairman & CEO of
BB&T Corporation

10:00 - 10:30 Coffee Break

Sponsor: RWH Myers & Company

10:30 - 11:45 Breakout Session A

A1 Five Hot Topics In Environmental Liability
Speakers: Meghan Magruder, King & Spalding
Tony Tatum, King & Spalding
Craig Richardson, ACE

A2 Producing More Valuable RM Results
Speaker: Pam Rogers, Marsh

A3 RM Strategies for Dealing with Social
Media Risks
Speakers: Liza Barry-Kessler, Privacy Counsel
Mike DiSilvestro, Axis

12:00 - 1:30 Lunch Session

-2010 Walter H. Buce Memorial Award

-"Central Banking & the Panic of 2008"

Speaker: Dr. Thomas Cunningham, The Federal
Reserve Bank of Atlanta

Sponsor: Aon

1:45 - 3:00 Breakout Session B

B1 Evaluating the Strength of an Insurance
Company
Speaker: Laurie Solomon, The Coca-Cola Company

B2 Where are we going with MMSEA?
Speakers: Susan McKeever, Engle Martin
Todd Pierce, Engle Martin
Tom Thornton, Carr Allison

B3 How to Win a Risk Management Pitch
Speaker: Joey Asher, Speechworks

3:00 - 3:30 Coffee Break

Sponsor: Liberty Mutual

3:30 - 4:45 Breakout Session C

C1 D&O Claims: Not Your Average Slip & Fall
Speakers: Michael Daugherty, Chubb
Bob Ellis, Chubb
John Jordak Jr., Alston + Bird, LLP

C2 How Much Insurance Is Enough?
Speakers: David Holmes, JLT Park Ltd.
Judy Gonsalves, ACE Bermuda
Cathy Duffy, Torus
Michael Warwicker, Iron-Starr

C3 Choosing a Career Path: Risk and
Insurance (Student Session)
Speakers: Daniel Baltz, SunTrust Banks Inc.
Winona Newman, CNA
Paul Sparks, McGriff, Seibels & Williams
Rob Newman, Smith Hanley

5:00 - 7:00 Reception

Sponsor: Beecher Carlson

Friday, February 19, 2010

7:30 - 8:15 Breakfast

Sponsor: Marsh

8:30 - 12:00 Breakout Session D

D1-8:30-10:00 Carpe Pactum—Contractual Risk
Transfer Defenses
Speaker: Dan McGarvey, Marsh

10:00 - 10:30 Coffee Break

Sponsor: Chubb

D2-10:30-12:00 Crime Pays: Recovering Employee
Dishonesty Claims

Speakers: Christopher Giovino, Dempsey Partners
Hunter Williams, Dempsey Partners

8:30 - 12:00 Breakout Session E

E1 Ethics
Speaker: Lorilee Schneider, Florida State
University

12:30 - 2:00 RIMS 2010 Mentoring Program Lunch*
Maggiano's Restaurant at Perimeter

OPENING SPEAKER BIOGRAPHY

John A. Allison– BB&T Corporation

Former Chairman and CEO

John A. Allison is Former Chairman of BB&T Corporation, the 9th largest financial services holding company headquartered in the U. S. Mr. Allison began his service with BB&T in 1971 and has managed a wide variety of responsibilities throughout the bank. He became president of BB&T in 1987 and was elected Chairman and CEO in July 1989. During Mr. Allison's tenure as CEO from 1989 to 2008, BB&T grew from \$4.5 billion to \$152 billion in assets. In March 2009, he joined the faculty of Wake Forest University School of Business as Distinguished Professor of Practice.

Mr. Allison is a Phi Beta Kappa graduate of the University of North Carolina at Chapel Hill, where he received a B.S. degree in business administration (1971). He received his master's degree in management from Duke University (1974). He is also a graduate of the Stonier Graduate School of Banking and has received Honorary Doctorate Degrees from Clemson University (2005), East Carolina University (1995), Mount Olive College (2002), Marymount University (2008), and Mercer University (2009). Mr. Allison received the Corning Award for Distinguished Leadership in 2009.

He serves on the Wake Forest University Baptist Medical Center Board of Visitors, the Board of Visitors at the Fuqua School of Business at Duke University and the Kenan-Flagler Business School at UNC-Chapel Hill. He is also a member of the boards of directors of the Independent College Fund and the Global TransPark Foundation.

A native of Charlotte, N.C., Mr. Allison is married to the former Elizabeth McDonald of Elkin, N.C. They have two sons and one daughter.

