

NYIA 2011 Annual Conference

The premier New York property and casualty insurance industry event of the year!

***Minimize
High Stakes
of Insurance
With knowledge***

June 1 - 3 | Turning Stone Resort | Verona, New York



NYIA[®]
New York Insurance Association, Inc.

Explore these featured conference sessions

Featured Sessions



**Thursday,
June 2, 2011
9:00am–10:00am**

Oh the Places We'll Go: Envisioning the future of the industry

Moderator: Richard Zick, *Utica First Insurance Company*

Panelists: Warren Heck, *Chairman of the Board & CEO, Greater New York Mutual Insurance Company*; **Michael Lee**, *President & CEO, Tower Insurance Group*; **Philip Lewis**, *President, Leatherstocking Cooperative Insurance Company*; and **Robert Zak**, *President & CEO, Merchants Insurance Group*

We certainly know where we've been, but the question on everyone's minds is where

**Where
are we
going?**

are we going? This panel of CEOs will represent a cross-section of companies based on size. The topics covered will vary. Some initial thoughts on topics include new accounting rules, bonds as an investment vehicle and economic outlook/opportunities for P&C insurers.

**Thursday,
June 2, 2011
10:30am–11:15am**

The Über Agency: What does it mean for P&C insurance companies

Moderator: Bernard Turi, *Senior Vice President, Utica National Insurance Group*

Panelists: *Insurance Department representatives and a Banking Department representative*

This session will provide an update on the merger of the Insurance Department, Banking Department

and Consumer Services Bureau in whatever stage it is in early June. The consolidation will obviously have an impact on all insurers doing business in New York. This is our chance to hear from those on the front lines of the merger, ask poignant questions of these individuals and share our concerns. Regardless of what happens with the merger, our goal is to take this opportunity to improve how insurance is regulated in the state.

**Thursday,
June 2, 2011
11:15am–11:45am**

What's in the Black Box?: Predictive analytics

Moderator: Louis Masucci, *Vice President Underwriting, Magna Carta Companies*

Panelists: *Insurance Department representative, a company representative, and Dax Craig, President & CEO, Valen Technologies, Inc.*

Predictive analytics are a burgeoning method of evaluating risk, but the jury seems to be out on how this method can be used. This session will take the mystery out of predictive analytics and discuss how this tool is currently being used, its potential and if there are any regulatory barriers to fully using it to underwrite risks.

**Friday,
June 3, 2011
8:30am–9:30am**

Town Hall Meeting

Moderator: William Melchionni, Senior State Relations Officer, American International Group, Inc.

The meeting will include various representatives from the Senate and Assembly insurance committee as well as local legislators

The goal of this session will be to provide attendees with an open forum to meet with elected officials, including representatives from the Senate and Assembly insurance committees. Attendees can ask questions from the insurance committee representatives as well as local legislators to further educate these individuals on important property and casualty issues. The meeting will also provide a means for the public policymakers to give the insurance community on current insurance issues being considered by the New York legislature.

New York State Insurance Committee Members

**Friday,
June 3, 2011
9:45am–10:30am**

Coastal Insurance: It's a shore thing

Moderator: Jeffrey Rice, President/CEO, Wayne Cooperative Insurance Company

Panelists: Michael O'Malley, Senior Vice President State Government Affairs, Chubb & Son; **John Reiersen**, President & CEO, Kingstone Insurance Company; **Richard Poppa**, President

& CEO, Independent Insurance Agents and Brokers of New York, Inc.; **Stephen Ruchman**, Past President, Professional Insurance Agents of New York; and **David Durbin**, Chair of Extreme Events Committee, Reinsurance Association of America

The debate about coastal insurance seems to be never ending. Insurers say coverage is available. It seems not all agents agree. This is our opportunity to have an open, honest conversation about consumers' access to coastal insurance and how New York can ensure this area of insurance is viable for both insurers and consumers alike.

**Friday,
June 3, 2011
9:30am**

Drawing for a FREE 2012 conference registration

Must be present to win.

