



American Conference Institute

6th Annual

Receive a complimentary copy of the Betterley Report: Private Company Management Liability Market Survey Report

D&O LIABILITY

Coverage, Claims, Market Trends and New Product Opportunities

M&A: NEW PRODUCT OPPORTUNITIES

Aon Financial Services
Axcelera Specialty Risk
Gulf Insurance Group
Insurance Law Group
SRS Underwriting Agency
Zurich US Specialties

INTERNATIONAL TRENDS IN D&O COVERAGE

Western Europe
Latin America
Israel
Far East

Official Publication:



35 National and International Industry Executives, Corporate Counsel, Brokers, Leading Insurance Attorneys, and Representatives from the SEC and the US Trustee's Office Provide the Most Critical Review and Forward-Looking Guide to Emerging D&O Issues, including:

- D&O underwriting changes in response to the recent flood of claims
- New products available to protect Directors and Officers
- How to minimize risks when underwriting for new technology companies
- How will the surge in bankruptcies affect future D&O coverage options?
- Effective tools to negotiate D&O continuation of coverage options in the present market
- EPLI coverage options for Directors and Officers in this tightening market
- SEC enforcement, Regulation FD, liability, settlement and damages

OPTIONAL POST-CONFERENCE WORKSHOP Thursday, May 17, 2001

How to Effectively Analyze Financial Statements to Evaluate Risks and Minimize Exposures

J. Randolph Mallek
Kogod School of Business
American University

Michael R. Young
Partner
Willkie Farr & Gallagher

Tuesday, May 15 and Wednesday, May 16, 2001
Helmsley Park Lane Hotel, 36 Central Park South, New York

To register, please call 1-888-ACI-2480 or fax your registration form to 1-877-927-1563 or register online at www.americanconference.com

CO-CHAIRS

R. Matthew Fairfield
Chief Executive Officer
MAG Global Financial Products (Barcelona)

Karen Lee ("Kitt") Turner
Partner, Eckert Seamans
Cherin & Mellott, LLC

SPEAKERS

Joseph Aber
Underwriting
Manager, Genesis
Professional Liability
Underwriters

Steven H. Anderson
Managing Director
Vice Chairman
Marsh FINPRO U.S.

Eddie Barnes
Managing Director
Special Risk Services
Underwriting Agency
Limited (SRS)

David Bershad
Partner, Milberg
Weiss Bershad Hynes
& Lerach

Richard S. Betterley
President
Betterley Risk
Consultants, Inc.

Damien Brew
Vice President,
Marsh, Inc.

Wayne Carlin
Regional Director,
SEC

Christopher J. Cavallaro
Managing Director
ARC Excess and
Surplus, LLC

Christopher Duca
Executive
Vice President
Axcelera Specialty
Risk, Inc.

Frederick Dunbar
Senior Vice President
National Economic
Research Associates
("NERA")

William Fahey
Assistant
Vice President
Gulf Insurance Group

Martin Firman
Vice President,
Directors and
Officers, ACE Europe
(London)

Greg Flood
CEO, Axcelera
Specialty Risk, Inc.

Steven J. Gladstone
Senior Vice President,
Claims, Executive
Liability Underwriters

Richard C.M. Green
Senior Underwriter,
MAG Global Financial
Products (London)

Joseph Guzinski
Acting General
Counsel and
Assistant Director for
Research and
Planning, Executive
Office for the United
States Trustees

Dorothy Heyl
Senior Trial Counsel,
SEC

Jane Hodgson
Vice President,
Chubb Executive Risk

Alan Lenoble
Vice President
Liberty International
Underwriters

J. Randolph Mallek,
C.P.A., Ph.D.
Kogod School
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Theresa M. Marchlewski
Partner, Haight,
Brown & Bonesteel

Mary McDougall
Director, Transaction
Liability Group
Aon Financial
Services Group, Inc.

Brian Pastuszenski
Partner
Testa, Hurwitz &
Thibeault, LLP

Lindene Patton
Vice President
Zurich US Specialties

Carolyn H. Rosenberg
Partner, Sachnoff &
Weaver, Ltd.

Michael A. Rossi
President, Insurance
Law Group, Inc.

