



PAMIC 104th Annual Convention



ADVOCACY

EDUCATION

NETWORKING

**July 31 - August 2
2011**

**Historic Omni Bedford
Springs Resort
Bedford, Pennsylvania**

CHAIRMAN'S INVITATION



Dear Fellow PAMIC Members:

It is my pleasure to invite you to our 104th Annual PAMIC Convention which will be held at the Omni Bedford Springs Resort in Bedford, PA July 31st to August 2nd, 2011. Many of you will remember fondly our 102nd convention that was also held at this fabulous, family friendly and easily-accessible resort in Western Pennsylvania. Attendees and their families will enjoy the original historic charm with the addition of modern, creature comforts.

The convention will begin on Sunday, July 31st with volleyball on the lawn at 2:00pm, which will be followed by a Welcome Reception beginning at 5:00pm. On Monday, August 1st, the Kauffman Interfaith Breakfast will be held at 7:30am. The General Session begins at 8:30am followed by the Annual Meeting at 11:15am. There will be several top quality educational breakout sessions on Monday and Tuesday. Once again our Convention Committee has done a great job in lining up cutting edge presenters who will speak to you on a variety of timely topics that are critical to your business.

There will be plenty of activities and entertainment for attendees and their families. The Chairman Reception will be held on Monday evening, which will include entertainment. The annual golf outing will be held on Tuesday afternoon at the resort.

This convention promises an event that will be full of fun and entertainment, along with educational and networking opportunities, all at a beautiful location. Please come and enjoy time together with old friends, and make it a point to make some new ones.

Julie and I look forward to seeing not only you, but your entire family in Bedford Springs.

Very truly yours,

A handwritten signature in blue ink that reads "John K. Smith". The signature is fluid and cursive, with a large initial "J" and "S".

John K. Smith, CPCU
PAMIC Chairman

Day 1: Sunday, July 31

2:00pm	4:00pm	Volleyball
3:00pm	7:00pm	Exhibitor Set-up and Convention Registration
5:00pm	7:00pm	Welcome Reception

Day 2: Monday, August 1

7:00am	8:30am	Continental Breakfast and Registration
7:30am	8:15am	Larry E. Kauffman Interfaith Breakfast <i>(additional registration, ticket required)</i>
8:15am	9:15am	General Session

Welcome

Steven C. Elliott, J.D., CPCU, President, PAMIC

Welcome

Michael F. Consedine, Pennsylvania Insurance Commissioner

Invocation

Henry R. Gibbel, President & COO, Lititz Mutual Insurance Company

PAMIC Chairman Address and Introduction of Association Board Members

John K. Smith, CPCU, President & CEO, Pennsylvania Lumbermens Mutual Insurance Company and PAMIC Chairman

NAMIC Chairwoman Address

Sandy Parrillo, President & CEO, The Providence Mutual Fire Insurance Company and NAMIC Chairwoman

Announcements

Steven D. Linkous, President & CEO, The Harford Mutual Insurance Company and Convention Chairman

9:15am 9:30am Refreshment break in Exhibit Hall

9:30am 10:20am Breakout Sessions *(choose one)*

RMS Version 11 *(Tony Sammur, Gen Re)*

Federal Legislative Update *(Dylan Jones, NAMIC)*

10:20am 10:30am Refreshment break in Exhibit Hall

10:30am 11:20am Breakout Sessions *(choose one)*

ERM: Roadmap Development & Board's Role *(Eric Simpson, Towers Watson)*

Social Media *(Dana Pescatore, Insight Investigations)*

AGENDA

Day 2: Monday, August 1

- 11:00am 12:35pm Spouse Session**
A Culinary Tour
- 11:20am 11:30am Refreshment break in Exhibit Hall**
- 11:30am 12:45pm Keynote Speaker**
Dr. Robert P. Hartwig, Ph.D., CPCU, President, I.I.I.
- 12:45pm 2:00pm Lunch, PAMIC Annual Meeting, and
PA Legislative/Regulatory Update**
- 6:00pm 10:00pm Children's Program**
- 6:00pm 7:00pm Chairman's Cocktail Reception**
- 7:00pm 10:00pm Chairman's Banquet & Entertainment**
The Rat Pack Tribute Group