**Friday,
June 3, 2011
10:30am–11:15am**

Small Company Roundtable

Moderator: William Scrafford, President, Eastern Mutual Insurance Company

Last, but certainly not least, attendees will have an opportunity to discuss issues of importance to regional companies. Year after year this session is rated highly as it gives company representatives the opportunity to share concerns and insights as well as determine ways to work together for the betterment of all regional companies doing business in the state.

Explore these optional conference activities



Optional Activities

**Wednesday,
June 1, 2011
9:00am–2:00pm**

Golf Tournament

The NYIA Annual Golf Tournament will be played on the Shenendoah Golf Course.

The golf registration will start at 8:30 a.m. at the Shenendoah Golf Course. The golf tournament will begin promptly at 9:00 a.m. with a shotgun start.

Proper golf attire is required, including collared shirts, slacks, or Bermuda shorts, and golf shoes with soft spikes only or sneakers. No denim, or cut-off shorts or tennis/jogging apparel will be allowed.

The cost for this year's golfing event is \$120.00 per person. This includes lunch. Pre-registration is required. Price includes participation in "Closest to the Pin" contests—with 1st, 2nd and 3rd place cash prize winners for team scores.

\$20 of each golf registration fee will be contributed to NYIA PAC. ***Please note that contributions made to the NYIA PAC are not tax deductible as a business expense.***

Golf Tournament Rules:
There will be no prizes awarded for individual scores, but individual scores are necessary to calculate the team scoring. All prizes will be awarded based on team scores (gross and net combinations).

**Wednesday,
June 1, 2011
8:00pm**

Comedy Club

A comedy show will be held in the comedy club of the Lava Lounge at Turning Stone Resort.

Get ready to die laughing...

Follow the laughter! Wednesday night at 8:00 p.m., the Comedy Club is located in the lavish LAVA Lounge!

Doors open at 7:00 p.m. Show begins at 8:00 p.m. Be prepared to "LAUGH OUT LOUD" at the all new Comedy Club at Turning Stone. And best of all, you can leave your coolers at home!

The Laugh Out Loud Comedy Club will feature a full bar and snack menu complete with table service.

So don't forget to make the move to the Laugh Out Loud Comedy Club at the Lava Lounge. No outside beverages are permitted. Good attitudes are always welcome! You will laugh your donkey off!

Tickets must be purchased directly with the Box Office at Turning Stone. Discounted tickets are \$10 in advance, \$15 at door and \$20 for booth.

Call (315) 361-8177 to purchase tickets and more details. Be sure to mention the New York Insurance Association to get discounted rate.

Reservations for early arrivals

Please be advised that all reservations are on a first come first served basis. Only a limited number of rooms have been reserved for early arrivals on Tuesday, May 31, 2011. Be sure to book early! See Page 7 for reservation details.

Tentative Agenda

Tuesday, May 31, 2011	
3:30pm–5:00pm	Conference Registration (<i>Atrium Hallway</i>)
Wednesday, June 1, 2011	
8:30am– 9:00am	Golf Tournament Registration (<i>Shenendoah Golf Course</i>)
9:00am–2:00pm	Golf Tournament - Shotgun start at the Shenendoah Golf Course
12:00pm–5:00pm	Conference Registration (<i>Atrium Hallway</i>)
4:00pm–5:00pm	NYIA Board of Directors' Meeting (Board Members Only) (<i>Briar Room</i>)
5:00pm–6:30pm	Exhibit Show (<i>Cypress Foyer</i>)
5:30pm–6:30pm	Chair's Reception (<i>Cypress Foyer & Atrium</i>)
6:30pm	Dinner on Your Own
Thursday, June 2, 2011	
7:00am–9:30am	Breakfast (<i>Atrium</i>)
7:30am–5:00pm	Conference Registration (<i>Cypress Foyer</i>)
7:30am–12:00pm	Exhibit Show (<i>Cypress Foyer</i>)
8:00am–8:05am	Posting of the Colors (<i>Cypress Room</i>)
8:05am–8:15am	Chair's Welcome
8:15am–8:30am	President's Remarks
8:30am–9:00am	Keynote Address
9:00am–10:00am	Oh the Places We'll Go: Envisioning the future of the industry
10:00am–10:30am	Networking with Exhibitors & Refreshment Break (<i>Cypress Foyer</i>)
10:30am–11:15am	The Über Agency: What does it mean for P&C insurance companies
11:15am–11:45am	What's in the Black Box?: Predictive analytics
11:45am–12:15pm	Networking with Exhibitors (<i>Cypress Foyer</i>)
12:15pm–1:15pm	Members' Meeting & Luncheon (Exhibitor Door Prize Give Aways) (<i>Atrium</i>)
5:30pm–6:30pm	Banquet Reception (<i>Shenendoah Clubhouse</i>)
6:30pm	Banquet Welcome & Dinner (<i>Shenendoah Clubhouse</i>)
8:15pm	Special Entertainment
Friday, June 3, 2011	
7:00am–9:30am	Breakfast (<i>Cypress DE</i>)
8:15am–8:30am	Opening Remarks (<i>Cypress Room</i>)
8:30am–9:30am	Town Hall Meeting
9:30am–9:45am	Networking Refreshment Break (<i>Cypress DE</i>)
9:45am–10:30am	Coastal Insurance: It's a shore thing
10:30am–11:15am	Small Company Roundtable
11:15am	Conference Adjourns