LUNCH SPEAKER BIOGRAPHY

Dr. Thomas J. Cunningham - Federal Reserve Bank of Atlanta

Vice President & Associate Director of Research

Tom Cunningham is vice president and associate director of research for the Federal Reserve Bank of Atlanta. Dr. Cunningham is responsible for the administrative duties of the research department as well as oversight of the Atlanta Fed's *Economic Review*. He serves on the Bank's Information Technology, and Risk Management Committees, and is a member of the Federal Reserve System's Information Security Group and Technology Services Council.

Prior to his appointment as associate director of research he served as vice president in the research department where he has been responsible for the Regional, Latin American and Finance research teams in the research department. Dr. Cunningham joined the Bank as an economist with the macropolicy group in 1985, specializing in macroeconomics and monetary theory. He was promoted to senior economist in 1989 and research officer and senior economist with responsibility for the regional group in 1992. Dr. Cunningham previously worked as an instructor of economics at Barnard College at Columbia University.

He is a member of the American Economic Association, the Western Economic Association, and the Southern Economic Association. Dr. Cunningham has published numerous professional articles.

A native of Reedley California, he received a bachelor's degree, summa cum laude, in economics from California State University, Fresno. He earned a master's degree, a master of philosophy and a doctorate of philosophy in economics from Columbia University. He has attended the executive development program at Wharton.

SESSION SPEAKER BIOGRAPHIES

Joey Asher - Speechworks

President

Joey Asher is a professional communication and selling skills coach who has worked with executives, managers, and salespeople at dozens of firms including The Home Depot, Georgia Pacific, Global Payments, The Weather Channel, UPS, Kimberly-Clark, Alston & Bird, PricewaterhouseCoopers, AMVESCAP, Verizon, Scientific-Atlanta and Kurt Salmon Associates.

Joey has written three books on presentation skills and selling. Joey's latest book "How To Win a Pitch: The Five Fundamentals That Will Distinguish You from the Competition," is available now on Amazon and at www.howtowinapitch.com. His first book, "Even a Geek Can Speak: Low-Tech Presentation Skills For High-Tech People," was published by Longstreet Press in 2001 and is in its third printing (2008) by Persuasive Speaker Press. His book "Selling and Communication Skills for Lawyers" was released in 2005 by American Lawyer Media.

Joey's background is both as an attorney and as a newspaper reporter. He worked as an adjunct professor of law at Emory University School of law and was an attorney at Troutman Sanders L.L.P in Atlanta. Prior to law school, he worked as a newspaper reporter for the Gannett newspaper chain in Georgia and New York. Joey graduated from Cornell University and Emory University Law School.

He can be reached at 404-266-0888 or joey@speechworks.net.

Daniel Baltz - SunTrust Banks, Inc.

Group Vice President

Daniel Baltz is the Insurance Risk Manager for SunTrust Banks, Inc. which is one of the nation's largest financial institutions and headquartered in Atlanta, GA. Daniel joined SunTrust in October 2000 and has held several positions all in the company's corporate Insurance Risk Management area. He assumed the responsibilities of Insurance Risk Manager in June 2004. He is actively involved in managing SunTrust's two captive insurance subsidiaries and is a past Director of Madison Insurance Company and the financial institution group captive, FIRG. Daniel graduated from the University of Georgia in May 1999, receiving a BBA in Risk Management and Insurance. Daniel also holds the Associate in Risk Management (ARM) designation and has served as a past Director of the Atlanta Chapter of RIMS.

Liza Barry-Kessler - Privacy Counsel

Attorney

Liza Barry-Kessler, the Managing Partner of Privacy Counsel, LLC, is a lawyer working with companies and organizations to protect their data, their people, and their reputations. She has 15 years experience as a privacy and communications law professional, developing policies and terms of service, and advising clients on data security issues, best practices for

management of personally identifiable information, FTC advertising requirements, compliance with law enforcement information requests, state data breach notification requirements, and federal public policy issues.

Ms. Barry-Kessler is co-author of of 2 books, [Privacy in the 21st Century: Issues for Public, School, and Academic Libraries](#) and the [Global Internet Policy Initiative's](#) Advocacy Training Manual, has written numerous articles including "Endorsements, Testimonials, and Bloggers: The New FTC Guides" in the December 2009 issue of *Wisconsin Lawyer*, and is an award-winning blogger.

She graduated from the University of Wisconsin School of Law and from Smith College; while in law school, she studied abroad at the University of the Witwatersrand in Johannesburg, South Africa.