Day 3: Tuesday, August 2

- 7:00am 8:00am Coffee Hour with Exhibitors**
- 7:30am 8:30am PAMIC Past Chairman Breakfast**
- 8:00am 9:00am Continental Breakfast in Exhibit Hall**
- 8:30am 9:30am Breakout Sessions (*choose one*)**
Panel Discussion: Insuring Green (Jan Kozlowski, MSO; Scott Rybny, Nelson, Levine, deLuca & Horst; Dallas Kinley, FM Global)
Creating a Disaster Recovery Plan (Tim Wonder, IA&B)
- 9:30am 9:45am Refreshment Break in Exhibit Hall**
- 9:45am 10:45am Breakout Sessions (*choose one*)**
PA Financial Exams (Elaine Nissley, McKonly & Asbury)
Healthcare/Employee Benefits (Booker Moore, LR Webber Associates)
- 10:45am 11:00am Refreshment Break in Exhibit Hall**
- 11:00am 12:15pm Motivational Speaker (*spouses welcome*)**
William F. Gill, III, Fiscal Affairs Division Expert, International Monetary Fund
- 12:15pm 1:30pm Lunch**
Golfers: Boxed lunch provided / Non-Golfers: On your own
- 1:30pm 6:00pm Golf Tournament**
- 6:00pm 7:00pm Farewell/Golf Reception (*all are invited*)**

RESORT & ACCOMMODATIONS

An American Original

Bedford Springs gained a reputation as a luxury destination and was proclaimed the Most Popular Resort in the United States. Bedford Springs became home to one of the first golf courses in America, originally designed by Spencer Oldham (and later redesigned by A.W. Tillinghast, and then the renowned Donald Ross).



In 1905, the resort opened one of the nation's first indoor pools - fed by the property's spring waters. In 1984, the resort was designated a National Historic Landmark; it closed its doors two years later.

In 2004, the resort embarked upon an unprecedented restoration and expansion effort. Returned to its original splendor in 2007, Bedford Springs Resort is once again one of America's finest historic destination luxury resorts. Bedford Springs Resort is the perfect blend of the past and the future.

For more information on the Omni Bedford Springs Resort, please visit www.bedfordspringsresort.com.

Accommodations

Single and double rooms are \$200 per night plus a \$20 per day resort fee. Be sure to ask for the PAMIC rate **before July 11, 2011**. If you'd like to come early or stay later, our rate will be honored pre/post convention. **Call 866-843-6664 to reserve now!**

Suggested Attire

Sessions and Welcome Reception - Business Casual

Monday's Reception, Dinner & Entertainment - Suit and Tie

All Other Events - Resort Casual

Golf Attire (required per resort) - Gentlemen must wear long slacks or knee length shorts and a collared or mock neck golf shirt. Ladies may wear slacks, skirts, skorts or shorts. Please no shorter than just above the knee. Ladies' shirts must have a collar or sleeves but may not lack both.

KEYNOTE SPEAKER



Dr. Robert P. Hartwig, Ph.D., CPCU

President

Insurance Information Institute

Since joining the I.I.I. in 1998 as an economist and becoming chief economist in 1999, Dr. Hartwig has focused his work on improving understanding of key insurance issues across all industry stakeholders including media, consumers, insurers, producers, regulators, legislators and investors.

Presently, the I.I.I. provides assistance on thousands of stories annually and covers all aspects of print, television, radio and news media, while also responding to thousands of requests from I.I.I. member companies and other constituencies. The institute is generally recognized to be the most credible and frequently-used single source of information and referral for the widely diverse insurance industry, including life insurers. In addition, some 20 other insurance organizations contract with I.I.I. for media services.

Dr. Hartwig previously served as director of economic research and senior economist with the National Council on Compensation Insurance (NCCI) in Boca Raton, Florida, where he performed rate of return and cost of capital modeling and testified at worker's compensation rate hearings in many states. He has also worked as senior economist for the Swiss Reinsurance Group in New York and as senior statistician for the United States Consumer Product Safety Commission in Washington, D.C. He is a member of the American Economic Association, the American Risk and Insurance Association, the National Association of Business Economics and the CPCU Society. In 2005 and 2006, Dr. Hartwig served on the state of Florida's Task Force for Long-Term Homeowners Insurance Solutions. From May 2005 to May 2008, he served on the board of directors of the Independent Insurance Agents and Brokers Association of New York. Currently, Dr. Hartwig serves on the board of directors of the American Risk and Insurance Association and the Griffith Foundation for Insurance Education.