Paul Schiavone
Vice President
and Chief
Underwriting Officer
National Union
Fire Insurance

Dr. Howard Schilit
Founder, Center for
Financial Research
and Analysis

Daniel J. Standish
Partner
Wiley, Rein & Fielding

Michael R. Young
Partner, Willkie
Farr & Gallagher

Dear Colleague:

The past five years have finally provided the industry with some critical benchmarks to evaluate D&O coverage, claims, trends and new exposures. Meanwhile, the industry — just in the past year — has seen a significant rise in the number of D&O claims due to the increased bankruptcies and technology company failures. D&O carriers have responded by revising coverage terms and developing new insurance products. More than ever, staying alive in this tightening market requires an up-to-the minute understanding of the latest developments and trends in the law, claims activity, underwriting policy, losses and exposures.

The **Sixth Annual American Conference Institute D&O Liability Conference** brings together an outstanding faculty of the top insurance executives, brokers, in house counsel and leading D&O attorneys, as well as senior representatives of the SEC and the US Trustee's office. They will provide you with insightful and current information on:

- Important D&O policy changes resulting from recent claims experiences
- New products the leading carriers are offering this year
- Red flags when underwriting technology companies
- New exposures and coverage trends in international markets: Western Europe, Latin America, Israel, and the Far East
- Emerging insurance products for Mergers and Acquisitions
- New D&O insurance issues in Bankruptcy
- D&O liability in securities litigation
- A critical guide to negotiating D&O continuation of coverage options in this tightening market
- Special update on EPLI coverage

You will hear from leading industry companies, including **Genesis Professional Liability Underwriters, Marsh FINPRO U.S., Special Risk Services Underwriting Agency Limited, ARC Excess and Surplus, LLC, Axcelera Specialty Risk, Inc., Gulf Insurance Group, MAG Global Financial Products, ACE International, Executive Liability Underwriters, Chubb Executive Risk, Liberty International Underwriters, Aon Financial Services Group, Inc., Zurich US Specialties, Insurance Law Group, National Union Fire Insurance**, as well as the **SEC, U.S. Trustee's Office, National Economic Research Associates** and **Betterley Risk Consultants, Inc.**

Back by popular demand, **Dr. Howard Schilit** of the **Center for Financial Research and Analysis**, will provide critical tips and techniques for detecting accounting tricks and manipulations in financial statements — an even more significant tool needed in this tightening market.

Whether you are an industry executive, underwriter, broker, corporate counsel, Director or Officer, or a plaintiff or defense attorney in the industry, this is *the most significant event of the year* and you cannot afford to miss it. This two-day event is filled with the most comprehensive information you will need to stay ahead in this tightening market. Don't miss this opportunity to ask the questions that you want answered from the leaders in the industry. Be where your colleagues and competitors will be. We look forward to seeing you at this exceptional conference in New York City in May.

Sincerely,



R. Matthew Fairfield
Chief Executive Officer
MAG Global Financial Products
(Barcelona)
Conference Co-Chair



Karen Lee ("Kitt") Turner
Partner, Eckert Seamans
Cherin & Mellott LLC
(Philadelphia)
Conference Co-Chair

Tuesday, May 15, 2001

7:30 Registration and Continental Breakfast

9:00 Opening Remarks from the Co-Chair

9:15 **D&O Coverage Developments and Market Trends: Impact on Future Coverage and Claims Handling**

The D&O insurance industry — after several years in a soft market — is tightening. The frequency and value of claims have dramatically increased. At the same time, the industry has broadened coverage to include "fringe" coverages. What can we learn from the past five years? This special industry panel will provide a critical analysis of the coverage developments, as well as, responses to increased claims, including claims handling changes.

Joseph Aber
Underwriting Manager
Genesis Professional Liability Underwriters
(Beachwood, OH)

Daniel J. Standish
Partner, Wiley, Rein & Fielding
(Washington, DC)

Steven Gladstone
Senior Vice President, Claims, Executive
Liability Underwriters (Hartford, CT)

- How and to what extent have coverage and the language of policies broadened?
- Is providing "fringe" coverages diluting the aggregate and providing a corporate all risk policy?
 - what are the benefits/risks of an "all-inclusive" policy?
 - should companies purchase "fringe" coverages outside the D&O policy?
- How does the availability of entity coverage harm Directors and Officers?
- Does a "priority of payments" provision resolve aggregate limit issues?
- What happened to the absolute pollution exclusion in D&O policies?
- What areas of coverage are bringing in the highest claims?
- What is the likely response of the insurance industry to the increase in frequency and value of claims?
 - compare privately vs. publicly held companies
 - is co-insurance an option? if so, what are the benefits?
- Are coverage restrictions reappearing?
 - secondary offering exclusion
 - bankruptcy exclusion
- What is the response of the reinsurance industry to the increase in D&O claims?
- What are the market conditions to watch?