Michael Daugherty - Chubb

Vice President

Michael Daugherty is Vice President and Southern Zone Specialty Claims Manager for the Chubb Group of Insurance Companies, in Dallas, TX. Prior to joining Chubb in 1989, Michael held a judicial clerkship with the Hon. Judge Marvin H. Meyer of the Kansas Court of Appeals and was in private practice in Kansas City, focusing his practice on insurance defense work. Michael is a graduate of Washburn University and the University of Kansas School of Law. Michael is a frequent speaker and panelist on the issues of corporate diversity.

Mike DiSilvestro - Axis

Senior Claims Specialist

Mike DiSilvestro joined Media/Professional (currently AXIS PRO) in May of 1998. During his time with the company he has managed claims in the libel and intellectual property, professional liability, technology and specialty errors and omissions programs. Mike was instrumental in the development and launch of a new product, Corporate Expression. Prior to joining AXIS PRO, Mike worked in private practice and was in television news for eight years before attending law school.

Mike has spoken at PLUS, NAB, NATPE and other program related conventions on various topics concerning the exposure created by creating and distributing intellectual property. Mike is on the Kansas City Metropolitan Bar Association's media law committee and chaired the committee for two years. The committee annually produces a highly regarded Media Law Seminar. In 2008 Mike served as subject matter expert for the PLUS organization in the rewriting of their Media Professional Liability curriculum for the RPLU designation. Mike also serves on the TIPS international law committee and is a member of the ABA's forum on communications law and the intellectual property section.

Catherine Duffy - Torus Insurance (Bermuda) Ltd.

Senior Vice President, Excess Casualty

Cathy Duffy has over 20 years experience as an underwriter, insurance professional and consultant. Cathy authored a weekly insurance column in the Royal Gazette, as well as the book, *Held Captive, A History of International Insurance in Bermuda* – the first comprehensive history of international insurance in Bermuda.

Cathy was appointed to the position of Senior Vice President, Excess Casualty for Torus in January, 2009. Prior to joining Torus, Cathy held the position of Vice President of Underwriting for XL Insurance (Bermuda) Ltd, where she had responsibility for local networking and production.

Cathy received her Bachelors in Business Administration from Howard University and is the first Bermudian woman to receive the Chartered Property and Casualty Underwriter designation.

Bob Ellis - Chubb

Vice President

Bob Ellis is a Vice President of the Chubb Group of Insurance Companies. Bob began his career at Chubb in 1992 and has held a variety of roles in Chubb's Specialty Insurance Division. Residing in Atlanta, Bob presents serves as Executive Underwriter for Chubb's Eastern Territory, specializing in the areas of Directors and Officers Liability, Fiduciary Liability, Commercial Crime Coverage, Kidnap/Ransom and Extortion, Employment Practices Liability, and other specialty lines of coverage for Publicly Traded Companies. Bob is a graduate of the University of Georgia (BBA).

Christopher Giovino - Dempsey Partners

Senior Risk Analyst

Chris Giovino leads Dempsey Partners' Forensic Analysis practice, which combines experienced forensic accounting services with world-class investigations capability. As a 29-year veteran of the US Justice Department's Drug Enforcement Administration, most recently as Associate Special Agent in the flagship New York Office, Chris understands how federal and international law enforcement agencies interact to solve complex criminal activity. This insider's perspective, coupled with a network of criminal and civil law enforcement, legal and intelligence contacts worldwide, helps clients resolve even the most complex occupational fraud and white-collar crime claims.

Chris Giovino works closely with Risk Managers, Chief Financial Officers, Internal Audit, and General Counsel of some of the world's leading organizations. His approach includes a detailed investigation to establish liability, coupled with an analysis of relevant accounting records to accurately quantify and document the amount of the loss. To ensure a successful outcome, he coordinates activities with insurer representatives and experts, ensuring effective communication throughout the loss adjustment process.

While at the DEA, and in addition to his managerial responsibilities, Mr. Giovino organized, staffed, and served as the first Chief of the US Justice Department's Organized Crime Drug Enforcement Strike Force, the largest, most diverse multi-agency "task force" of its kind in the US, encompassing over 200 special agents and deputized local officers from the DEA, FBI, IRS, ICE, ATF, Marshals, Secret Service, OFAC, the NYPD, NY State Police and in house counsel from the US Attorneys Offices. Under his direction, the Strike Force conducted global-scale investigations involving the most complex drug, narco-terrorist, and international money laundering organizations.

