

# Agenda

## Sunday, August 5, 2007

4:00 pm-7:00 pm **Convention Registration and Exhibitor Set Up**

5:00 pm-7:00 pm **Lakeside Welcome Reception**

**GUY CARPENTER**

*Join us lakeside for food and fun under the sun!*

## Monday, August 6, 2007

7:45 am-8:45 am **Larry E. Kauffman Interfaith Breakfast**

7:45 am-8:45 am **Registration/Exhibit Show**

8:50 am-10:30 am **General Session**

**Welcome** - Steven C. Elliott, J.D. CPCU. *President*, PAMIC

**Invocation** – 2007 Convention Chaplain William R. Hill,  
Canonsburg Mutual Fire Insurance Company

### **Special Presentations**



A Very Special Guest from the year 1907!

100 Years of PAMIC

PAMIC Chairman – Robert A. Fitzsimmons, President/  
CEO, Farmers Mutual Fire Insurance Company

NAMIC Chairman – Gerald T. Schmidt, CPCU, CEO,  
Mutual of Enumclaw Insurance Company

10:30 am-11:00 am **Refreshment Break in Exhibit Hall**

11:00 am -12:30 pm **Concurrent Sessions**

### **Session I**

#### **Executive Roundtable Discussions**

- \* Corporate Governance & Compliance
- \* Effective Cost Containment, Peter Kraynak, Managing Director, Info724 Ltd.
- \* Enterprise Risk Management, Jack Snyder, Managing Director, Guy Carpenter
- \* HR Legal Issues, Representative from Towers Perrin
- \* Keeping the Important Papers in a Paperless World
- \* Reinsurance Market Place, John Stone, Vice President, Gen Re

### **Session II**

#### **Insurance Board Member Orientation Panel**

Robert Brandon, VP Underwriting Operations,  
Penn National Insurance

William Hamrick, Jr., RPA, AIC, Home Office Line of  
Business Manager: Property, Auto & SIU, Penn National  
Sharyn Klimko, CPCU, AAI, Marketing Representative,  
Lititz Mutual Group

Philip Shirk, CFO, Goodville Mutual Casualty Company

**Session III**

**Spouse Session**

**How to Make a Positive and Powerful First Impression**

Sandy A. Sipe, CMP, Director of Sales and Marketing,  
Radisson Penn Harris Hotel & Convention Center

12:30 pm-1:45 pm

**Luncheon and Annual Meeting**

1:45 pm-2:45 pm

**Concurrent Sessions**

**Session I**

**Pennsylvania Insurance Department Panel**

Ronald Gallagher, Deputy Insurance Commissioner  
Office of Consumer & Producer Services  
Dennis Shoop, Deputy Insurance Commissioner  
Bureau of Enforcement  
Representative, Office of Cooperate & Financial Regulation

**Session II**

**Duties and Responsibilities of Mutual Board Members**

Timothy Sullivan, Vice President Claims, NAMICO

6:00 pm-10:00 pm

**100th Anniversary Celebration!**

Dinner and Dancing

*It's a party!*

*Join the festivities as we celebrate 100 years of PAMIC.*



**Tuesday August 7, 2007**

8:00 am-9:00 am

**Concurrent Sessions**

**Session I**

**Credit Rating Agency Challenges**

Shaun Flynn, Senior VP Market Services Group, TowersPerrin

**Session II**

**Understanding Financial Statements**

Henry J. Straub, Principal, Brown Schultz Sheridan & Fritz

9:15 am-10:15 am

**Concurrent Sessions**

**Session I**

**Insurance Coverages Legal Panel**

Dale Forsythe, Esq., Wayman, Irvin & McAuley, LLC  
John Lewis, Esq., Swartz, Campbell LLC  
Rolf Kroll, Esq., Margolis Edelstein  
Paul Walker, Esq., Thomas, Thomas & Hafer, LLP

**Session II**

**Executing for Real Results**

Larry R. Webber, Management Instructor & Facilitator

10:15 am-10:45 am

**Refreshment Break in Exhibit Hall**

10:45 am-12:30 pm

**General Session**

**Customer Satisfaction as an Engine for Profit**

Representative from J.D. Power and Associates

**Spouse Session**

**Wine Tasting and Food Pairing**

Steven Stark, Chef, Rocky Gap Resort

1:30 pm-6:00 pm

**Annual Convention Golf Tournament**

6:00 pm-7:00 pm

**Golf Reception**

All Convention attendees are invited!