



## State Insurance Trade Association National Conference

September 19-22, 2017

Four Seasons Resort and Residences

Vail, Colorado

### **Tuesday, September 19, 2017**

10 a.m. (Tee times start) Golf – Sonnenalp Club / Price \$175 – all sponsors, members, speakers and general participants are welcome to participate (NOT included in registration/club rental fees extra)  
<http://www.sonnenalpclub.com/>

5-7 p.m. Registration & Welcome Reception – Bar East Wing

### **Wednesday, September 20, 2017**

**7:45-8:20 a.m.** Networking Breakfast - Piney Pre-Function Area

***ALL THE FOLLOWING SESSIONS WILL BE HELD IN PINEY Ballroom – Unless otherwise noted***

**8:20-8:30 a.m.** Welcoming Remarks: Carole Walker, Executive Director Rocky Mountain Insurance Information Association/SITA Host Trade

**8:30-9:30 a.m. “Speaking of Resilience”** Keynote Motivational/Leadership Speaker: Jim Davidson, national speaker, bestselling author & professional mountain climber (view video <http://us9.campaign-archive2.com/?u=ecd4c33ea87f1ed9ea0a3245f&id=30ea4758c3&e=5ca495eed9>). Davidson shares his adventurous experiences ranging from surviving tragic climbing accidents on Mount Rainer & the deadly Everest earthquake for practical use in facing professional challenges, developing personal resiliency and achieving business success against seemingly impossible odds.

**9:30-9:50 a.m. “What’s the Big Deal about Big Data?”** Dr. Lawrence S. Powell, Director, Alabama Center for Insurance Information and Research presents his research on Big Data and insurance regulation that includes the top 5 reasons Big Data applications have the potential to improve insurance markets. <http://aciir.culverhouse.ua.edu/about-us/>

**9:50-10:30 a.m. “Rates & Big Data Dialogue”** Panel provides perspective on the Big Data national debate. Moderator: Mike Barry, Vice President Media Relations, Insurance Information Institute; Paul Tetrault, State Government Affairs Counsel, National Association of Mutual Insurance Companies; Jeff Junkas, Asst. Vice President State Government Affairs, Property Casualty Insurers Association of America; Dr. Lawrence Powell

**10:30-10:45 a.m.** Networking Break – Piney Pre-Function Area

**10:45 a.m.—Noon “Self-Driving Cars, New Technology Insurance Opportunities & Impacts”**

Presentation by Ed Niedermeyer, freelance analyst, and founder/editor of Daily Kanban.com. Contributor to BloombergView and The Daily Beast.

<https://www.bloomberg.com/view/contributors/ARwBOWvU7QI/edward-niedermeyer> Followed by expert panel led by Kevin Martin, Executive Director Illinois Insurance Association; Chris Longeway, Deputy Chief Public Policy Research, Farmers Insurance; Mark Smith, Asst. Vice President National Affairs ISO.

**Noon-1 p.m.** Luncheon Program: **“New News You Can Use”** Insurance Institute for Highway Safety latest research/resources, state trade partnership opportunities. Russ Radar, IIHS

**“High Costs of High Tech”** Auto body and rental car industry experts share insights into the impact of new car technology on repairs and insurance costs. Moderator: Christine O’Brien, President, Insurance Council of New Jersey; Susanna Gotsch, CCC Information Services, Inc.; Tim Adelman, Executive Vice President, ABRA Auto Body & Glass; Scot Zajic, Vice President Legislative Affairs, Safelite; Jenny Anderson, Collision Director, Enterprise Holdings, Inc.

**1:15-1:30 p.m. “New News You Can Use”** Insurance Institute for Business & Home Safety latest research/resources, state trade partnership opportunities. Tiffany Smith, IBHS

**1:30-2:15 p.m. “Igniting Partnerships”** Deep dive discussion with group & invited partners on best practices to develop coalitions around key issues. Mark Hanna, Manager, Public Relations & Membership Insurance Council of Texas; Kelly Campbell, PCI Vice President, State Government Relations/Carole Walker

**2:15 p.m.** Lobbying Breakout Session led by Bob Johnson, President Insurance Federation of Minnesota/Communications Breakout Session (TBD)

Afternoon Break - TBD

**Group Dinner: Larkspur award-winning restaurant at the base of Golden Peak in Vail Village**  
<http://larkspurvail.com/> All sponsors, members, speakers and general participants are welcome to attend.