Chris Giovino is a *magna cum laude* graduate of St. Bonaventure University, graduated from DEA's National Training Academy, attended DEA, DOJ and OPM leadership and executive institutes in Washington and Denver, completed the School of Business at Fuqua Duke University leadership training, and attended financial/asset money laundering (AML) training courses at Quantico and New York City. Chris has lectured frequently on law enforcement issues and has appeared in print, radio and television media as a guest/ expert.

Judy Gonsalves - ACE Bermuda

Senior Risk Analyst

Judy Gonsalves was appointed Senior Vice President, with responsibility for the management of ACE Bermuda's Excess Liability department, in November 2004.

Ms Gonsalves joined ACE Bermuda in October 1992 as an Assistant Underwriter in the company's Excess Liability department. In 1997 she was appointed Vice President and manager of ACE Bermuda's Underwriting Services department, with responsibility for the management of insurance and reinsurance reporting, and underwriting business analysis and support. In 2001, she returned to the Excess Liability department as senior casualty underwriter.

Prior to joining ACE Ms Gonsalves gained experience in the Risk Management department of the Captive Reinsurance division of American International Group (AIG) in Bermuda.

A native Bermudian, Ms Gonsalves holds a bachelor of arts degree in economics from Emory University, Atlanta, Georgia. Ms Gonsalves is an Associate member of the Chartered Insurance Institute (ACII), and achieved the Shelton Burgess Scholarship for top results in the Bermuda Insurance Diploma at the start of her insurance career.

Ms Gonsalves has been a Bermuda Foundation for Insurance Studies (BFIS) mentor, and is currently responsible for the management and coordination of the Underwriter Trainee Program at ACE Bermuda.

David Holmes - JLT Park Ltd. (Bermuda)

Partner

On July 23, 2007 Jardine Lloyd Thompson announced the acquisition of Park (Bermuda) Ltd. This was combined with JLT's existing Bermuda broking operation and is now operating as JLT PARK LTD.

JLT PARK is the largest broker in Bermuda dedicated to meeting the needs of independent brokers and their clients. The combined business has approximately forty staff and expects to place in excess of US \$400 million of premium in the Bermuda market each year.

David joined Park (Bermuda) Limited in July 2006 from SRS Access where he served as Director. He has over 29 years of experience in the Bermuda insurance market focusing on brokering, underwriting and captive management.

Prior to joining SRS Access, David worked as Vice President of Property and Casualty for Willis Bermuda, placing excess insurance into the Bermuda market for US Fortune 1000 accounts, Canadian, European and South African clients. David also spent 12 years with Marsh Global Markets in Bermuda with Responsibility for placing excess casualty programs into the Bermuda market on behalf of Marsh's worldwide clients. David started his career as an underwriter for Exxon Insurance Services, developing experience in captives and the underwriting of energy and transportation risks.

John Jordak Jr. - Alston & Bird, LLP

Partner

John Jordak is chair of the Securities Litigation Group. He concentrates his practice on securities and complex commercial litigation with a particular emphasis on class action defense. John focuses on defending shareholder actions and D&O claims, including those brought under the federal securities laws.

John's practice includes jury trials, appellate work, arbitrations and alternative dispute resolution. He has litigated throughout the country, including federal and/or state courts in Delaware, Florida, Georgia, Kentucky, Michigan, Missouri, New Jersey, New York, North Carolina, South Carolina and Tennessee. In addition to his litigation work, he also counsels companies regarding securities disclosure and corporate governance. John has served as counsel to special litigation committees formed in response to shareholder derivative demands.

John coordinates the Securities Litigation Group's publication of the treatise, *Securities Litigation: Forms & Analysis* (Thomson Reuters © 2009). John has also authored articles in various publications including *Corporate Governance Advisor*, *Corporate Counsel/Weekly* and *Financial Services Policy Report*. From 2005-2009, John has been listed in *Super Lawyers* magazine.

John received his J.D., with distinction, from the Emory University School of Law, and his A.B., cum laude, from Duke University.

Meghan Magruder - King & Spalding

Senior Vice President

Meghan Magruder is a Senior Litigation Partner in King & Spalding's Atlanta office. She has more than twenty-six years of experience handling complex commercial litigation matters with particular emphasis in insurance coverage, consumer fraud defense, contractual disputes, environmental and mass tort. She handles multi-party, class action, and multi-jurisdictional litigation and various forms of dispute resolution. She also provides clients with counseling on preventative litigation strategies, and advises policyholders on a wide variety of insurance matters. Prior to joining King & Spalding, Ms. Magruder was a Senior Partner at Wilmer Cutler Pickering Hale and Dorr LLP where she was Chair of the Insurance Coverage Practice and Vice Chair of the Environmental Department. She is a graduate of Emory College and Emory University School of Law and practiced law in Boston and Washington, D.C. before moving back to Atlanta in 2005. Ms. Magruder is listed in *The Best Lawyers In America*.