Claims Handling in a Changing Market

- How have the responsibilities of a D&O Claims Department changed?
- Perfecting the review of a notice of a claim or potential claim under a D&O policy
- Is a reservation of rights letter still necessary?
- How does this hardening market affect the choice of defense counsel in a D&O claim?

10:30 Morning Coffee Break ☕

10:45 **Underwriting New Technology Companies: Maximizing Profits and Minimizing Risks**

Christopher Duca
Executive Vice President
Axcelera Specialty Risk, Inc. (New York)

- How should underwriters assess the risk of the new technology market?
- How will underwriters manage the risk of ongoing Internet-centric firm failures?
- Will premium rate increases alone be sufficient to ensure a healthy D&O market?
- What should risk managers and brokers expect from their D&O carriers on their "commitment" to the market?
- Is the current environment a capacity shortfall or an inadequate rate of return?

11:15 **Uncovering Financial Shenanigans**

Dr. Howard Schilit, Founder
Center for Financial Research and Analysis
(Rockville, MD)

With the present state of the technology industry and the great increase in the number of bankruptcies filed, it is more critical than ever for insurers to be able to detect accounting tricks and manipulations in financial statements. Back by popular demand, Dr. Howard Schilit, the founder of the Center for Financial Research & Analysis (CFRA), will provide critical tips and techniques to help you to detect such "financial shenanigans." The tools Dr. Schilit will share are crucial to effectively evaluating the financial stability of a company. Dr. Schilit has over 20 years experience in training accountants, reporters and auditors to investigate financial documents, and is the author of Financial Shenanigans: How to Detect Accounting Gimmicks and Fraud in Financial Statements". He has been called the "Sherlock Holmes of Accounting" by Business Week.

Keynote Speaker

12:00 **Evaluating and Negotiating Continuation of Coverage Options**

Christopher J. Cavallaro
Managing Director
ARC Excess and Surplus, LLC (Mineola, NY)

Carolyn H. Rosenberg
Partner, Sachnoff & Weaver, Ltd. (Chicago)

- What is run off or tail coverage?
- When is a D&O run off policy necessary?
- What triggers a claim under a D&O runoff policy?
- What are the benefits/drawbacks of retroactive/prior act coverage?
 - is a second warranty statement necessary?
- What are the implications of claims made policies?
- What triggers a claim under a retroactive/prior act policy?
- What are the problems associated with changing insurance carriers and policy terms?
 - when should an insured/insurer file a declaratory judgment action?
 - how do Courts view this coverage dilemma?
- Renewal of coverage: how do unrelated claims affect policy limits?
- How does the insured and insurer negotiate the continuation of coverage?

- What coverage enhancements should an insured seek in negotiating or renewing coverage?
- What options are available for narrowing exclusions and broadening coverage?
- What are the "hot buttons" in negotiating coverage?

1:00 **Networking Luncheon**

2:15 **Bankruptcy and D&O Claims: Legal and Practical Implications**

Karen Lee ("Kitt") Turner
Partner, Eckert Seamans Cherin & Mellott, LLC
(Philadelphia)

Theresa M. Marchlewski
Partner, Haight, Brown & Bonesteel (Santa Monica)

Joseph Guzinski
Acting General Counsel and
Assistant Director for Research and Planning
Executive Office for the United States Trustees
(Washington, D.C.)

- How will D&O claims be impacted by the increasing number of bankruptcies?
- How will D&O policies respond to increased claims?
- Is a bankruptcy exclusion a viable option for the carrier?
 - what would be the effect of the exclusion?
 - who is writing the exclusion?
 - will Courts honor the exclusion?
- What can we learn from the results of aggressive underwriting practices?
- What are the shifting (and conflicting) fiduciary duties of Directors and Officers in an insolvent company?
- What are the fiduciary duties of Directors and Officers of a company in bankruptcy?
 - who is the Debtor in Possession?
- Analysis of *Mansville* and shareholder attempts to remove Directors
- Who owns the D&O policy, the company or the insured?
- Is the D&O policy an executory contract assumable in bankruptcy?
- Is the D&O coverage available to pay attorney fees/defense costs of the Directors and Officers or is it simply available to the entity?
- The implications of third party stays of D&O litigation in bankruptcy
 - temporary stays and permanent injunctions
- What defenses does the D&O carrier have to shareholder claims resulting from bankruptcy?
- Update of bankruptcy / D&O case law
 - claims, proofs and viable defenses
 - is the state of the technology market a tenable defense to security fraud?
- What are the options of shareholders and carriers when a company closes its doors and files bankruptcy with money in hand?
- The role of the bankruptcy trustee
- Is indemnification of professionals from the bankruptcy estate a viable means of protection?
- To whom do these professionals have a fiduciary duty?
- What is the bankruptcy trustee's role in connection with indemnification of a professional?
- Is Third Party Insurance for bankruptcy professionals and specialists an option?
- What are the benefits of such an insurance product?

