

2014 MGA and Program Solutions Roundtable



Program Details

Agenda Day 1

Day 1: Tuesday, May 6, 2014

- 11:30 AM **Welcome Remarks & Lunch**
Patrick J. Rastiello, Executive Managing Director, *Aon Benfield*
- 12:15 PM **Agency Valuations**
Paul Schultz, CEO of Aon Benfield Securities, *Aon Benfield*
- 1:00 PM **Coastal Homeowners**
Sanjay Godhwani, Executive Vice President, Property and Programs, *Berkshire Hathaway Specialty Insurance*
- 1:45 PM **Creative De Population**
Byron G. Ehrhart, CEO Americas, *Aon Benfield*
- 2:15 PM **Obama Care Part Two & Transforming the A&H Segment with Enabling Technologies**
Patrick Boughey, Senior Vice President, Health & Benefits, Local Practice Leader, *Aon Hewitt*
W. Brian Harrigan, President & CEO of Group Benefit Options, *Zon Re*
- 2:45 PM **What do Carriers Want?**
Heather Jordan, Senior Director – Brokerage Programs, *Scottsdale Insurance Company*
- 3:30 PM **Break**
- 3:45 PM **Cyber Risk Panel Discussions**
Leib Dodell, Lead Underwriter, *ANV Insurance Group*
Jeffrey Norton, Underwriter, *Beazley Group*
Steve Bridges, Managing Director, *Aon Risk Solutions, Aon Broking*
- 4:15 PM **BREAK-OUT SESSIONS**
- Accident & Health Breakout Session**
Patrick Boughey, Senior Vice President, Health & Benefits, Local Practice Leader, *Aon Hewitt*
W. Brian Harrigan, President & CEO of Group Benefit Options, *Zon Re*
- Cyber Risk Discussion**
Leib Dodell, Lead Underwriter, *ANV Insurance Group*
Jeffrey Norton, Underwriter, *Beazley Group*
Steve Bridges, Managing Director, *Aon Risk Solutions, Aon Broking*
- Program Carrier Discussion**
Heather Jordan, Senior Director – Brokerage Programs, *Scottsdale Insurance Company*
- Insurance Outsourcing Breakout Session**
Dan Epstein, Chief Executive Officer, *ReSource Pro*
- 6:00 PM **Cocktails and Dinner: Mid America Club, Aon Center**
- Introductory Remarks**
Kelly T. Smith, President of Aon Benfield US, *Aon Benfield*
- New Risk, New Horizons**
Michael S. McGavick, Chief Executive Officer, *XL Group*

2014 MGA and Program Solutions Roundtable



Program Details (Cont'd)

Agenda Day 2

Day 2: Wednesday, May 7, 2014

8:00 AM	Breakfast
8:30 AM	Social Media Revolution 2014 Larry Neilson, Owner, <i>Neilson Marketing</i>
9:15 AM	London Binding Authorities Peter Montanaro, Head of Delegated Authorities, <i>Lloyd's</i>
10:15 AM	Break
10:30 AM	Facultative John Kuenster, Director, <i>Aon Benfield Facultative – Casualty & Professional Lines</i>
11:15 AM	Flood Dan Freudenthal, President, Principal and Flood Practice Leader, <i>CRIO Group</i> Will Skinner, Managing Director, <i>Aon Benfield Analytics</i>
12:00 PM	Lunch
1:00 PM	BREAK-OUT SESSIONS
	Agency Valuations Paul Schultz, CEO of Aon Benfield Securities, <i>Aon Benfield</i>
	London Binding Authorities Peter Montanaro, Head of Delegated Authorities, <i>Lloyd's</i>
	Social Media Revolution 2014 Larry Neilson, Owner, <i>Neilson Marketing</i>
	Fronting David Cleff, Executive Vice President Business Affairs, <i>State National Companies</i> Luke Ledbetter, Vice President of Business Development, <i>State National Companies</i>
2:30 PM	Closing Remarks Patrick J. Rastiello, Executive Managing Director, <i>Aon Benfield</i>

2014 MGA and Program Solutions Roundtable



Speakers

Guest Speakers

ANV Insurance Group

Leib Dodell, Lead Underwriter

Beazley Group

Jeffrey Norton, Underwriter

Berkshire Hathaway Specialty Insurance

Sanjay Godhwani, Executive Vice President, Property and Programs

CRIO Group

Dan Freudenthal, President, Principal and Flood Practice Leader

Lloyd's

Peter Montanaro, Head of Delegated Authorities

Neilson Marketing

Larry Neilson, Owner

ReSource Pro

Dan Epstein, Chief Executive Officer

Scottsdale Insurance Company

Heather Jordan, Senior Director – Brokerage Programs

State National Companies

David Cleff, Executive Vice President of Business Affairs

Luke Ledbetter, Vice President of Business Development

XL Group

Michael S. McGavick, Chief Executive Officer

ZON Re

W. Brian Harrigan, President & CEO of Group Benefit Options

Aon Speakers

Aon Benfield

Bryon G. Ehrhart, CEO Americas

Patrick J. Rastiello, Executive Managing Director

Paul Schultz, CEO of Aon Benfield Securities

Kelly T. Smith, President of Aon Benfield US

Aon Benfield Analytics

Will Skinner, Managing Director

Aon Benfield Facultative

John Kuenster, Director

Aon Hewitt

Patrick Boughay, Senior Vice President, Health & Benefits,
Local Practice Leader

Aon Risk Solutions, Aon Broking

Steve Bridges, Managing Director