Ms. Magruder is frequently invited to speak on litigation topics and has authored numerous articles and publications. She is an officer in the American Bar Association Section of Litigation and has been involved in the leadership of the American Bar Association for many years. She is past Co-Chair of the Task Force on Judicial Independence and a past member of the Council for the ABA Section of Litigation.

Among her many professional responsibilities, Ms. Magruder is on the Board of Advisors for the *Chemical Waste Litigation Reporter*. She served as both President and Vice President of the Environmental Commission for the Union Internationale des Avocats, and served as Chair of the Environmental and Toxic Tort Committee of the Massachusetts Defense Lawyers Association. She is a member of the Board of Directors for the Atlanta Children's Shelter, the Board of Directors of the Atlanta Symphony Orchestra, and on the Board of Visitors for Emory University. In 2001, ABC News awarded Ms. Magruder the Toyota Working Woman Award for outstanding contributions to her profession and community.

She has served as an interim professor for the University of Georgia's Risk Management Program, and she spoke on risk allocation and additional insured issues at the 2005 IRMI Conference.

**Full speaker biographies can be found
online after the conference at:**

<http://atlanta.rims.org>

Daniel S. McGarvey - Marsh

Managing Director

Dan reported to the Greenville office of Marsh in August, 2005 where he is charged with leading business development efforts in the state of South Carolina.

Dan graduated from the U.S. Naval Academy and served nine years in the nuclear surface ship community, attaining the designation of Naval Nuclear Chief Engineer. He was hired in 1989 by Johnson & Higgins in New York as a utility risk management consultant, and subsequently deployed to

Phoenix as western regional consultant for the J&H Nuclear Group. During eight years with the Phoenix branch, he broadened his experience to include the service of large public sector, utility and construction accounts. He subsequently served as Casualty Unit Manager, Account Manager, and western regional resource for utility, construction, and public sector opportunities. Moving to Charlotte as a regional resource in 1997, he was charged with bringing leading edge options and ideas to members of the risk management community in the twenty offices comprising Marsh's South region.

Education

B.S. US Naval Academy (Honors)

Naval Nuclear Power Training

Naval Nuclear Chief Engineer Certification

MBA-Finance, University of Rhode Island, 1989 (Honors)

Dan is an accomplished speaker and instructor, and has presented numerous seminars on risk management topics. As a CPCU instructor, he has taught the CPCU Finance and Accounting course, Economics course, Introduction to Risk Management, Business Law, and all three courses of the ARM curriculum. He has been called to testify before a State Legislature on risk management (contractual transfer and OCIP) issues, and has authored three published papers on risk management issues.

Susan McKeever - Engle Martin & Associates

Director of Sales

Susan K. McKeever is the Director of Sales for Engle Martin & Associates, Inc., an Atlanta-based independent loss adjustment firm. McKeever provides direction to the Engle Martin business development team, in addition to selling their services nationwide.

McKeever has eleven years of sales experience in the insurance and commercial property management business and is an active member of the Risk and Insurance Management Society (RIMS) of Atlanta, Atlanta Claims Association, Target Markets and Building Owners and Managers of Atlanta (BOMA), the Southern Region and BOMA international.

A resident of Westside Atlanta, McKeever graduated from Georgia Southern University's College of Business in 1998, with a Bachelor's Degree in Public Relations.

McKeever is a Board Member of Hillside Hospital, held the position of the 2009 Community Services Committee Chair of BOMA Atlanta and is an active supporter and participant of local Susan G. Komen Breast Cancer events.

Rob Newman - Smith Hanley Associates LLC

Director

Rob works with Smith Hanley Associates based in Southport CT. He has 20 years experience recruiting key talent exclusively within the insurance industry and is based out of Atlanta. He possesses an MBA from the University of South Florida and has spoken at several insurance functions including the national ASHRM and Florida RIMS conferences.

Winona Newman - Marsh

Managing Director

Winona Newman is Underwriting Consulting Director for U.S. Specialty Lines – Financial Institutions for CNA. In this role she is responsible for CNA's Southeastern region. Her specialty products include Directors and Officers Liability, Employment Practices, Fiduciary, Fidelity and Errors and Omissions. Ms. Newman began her insurance career as a risk manager before moving to the underwriting side with AIG. Ms. Newman received a M.Ed. from Penn State University and an M.B.A. from the University of South Florida. She also earned the ARM designation.