Included activities, registration fees, special discount, what to wear and cancellation policy

Included activities

Wednesday, June 1, 2011

Exhibit Show

Chair's Reception

Thursday, June 2, 2011

Breakfast

Exhibit Show

Morning Sessions

Lunch

Banquet Reception

Banquet Dinner

Friday, June 3, 2011

Breakfast

Morning Sessions

Registration

Fees

\$450 Member

\$1,000 Non-Member*

\$300 Spouse/Guest

\$150 Spouse/Guest Banquet Only

Special Discount

Full insurer member companies with 10 or more registrants:

\$400 Member

\$250 Spouse/Guest

"Member" is defined as an employee or director of a NYIA member company.

**Non-Member (Full Insurer Only) fees for registration may be credited toward 2011 membership.*

To register

Go online to www.nyia.org/events, complete the online registration form and choose to either pay with a credit card or mail a check.

If paying by check you may also use the accompanying form to register.

What to wear

Meetings

The dress code for all meetings is casual (shirt/sweater).

Reception & Dinner

Business casual (suits/sports jackets for men; slacks, pant suits/dresses for women) will be appropriate for the receptions and banquet dinner.

Cancellation policy

Refunds

Conference registration fees and optional activities fees will be refunded if cancellation is received by May 11, 2011, but will not be refunded if cancellation is received on or after May 12, 2011.

To cancel

To cancel a conference registration or an optional activity, please contact Stacey Orlando at NYIA at (518) 432-4227 or via e-mail at sorlando@nyia.org.



**Register
online
today at
www.nyia.org**

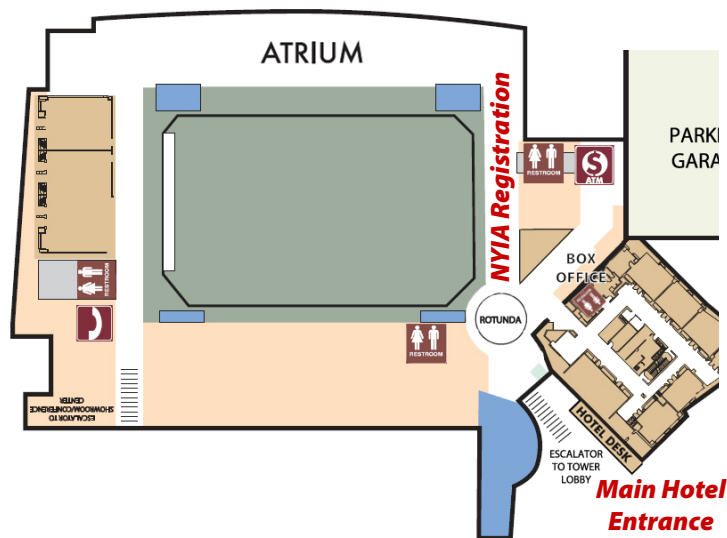
Hotel information

Reservations

All reservations are on a first-come first-served basis. Only a limited number of rooms have been reserved for early arrivals on Tuesday, May 31, 2011. **Be sure to book early!** Reservations can be made by calling (800) 771-7711 and requesting the Group Code: **HNYIN11**; or use the accompanying hotel reservation form and return directly to the hotel. **Please keep in mind that the hotel reservation cutoff date is Sunday, May 1, 2011.**