**Thursday, September 21, 2017**

**7:45-8:30 a.m.** Networking Breakfast – Piney Pre-Function Area

**ALL THE FOLLOWING SESSIONS WILL BE HELD IN PINEY Ballroom – Unless otherwise noted**

**8:30-8:45 a.m. “New News You Can Use”** Mike Barry, Vice President Media Relations, Insurance Information Institute latest research/resources, state trade partnership opportunities

**8:45-9:30 a.m. “Insurance Trends & the Industry’s Future Workforce”** Dr. Robert Hartwig, III Consultant & Professor, Center for Risk & Uncertainty Management, Darla Moore School of Business, University of South Carolina

**9:30-10:45 a.m. “What’s Keeping Insurance CEOs Up at Night?”** Insurance company executives panel provide insights into top marketplace priorities, current challenges and what decisions go into evaluating the value of state insurance trade associations. Robert Suglia, Sr. Vice President & General Counsel, Amica; Dwight Ku, Assistant General Counsel & Dir., Government Affairs, CSAA Insurance Group; Jeff Sauls, Vice President, State Legislative Affairs, Farmers Insurance; Cathy Schwamberger, Associate General Counsel, State Farm Insurance. *Followed by deep dive group discussion*

**10:45-11 a.m.** Break – Piney Pre-Function Area

**11:00-11:10 a.m. “New News You Can Use”** Alan Haskins, Government Affairs Director, National Insurance Crime Bureau latest research/resources, state trade partnership opportunities

**11:10-Noon “A Storm A-Brewing!”** Challenges, controversies and third party involvement in catastrophe claims. Russ Dubisky, Executive Director, South Carolina Insurance Association; Carole Walker, Executive Director Rocky Mountain Insurance Information Association; Alan Haskins, National Insurance Crime Bureau; Cassandra Anderson, Associate Vice President, New York Insurance Association

**12:15-12:25 p.m. “New News You Can Use”** Mark Smith, Asst. Vice President National Affairs Government Relations Department Insurance Services Office (ISO) latest research/resources, state trade partnership opportunities

**12:30-1:15 p.m. “Going to Pot: Traffic Safety, Regulatory & Insurance Concerns about Legal Marijuana”** Panel discussion on the traffic safety impacts, insurance considerations and regulatory challenges associated with the legal pot. Kelly Campbell, PCI Vice President, State Government Relations; Colorado State Patrol Major Steve Garcia; Matt Moore, Insurance Institute for Highway Safety

**1:30-2:30 p.m. “Hacking into Cyber Security Insurance & Requirements”** A panel discussion on insurance impacts of proposed consumer protection laws. Led by Ellen Melchionni, President, New York Insurance Association; Peter Albert, Deputy General Counsel – Privacy, Progressive Insurance; Ed Rios, Chief Executive Officer, National Cybersecurity Center

**2:30-3:15 p.m.** SITA CEO Only Executive Session

Afternoon Break TBD

**Dinner on your own**

**Friday, September 22, 2017**

**7:45-8:30 a.m.** Breakfast – Piney Pre-Function Area

**PINEY Ballroom**

**8:30-9:30 a.m. “Measuring the Impact of Changing Weather Patterns”** Presentation by Caterina Lindman, Fellow Society of Actuaries and the Chair of the Actuaries Climate Index Working Group, on the Actuaries Climate Index (ACI), sponsored by the American Academy of Actuaries, the Canadian Institute of Actuaries, & the Society of Actuaries. The ACI is intended to provide an objective indicator of the frequency of extreme weather and extent of sea level change.

**9:30-10:30 a.m. “Addressing U.S. Extreme Weather & Wildfire Threat”** National Fire Protection Association & FEMA Updates on Challenges, Education Programs and Partnerships with the Insurance Industry. Thomas Welle, Denver Field Office Manager, National Fire Protection Association; Justin Dombrowski, External Affairs Officer, FEMA Region VIII

**10:45-11:00 a.m.** SITA 2018 Discussion & Wrap-Up

**11:00 a.m.** Adjourn