J. Todd Pierce - Engle Martin & Associates

Vice President of Business Development

Todd Pierce is a Principal and the Vice President of Business Services & Development for Engle Martin & Associates, Inc. in Atlanta, Georgia. Mr. Pierce is also the Vice President of Risk Management for the entire company. He started with Engle Martin in 2001 in the Third-Party Administration division, Engle Martin Claims Administrative Services (EMCAS).

Before working with Engle Martin, Mr. Pierce was the Risk Manager for various large corporations including Evolution Networks, Inc., The Alpine Group, Inc. and Laing Properties, Inc. He earned his bachelor degree in Risk Management from Kennesaw State University.

Mr. Pierce is a member of many industry societies including RIMS, South Carolina Captive Association (SCCIA), Arizona Captive Insurance Association (ACIA), Vermont Captive Insurance Association (VCIA), Global Association of Risk Professionals (GARP).

**Thank you to McGriff, Seibels, & Williams
for providing the laptop bags as the
conference gift.**

Craig Richardson - ACE USA

Vice President - Director of Field Operations

Craig Richardson has served as Vice President, Director of Field Operations, since November 2008. Based in Atlanta, Mr. Richardson is responsible for leading all regional underwriting offices throughout North America. Mr. Richardson manages a countrywide team of more than 50 environmental and insurance professionals dedicated to addressing the unique insurance needs of environmental exposures.

With more than 21 years of diverse experience in the environmental and insurance arenas, Mr. Richardson spent 15 years at American International Group (AIG), where he held a variety of positions with responsibilities for underwriting, marketing, management and product development. His experience encompasses a broad scope of environmental insurance products for a variety of exposures and classes of business.

A resident of Atlanta for 17 years, Craig resides in Brookhaven with his wife, Susan and two daughters, Molly and Reese.

Craig earned a Bachelor of Arts degree from the University of Mississippi and a Master's Degree from Mississippi State University.

Pam Rogers - Marsh Risk Consulting

Senior Vice President

Pam brings a unique blend of strategic and analytical skills to the review and implementation of risk management programs. Pam's specialties include: structuring risk financing and transfer based on the corporation's appetite for risk and significant risk exposures; assessment and analysis of key risk drivers; captive formation and management; and risk management team development.

Pam has 20 years of corporate risk management experience. Prior to joining Marsh, Pam served as the Director of Risk Management for several corporations in the retail and manufacturing industries, including Target Corporation, Sears, Roebuck and Co., and Nestle USA. Pam has experience in all facets of risk management including risk financing, claims and safety.

Pam earned a BBA from the University of Georgia and an MBA from the University of Michigan.

Lorilee A. Schneider, Ph.D. - Florida State University

Research Associate, Florida Catastrophic Storm Risk Management Center

Prior to joining the Storm Center staff, Dr. Lorilee A. Schneider was an Assistant Professor of Risk Management and Insurance in the J. Mack Robinson College of Business at Georgia State University. She joined that department's faculty in 1999, and also served as the department's Director of External Relations, undergraduate program advisor and faculty adviser to the Zeta Chapter of Gamma Iota Sigma, a national risk management and student organization.

Dr. Schneider received her Bachelor of Science from the University of Alabama in 1990 and her Ph.D. from Georgia State University in 1995. Dr. Schneider served as Assistant Professor of Finance at Georgia Southern University from 1994-1998.

Dr. Schneider's areas of research interest include business risk management decision making models, global risk issues, catastrophe risk financing and reputational risk management. She has presented numerous papers on these subjects to both academic and industry groups. Her consulting clients have included Fortune 500 companies as well as smaller companies and nonprofit organizations. Currently, Dr. Schneider is especially involved in catastrophe risk financing programs for several companies within the utilities industry.

Dr. Schneider has lectured on a broad range of risk-related topics. Her areas of greatest teaching expertise, however, lie in business risk management, global risk assessment, insurance company strategic management, risk modeling and ethics. She has spoken to numerous corporate, nonprofit, government, and student groups around the United States on these topics.

Laurie Solomon - The Coca-Cola Company Director, Risk Management

Laurie has over 20 years of experience in the insurance industry. She joined the Risk Management Department of The Coca-Cola Company in 1995, and was named Director, Risk Management in 2005.

Laurie sets strategy for the Company's global Risk Management approach and has brought new and innovative risk management options to the Company including captive, high retention and integrated programs.