3:30 **Afternoon Refreshment Break**

3:45

Mergers & Acquisitions: New Product Opportunities

The explosion of M&A activity recently has opened up new product opportunities. This panel of senior industry executives will discuss six emerging products, what they cover, exclusions, their risk profiles, what is needed to underwrite such coverages, and much more!

Moderator:

Michael A. Rossi
President, Insurance Law Group, Inc.
(Glendale, CA)

Panelists:

William Fahey
Assistant Vice President
Gulf Insurance Group (New York)

Gregory Flood
CEO, Axcelera Specialty Risk, Inc. (New York)

Eddie Barnes
Managing Director, Special Risk Services
Underwriting Agency Limited (SRS) (London)

Mary McDougall
Director, Transaction Liability Group
Aon Financial Services Group, Inc.
(Philadelphia)

Lindene Patton
Vice President, Zurich US Specialties (New York)

- Is coverage outside of D&O necessary for M&As?
- What coverages are available?
- How long does it take to underwrite these policies?
- What typically is the cost of this insurance?
- Who pays the cost to underwrite these policies?
- Solutions available if the policy has to be placed in a country that requires that the policy be placed locally
- Anticipated coverage disputes
- How will this market develop with respect to marketing, pricing and selling these products?

Representations and warranties coverage

- How are buyers and sellers using representations and warranties insurance in M&As?
- What is the basis for underwriting such coverage?
- Coverage: terms, triggers and claims
- Insuring liability throughout Europe
 - single/multi transaction; global capacity; risk financing

Tax Opinion Insurance

- What does this product cover?
- Term, risk profile, benefits and limitations
- What information is necessary to underwrite this product?
- Is this coverage available to both the buyer and seller?

Loss Mitigation Programs

- What does this product cover?
- Is it difficult to place?
- What is the risk profile?
- Is this coverage difficult to reinsure?

Contingent Liability

- What does this product cover?
- Is this coverage difficult to place?
- What is the risk profile?

Aborted Bid Coverage

- What does this product cover?
- Where is it written?
- How is it underwritten?
- Will it take off in other markets?

Pollution Coverage

- What does this product cover?
 - first and third party issues
 - treatment of "known" and "unknown" pollution risks
- Unique issues for multinationals and ongoing operations
- Claims handling and loss payment procedures

5:30 Conference Adjourns To Day Two

Wednesday, May 16, 2001

8:00 Continental Breakfast

8:45 Chairperson's Opening Remarks

9:00 Current and Emerging International Trends in D&O Coverage

R. Matthew Fairfield
Chief Executive Officer
MAG Global Financial Products (Barcelona)

Martin Firman
Vice President, Directors and Officers
ACE International (London)

9:00 - 10:00 Western Europe

United Kingdom

- What coverages are currently available under a D&O policy and where are they scaling back?
 - punitive damages
 - entity coverage
 - pollution coverage for D&O
 - EPLI
- Will the US and other countries follow suit?
- Is this tightening/correcting of the market a global trend?
- Specific language of D&O liability provisions: US vs. UK
- What exclusions are acceptable in today's market?
- How are such exclusions interpreted by carriers and courts?
- How are claims handled?
- Bases for denying D&O coverage

Italy, Spain, France, Germany, Switzerland and Scandinavia

- Coverages available under a D&O policy
- Available markets and the carriers writing D&O business throughout Western and Central Europe
- What exclusions are acceptable in today's market?
- How are they interpreted by carriers and courts?
- How are claims handled?
- Bases for denying D&O coverage
- Case studies: Lernout & Hauspie
- How will the implementation of the Euro currency next year affect D&O liability?
- Implications of e-business on the European market
- New and developing products in Western Europe

Europe

Latin America
Israel
Far East

BREAK-OUT SESSIONS
10:00 - 11:00 Choose Session A, B or C

A Latin America

Paul Schiavone
Vice President and Chief Underwriting Officer,
National Union Fire Insurance (New York)

- What D&O insurance products and coverages are available in Latin America?
- How can insureds/insurers protect themselves from lack of uniformity in application of coverage?
- When must an insurer bring a declaratory judgment action?
- Statutory requirements for D&O insurance claims
- Will the Latin American "soft" market tighten coverage in the near future?

