

# IN FOCUS: THE UNDERWRITING CYCLE SEMINAR

October 5-6, 2009 • The Westin Alexandria • Alexandria, VA

## SUNDAY, OCTOBER 4, 2009

5:00 p.m. - 7:00 p.m.	Registration .....	Foyer Edison Ballroom
5:00 p.m. - 7:00 p.m.	Welcome Reception.....	Foyer Edison Ballroom

## MONDAY, OCTOBER 5, 2009

7:00 a.m. - 5:00 p.m.	Registration .....	Foyer Edison Ballroom
7:00 a.m. - 8:00 a.m.	Continental Breakfast .....	Foyer Edison Ballroom
8:00 a.m. - 9:30 a.m.	General Session 1: Risk Perceptions and Their Impact on the Cycle.....	Edison Ballroom ABC
9:30 a.m. - 10:00 a.m.	Networking Break.....	Foyer Edison Ballroom
10:00 a.m. - 11:30 a.m.	Concurrent Session 1:	

Banneker	Bell	Edison Ballroom E	Whitney	Wright
RR-5: Underwriting and Actuarial Interaction: The Role of the Actuary in the Underwriting Process	LL-3: Underwriting Through Hard and Soft Markets - Lessons Learned	S-4: The CFO's Role in Managing the Company and Board Through the Cycle	RR-6: Cycle Drivers and Strategies	RR-2: Exploring the Impact of Auditors and Rating Agencies on Underwriting Cycles

11:30 a.m. - 12:30 p.m.	Luncheon.....	Edison Ballroom ABC
12:30 p.m. - 2:00 p.m.	Concurrent Session 2:	

Banneker	Bell	Edison Ballroom E	Whitney	Wright
RAM-2: Rate Adequacy: A CPCU Perspective	LL-1: Managing Insurance/Reinsurance Portfolios Through the Cycle	RR-3: Reinsurance and the Primary Underwriting Cycle from the Broker, Reinsurance Buyer, and Reinsurer Perspectives	RR-4: Reinsurance and the Underwriting Cycle: A Historical Perspective As Well As the Challenges of Cycle Management from a Reinsurer's Point of View	S-5: The Impact of Economic Conditions on Claim Behavior

2:00 p.m. - 2:15 p.m.	Refreshment Break.....	Foyer Edison Ballroom
2:15 p.m. - 3:45 p.m.	Concurrent Session 3:	

Banneker	Bell	Edison Ballroom E	Whitney	Wright
S-6: Using Your Professionalism GPS to Navigate the Underwriting Cycle	RAM-1: Pricing Monitoring for Property/Casualty Insurers	S-3: Point of View: Perspectives on the U.S. Insurance Market	RAM-3: Rate Adequacy Monitoring: Gaining Pole Position in an Unruly Market	B-1: Loss Reserve Adequacy Through the Cycle: A Primary Company Perspective

3:45 p.m. - 4:00 p.m.	Refreshment Break	
4:00 p.m. - 5:30 p.m.	Concurrent Session 4:	

Banneker	Bell	Edison Ballroom E	Whitney	Wright
S-1: ABCD Makes The Case	B-3: Underwriting Cycles: Are They Avoidable? Loss Development Factors Change Through the Cycle	RR-1: Broker: Friend or Foe of the Underwriting Cycle	RAM-4: Validating Rate Change Indices with Regression	LL-2: Predictive Modeling & the Underwriting Cycle

6:00 p.m. - 7:00 p.m.	Reception.....	Edison Ballroom ABC
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## TUESDAY, OCTOBER 6, 2009

7:30 a.m. - 12:00 p.m.	Registration .....	Foyer Edison Ballroom
7:30 a.m. - 8:30 a.m.	Continental Breakfast .....	Foyer Edison Ballroom
8:30 a.m. - 10:00 a.m.:	General Session 2: Balance Sheet Integrity: Point - Counterpoint.....	Edison Ballroom ABC
10:00 a.m. - 10:30 a.m.	Refreshment Break.....	Foyer Edison Ballroom
10:30 a.m. - 12:00 p.m.	Concurrent Session 5:	

Banneker	Bell	Whitney	Wright
S-1: ABCD Makes The Case	S-2: Asbestos and Environmental Reserve Levels	LL-2: Predictive Modeling & the Underwriting Cycle	B-2: The Reasonability of Loss Reserves: A Reinsurers Perspective with Audit Actuary Perspective