She has overall responsibility for Claims Management and the design & implementation of risk financing and risk transfer programs which align with the Company's global strategies.

Prior to joining The Coca-Cola Company, Laurie worked for 10 years for the Travelers Insurance Company in Hartford, CT. During the course of her tenure there, she had new business responsibilities and was the Account Executive for a significant book of National Accounts business. Before leaving the Travelers, Laurie managed Travelers' largest National Account at that time.

She is a graduate of Brandeis University in Waltham, MA.

Paul Sparks– McGriff, Seibels & Williams

Senior Executive Vice President and Practice Leader

Paul is the Senior Executive Vice President and Practice Leader of the Financial Services Division for MSW. Paul began his insurance career in 1986 as an underwriter working for Chubb & Son in the Southern Zone where he rose to management overseeing the Risk Management Practice for the Southern Zone. In 1995, Paul moved to Aon where he led a team for Aon's Financial Services Group, based in Denver, Colorado. In 1997, Paul joined McGriff to develop and lead McGriff's own Financial Service Practice in Atlanta, Georgia where he has remained. Paul has extensive large and complex account experience and presently serves as a senior advisor for several Fortune 500 accounts.

Tony Tatum - King & Spalding

Partner

Tony Tatum, a partner in King & Spalding's Atlanta office, focuses on complex commercial litigation, with an emphasis in policyholder insurance coverage litigation, arbitration, and advisory work. Mr. Tatum represents leading companies such as Shell Oil Co., AFC Enterprises, Inc., Kelly Services, Inc., Kimberly-Clark Corporation, and The Coca-Cola Co. Mr. Tatum regularly represents policyholders in all aspects of insurance coverage disputes relating to property damage, business interruption, directors and officers liability (D&O), environmental and pollution, advertising injury and intellectual property, political risk, employment practices liability, fiduciary liability, errors and omissions (E&O), fidelity and crime coverage, and other manuscripted lines of coverage. Mr. Tatum also regularly advises clients and their directors and officers regarding D&O indemnification and insurance issues related to these matters, and in negotiating best in class terms and conditions for clients with their brokers and insurers. Mr. Tatum is frequently invited to speak on insurance coverage and related litigation topics, and was named a "Georgia Rising Star" by *Atlanta Magazine* in both 2006 and 2007, and a "Future Litigation Star" in Georgia by *Benchmark Litigation* in both 2009 and 2010.

Tom Thornton - Carr Allison

Attorney

Thomas S. Thornton, III is a shareholder with the firm of Carr Allison, P.C., and practices in its Birmingham, Alabama office. Mr. Thornton is a member of the Birmingham and Alabama State Bar Associations, as well as the Defense Research Institute. He is currently chair of the USLAW Network Retail Practice group and serves on the Board of the Medicare Advocacy Recovery Coalition. He has spoken on a wide range of topics from defending and claim handling best practices with regard to premises liability, MSP and MMSEA compliance, liquor liability, general tort and workers compensations claims. Mr. Thornton has focused his litigation practice in representing and advising the retail and restaurant industry in general in

the defense of premise liability, product liability, liquor liability, workers compensation, transportation and general liability claims, for his regional and national clients in Alabama, Mississippi and the panhandle of Florida.

Michael Warwicker - Iron-Starr Excess Agency Ltd Chief Operating Officer

Michael Warwicker was appointed Chief Operating Officer of Iron-Starr Excess Agency, Ltd., a joint venture between Ironshore Inc. and Starr Underwriting Agencies, LLC, in May 2009. As Chief Operating Officer, Michael leads the Operational and Underwriting teams for Iron-Starr as the Company continues to establish its presence in Bermuda and expansion into other markets. Prior to joining Iron-Starr, Michael spent over 32 years in the insurance industry where he held various insurance and management positions. Michael started his career at Lexington Insurance Company in London, and most recently held the positions of Chief Operating Officer for International Company Operations and Chief Underwriting Officer, Excess Casualty at AIG Cat Excess. Michael has extensive knowledge of the excess liability market and has successfully managed large portfolios of catastrophic excess liability products.

Hunter Williams - Dempsey Partners

Chief Operating Officer

J. Hunter Williams, CPA is the managing director of the firm's Atlanta office. Mr. Williams has spent the last 20 years in the forensic accounting, insurance and litigation field. During that time he has represented major corporations in the analysis, presentation and resolution of complex business interruption, property, and fidelity claims. He has also assisted major corporations and legal counsel in resolving large product liability cases, class action and mass tort cases.