B Israel

Richard C.M. Green
Senior Underwriter
MAG Global Financial Products (London)

- Should EPLI coverage be provided in standard D&O policies?
- What effect will the burgeoning technological market have upon D&O coverages?
- Exposures to liability of doing business with the US
- To which jurisdiction should Israel (attorneys, underwriters, insureds, and claims) look for precedent?

C Far East

Alan Lenoble
Vice President, Liberty International Underwriters
(New York)

- What D&O insurance products are available in the Far East?
- What coverages are available in the standard D&O insurance policy?
- Statutory requirements for D&O insurance claims
- Doing business with the US: what are the increased liability exposures?
- What are the unique reinsurance issues in the Far East?
 - implications of the "government owned monopoly" and where is it applicable

11:00 Networking Coffee Break

11:15 Trends in Private Company EPL Coverage within the D&O Policy

Richard S. Betterley
President
Betterley Risk Consultants, Inc. (Sterling, MA)

Jane Hodgson
Vice President
Chubb Executive Risk (Simsbury, CT)

- What are carriers offering this year?
- What are the target and prohibited markets?
- What are the typical limits being purchased?
- Why is EPL coverage causing the greatest liability exposure for D&O carriers?
- What effect does this have upon retention limits?
- Premium trend in the last 6 months
- How are agencies presenting EPL coverage in a D&O policy now and in the future?

- should EPL coverage even be included in the basic D&O policy?
- What product endorsements are available?
 - third party coverage
 - leased employees/independent contractor
 - bodily injury
- Is it becoming difficult to get third party EPL coverage?
 - implications of revoking this endorsement
- Will this product replace monoline EPL and other coverages?
- How does the technology market create additional employment practices liabilities?
 - disclosure issues
 - intellectual property issues

12:15 Networking Luncheon

1:30 New Products

AIG 2000 (Local Admittance Policy)

Paul Schiavone
Vice President and Chief Underwriting Officer
National Union Fire Insurance (New York)

- What/whom does this product cover?
- Specific provisions that make this coverage unique
 - global DIC
 - locally admitted policies: e.g. Japan and Germany
- What is the additional cost of a local admittance policy?
- How does foreign law which differs from the master policy language affect its application?
- How will indemnity under this policy be addressed in Europe and the Far East?

Audit Committee Liability Solutions (Marsh Severability Product)

Steven H. Anderson
Managing Director Vice Chairman
Marsh FINPRO U.S. (New York)

- How do the new Audit Committee rules impact upon D&O exposure?
- Consequences of Financial Restatements under a D&O policy
- Does severability really help in a rescission case?
- What product options are available in connection with severability?
 - stand alone coverage vs. severability provisions
- How will the new Staff Accounting Bulletins 99 and 101 affect D&O claims?
- What are the new policies for non-indemnifiable claims intended to cover?
- Structuring a D&O program that best addresses changing SEC regulations

2:30 Refreshment Break

2:45 SEC Spotlight: What's New in Enforcement, Exposures, Liability and Damages

Moderator:

Brian Pastuszewski
Partner, Testa, Hurwitz & Thibault, LLP (Boston)

Panelists:

David Bershad
Partner, Milberg Weiss Bershad Hynes & Lerach (New York)

Damien Brew
Vice President, Marsh, Inc.(New York)

Wayne Carlin
Regional Director, SEC (New York)

Dorothy Heyl
Senior Trial Counsel, SEC (New York)

Frederick Dunbar
Senior Vice President,
National Economic Research Associates (NERA)
(New York)

SEC Enforcement Initiatives

- Rooting out Internet Fraud
- What is Rule 10b5-1?
 - how will Rule 10b5-1 impact insider trading investigations and enforcement actions?
 - what are the implications of accounting irregularities?
- What are the current trends associated with enforcement of Insider Trading?