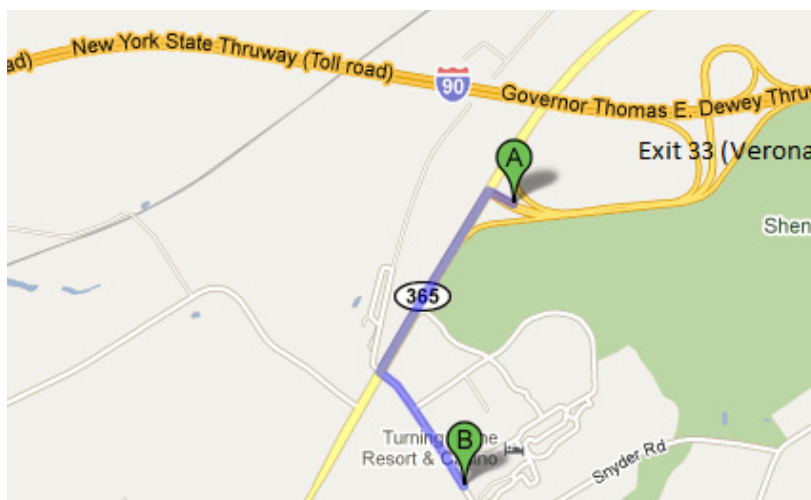
Entrance & Conference Registration

Use the main hotel entrance. NYIA conference registration will be on the second floor in the Atrium hallway.



Directions & Parking

Take I-90 (NYS Thruway) to Exit 33 (Verona); through the tollbooth, travel straight to the stoplight. Turn left onto Route 365 and the next left into the resort. Park in the main hotel parking area. Valet parking is available.



Questions? Call the Association Office at 518.432.4227 or E-mail info@nyia.org

Hotel reservation details, directions, parking details and map

NYIA 2011 ANNUAL CONFERENCE REGISTRATION FORM



Wednesday, June 1–Friday, June 3, 2011
Turning Stone Resort, 5218 Patrick Road, Verona, NY 13478

Registrant

Name: _____ Badge First Name: _____

Title: _____

Company: _____

Address: _____ City/State/Zip: _____

Phone: _____ Fax: _____

E-mail: _____ Member ID Number: _____

Spouse/ Guest Name: _____ Badge First Name: _____

Registration

Registration fees:

- Member – \$450
- Non-Member* – \$1,000
- Spouse/Guest – \$300
- Spouse/Guest Banquet Only – \$150

"Member" is defined as an employee or director of a NYIA member company.

**Non-Member (Full Insurer Only) registration fees may be credited toward 2011 membership.*

Full insurer member companies with 10 or more registrants:

- Member – \$400
- Spouse/Guest – \$250

Complimentary:

- Won Registration
- Platinum Sponsor
- Media
- Public Official

▼ Registration Amount
\$ _____

Optional activity:

- Golf Tournament (Registrant) – \$120

Handicap: _____

- Golf Tournament (Spouse/Guest) – \$120

Handicap: _____

▼ Optional Activities Amount
\$ _____

▼ Grand Total Amount
\$ _____

Total Conference Fee

Special accommodations

In accordance with Title III of the Americans with Disabilities Act, we invite all registrants to advise NYIA of any disability or special dietary needs and any requests for accommodation to that disability or dietary need.

Your request should be submitted as far in advance of the event you wish to attend. If you have any questions, please contact the association office at (518) 432-4227.

Cancellation policy

Conference fees will be refunded if cancellation is received by May 11, 2011, but will not be refunded if cancellation is received on or after May 12, 2011.

To cancel a conference registration, please contact Stacey Orlando at NYIA at (518) 432-4227 or via e-mail at sorlando@nyia.org.

Submission & payment

Please make check payable to the New York Insurance Association and mail to:

New York Insurance Association, Inc.
Conference Registration
130 Washington Avenue
Albany, NY 12210