Servicing clients throughout the United States and overseas, Mr. Williams has experience in transportation and delivery, general aviation, manufacturing, hospitality, real estate, mining as well various other industries such as fisheries and apiries.

In the aftermath of Hurricanes Katrina, two of the nations largest transportation and delivery companies engaged Mr. Williams to prepare their time element and property damage claims. In that role, Mr. Williams was responsible for dealing with complex contingent business interruption issues and extra expense issues as well as advising his clients through settlement negotiations with multiple insurance carriers.

In addition to preparing insurance claims, Mr. Williams has assisted both general counsel as well as outside counsel in the successful resolution of large product liability cases that include companies in the chemical business as well as the energy business.

Mr. Williams is a 1985 graduate of The University of North Carolina at Chapel Hill and holds a Bachelor of Science degree in Business with a concentration in accounting. He is a Certified Public Accountant.

CE CREDITS

Need Georgia Insurance Continuing Education (CE) Credits?

- Sign the roster which will be distributed at the midpoint of each session (including the morning general and lunch sessions). Please make sure that your name and license number are correctly listed. If not please hand write your corrections on the attendance sheet. If for some reason the sign-in sheet does not make it to you, or if you have to leave the session early, please see the student volunteer at the back of the room for assistance
- CE credits will be electronically submitted to the Georgia Insurance Department (GID) within two weeks following the end of the conference. If for some reason you do not receive CE credits by this time, please contact the conference CE Coordinator, or download a CE certificate form from atlanta.rims.org and submit the form to the GID to obtain CE credits.

How many credit hours can I obtain for attending the conference?

- Each session qualifies for 1 CE credit hour (including the morning general and lunch sessions) with the exception of Friday's Ethics session, which qualifies for 3 credit hours.
- The maximum credit hours available are 8, assuming that you attend a session during each of the offering times on Thursday as well as the Ethics session on Friday. Attendance of all Thursday sessions as well as the non-Ethics sessions on Friday qualify for 7 credit hours.

If I am a CPA, can I get CPE credits?

- It is up to the individual, per CPA guidelines, to determine if the sessions qualify for CPE credits. (From the Secretary of State's website - No programs are pre-approved by the Board. The responsibility for substantiating that a particular program is acceptable and meets the requirements rests solely upon the licensee.)

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PROGRAM OVERVIEW

Thursday, February 18, 2010

- 8:30-8:45** **Welcome and Introduction** - *Ravinia Ballroom D2*
- 8:45-10:00** **General Session** - *Ravinia Ballroom D2*
-Financial Crisis - Causes and Cures
- 10:00-10:30** **Coffee Break**
- 10:30-11:45** **Breakout Session A**
A1 Five Hot Topics in Environmental Liability - *Dunwoody Suite A*
A2 Producing More Valuable Risk Management Results - *Dunwoody Suite B*
A3 RM Strategies for Dealing with Social Media Risks - *Dunwoody Suite C*
- 12:00-1:30** **Lunch Session** - *Ravinia Ballroom D2*
-2010 Walter H. Buce Memorial Award
-Central Banking and the Panic of 2008
- 1:45-3:00** **Breakout Session B**
B1 Evaluating the Strength of an Insurance Company - *Dunwoody Suite B*
B2 Where are we going with MMSEA? - *Dunwoody Suite A*
B3 How to Win a Risk Management Pitch - *Dunwoody Suite C*
- 3:00-3:30** **Coffee Break**
- 3:30-4:45** **Breakout Session C**
C1 D&O Claims: Not Your Average Slip & Fall - *Dunwoody Suite A*
C2 How Much Insurance is Enough? - *Dunwoody Suite B*
C3 Choosing a Career Path (Student Session) - *Dunwoody Suite C*
- 5:00-7:00** **Reception**

Friday, February 19, 2010

- 7:30-8:15** **Continental Breakfast**
- 8:30-10:00** **Breakout Session D**
D1 Carpe Pactum - Contractual Risk Transfer Defenses - *Oakwood*
- 10:00-10:30** **Coffee Break**
- 10:30-12:00** **Breakout Session D**
D2 Crime Pays - Recovering Employee Dishonesty Claims - *Oakwood*
- 8:30-12:00** **Breakout Session E**
E1 Ethics - *Dunwoody Suite A,B,C*
- 12:30 - 2:00** **RIMS 2010 Mentoring Program Lunch***
Maggiano's Restaurant at Perimeter
- * Friday Lunch is for Mentoring Program Participants only