Regulation FD - Seven Months Later

- Developing market practices and hot issues arising out of Reg. FD
- Under what circumstances can a Director and Officer be personally liable under Reg. FD?
- What circumstances will trigger an SEC investigation or enforcement activity?
- How will the plaintiff's bar seek to use Reg. FD?
- Will there be insurance coverage for Reg. FD investigations and enforcement actions?

Accounting Irregularities and Audit Committee Exposures

- Are accounting errors and irregularities increasing?
 - common denominators and typical warning signs
 - how improper accounting practices start and why they continue once started
- How does the SEC decide when to open an accounting investigation?
- Outside Directors on audit committees: analysis of potential liability from the SEC and the plaintiff's bar
- The new audit committee rules: are there new exposures?
 - how will the plaintiff's bar seek to use the new audit committee disclosure and composition rules?
- Insurance coverage for accounting meltdowns
 - will the tightening market lead to more policy rescissions in the wake of restatements?

The Future of Private Class Action Litigation

- Securities Reform Act 5 years later: What has changed?
 - types and numbers of suits being brought and dismissed
- Timing of filing the initial complaint
 - the homework being done now before filing
- East Coast or West Coast: the new litigation "hot spots"
- How is the defense bar attacking class certification, damage calculation and loss causation?
- What is happening to average defense costs?
- What changes are expected in D&O coverage?

An Update on Settlement and Damages

- Recent "mega-settlements": Aberration or trend?
- What drives a settlement?

- How do you calculate potential damages?
 - factoring out non-fraud-related price movements
 - proportional trading vs. two (or three) trader models
 - share volume assumptions and reduction
- Why some damages models are inadmissible at trial?
- What evidence is required for securities damages post *Daubert*?

4:45 Conference Adjourns

Thursday, May 17, 2001

9:30 am — 12:30 pm

How to Effectively Analyze Financial Statements to Evaluate Risks and Minimize Exposures

J. Randolph Mallek C.P.A., Ph.D.
Kogod School of Business, American University (Washington, DC)

Michael Young
Partner, Willkie Farr & Gallagher (New York)

Liability exposure in connection with financial statements and playing "hide and seek" with earnings management is higher than ever. As an underwriter, claims analyst or insurance executive, having little or no ability to spot financial shenanigans will open the door to increased exposures. You must understand the techniques by which companies camouflage their financial status by, for example, recording revenue too soon, recording bogus revenue, or shifting current expenses to later periods — all in an effort to cover-up true earnings. What are the warning signs one should look for in financial statements that may provide a clue as to operational problems and, therefore, help underwriters and claims analysts to identify risks?

The workshop leaders are Dr. J. Randolph Mallek, a CPA and PhD in Accounting, and Michael Young, a leading industry attorney who represents insurers, officers, directors, and investment banks in litigation involving financial statements. They will give you the tools you need to effectively evaluate companies' financial statements, understand where misstatements were made, and identify the red flags of financial shenanigans. You can then properly evaluate the risks and underwrite effectively with the hope of the least exposure. You will further have the opportunity to put to use what you've learned with specific case studies, with a special emphasis on start-up technology companies. More particularly, you will get:

- * An overview of general accounting practices of companies
 - what is typical information on a balance sheet?
 - what are normal accounting practices?
 - what could be a red flag that companies are hiding, inflating or in some way misrepresenting business and/or financial information?
- * How can underwriters better dissect financial statements supplied by prospective clients?
 - specific case studies where you will have to analyze the financials presented to determine whether the company has manipulated the figures
 - start up tech companies with a good concept and little business experience
- * An analysis of the origin of financial fraud
- * What are the immediate crises that financial fraud/misstatements can cause for a company?
- * How should a company address this issue and restore credibility?

WHO SHOULD ATTEND

- | | |
|--------------------------------|------------------------------------|
| • Insurance Company Executives | • Plaintiff and Defense Attorneys |
| • Insurance Corporate Counsel | • Reinsurance Executives |
| • Claims Attorneys | • Corporate Directors and Officers |
| • Claims Managers | • Brokers |
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This course has been approved in accordance with the requirements of the **New York State Continuing Legal Education Board** for a maximum of 15 credit hours plus an additional 3.5 credits for the workshop.

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A limited number of rooms has been set aside until April 14, 2001 for conference registrants at the Helmsley Park Lane at a discounted rate of \$235 for a deluxe city view and \$295 for a deluxe park view room. For reservations, please call (800) 221-4982 or (212)-371-4000.

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Conference & Workshop: \$2099.00
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