Dr. Hartwig received his Ph.D and Master of Science degrees in economics from the University of Illinois at Urbana-Champaign. He also received a Bachelor of Arts degree in economics cum laude from the University of Massachusetts at Amherst.

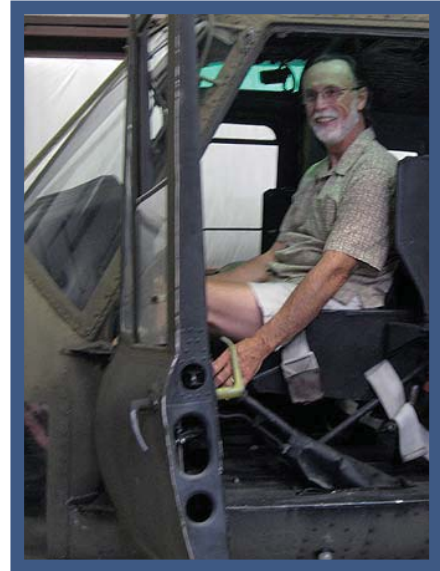
You won't want to miss the Keynote Address on **Monday at 11:30 am!**

MOTIVATIONAL SPEAKER

William F. Gill, III

*Fiscal Affairs Division Expert (Consultant)
International Monetary Fund*

Our families, personal and professional, shape who we are and the types of decisions we make. They can share in our triumphs and help us through critical situations. Mr. Gill illustrates these links by recounting personal experiences from being an Army Aviator flying missions in Vietnam to working as the Philadelphia Inspector General. The audience will be encouraged to participate in sharing some of their own experiences relating to family.



William Gill is a successful law enforcement executive whose leadership displays continuously increasing responsibilities, culminating with an appointment as the Philadelphia Inspector General. He is experienced in corporate compliance, physical security, internal auditing, internal affairs, and ethics and integrity training. His achievements include initiating several citywide programs and the design of systems to identify integrity breaches and misuse of sensitive and confidential material.

Since 2009, Gill has been the Fiscal Affairs Division Expert (Consultant) at the International Monetary Fund. He provides technical assistance to foreign governments who wish to establish effective internal compliance and anti-corruption functions within their tax revenue departments. He is trained on how to interact with operating functions, and methods to identify impactful and meaningful internal audit products on which management can take corrective action.

Prior, he spent six years as Regional Inspector General of the U.S. Treasury Department in New York, New York. There, Gill exercised direction and oversight for all compliance, investigative, and internal audit operations for a 25,000-employee organization in an eleven-state region. He was also the principal spokesperson to the news media on matters relating to arrests, indictments, and convictions.

William Gill received his Bachelor of Arts, Cum Laude from Hofstra University in Hempstead, NY.

Please join us for his motivational speech on **Tuesday at 11:00 am!**

OPTIONAL PROGRAMS

Spouse Program

Monday, August 1 from 11:00am to 12:35pm

Join us for a “culinary tour” at the Bedford Springs Hotel. Spouses will break into 3 groups for three consecutive, but related, programs. The first is a cooking demonstration, the second one is a wine tasting, and the third is a seminar about tea, given by the owner of a local tea shop. After 30 minutes, the groups will rotate so that by the end of the spouse program, they will have rotated to all three sessions and will have had the full experience of the “culinary tour.”

Children’s Program: Kids Night Out

(Ages 4-12 years)

Monday evening during the Chairman’s Reception

Sorry Mom and Dad, this night is just for the kids! Mad Scientist, Nature, Outer Space and Field Games are a few of the many themed evenings that are part of this unique program. We’ll play games and make art & crafts that relate to the theme of the night. Dinner is included. Cost: \$50

Teen’s Program

(Ages 13-17 years)

Monday evening during the Chairman’s Reception

Spend the evening trying out some of our more exciting adventures! Explore the grounds in a Geocaching Scavenger Hunt then join us for some Laser Tag and finish the evening off with a Blindfolded Night Hike. Meet friends your own age, explore challenging adventures, and have fun! Dinner is included. Cost \$50

GOLF TOURNAMENT FORM

Tee Off

Come tee off with us at the Annual Convention Golf Scramble! The quintessential “American Classic” golf course, Bedford Springs reflects the genius of three Grand Masters of American golf course design, from its deep bunkering to flared greens.

Shobers Run Creek, a tributary of the Juniata River, comes into play and/or is in view throughout the front nine holes, as well as on holes 11, 14, 15 and 18. The Northern and Southern points of the landscape, where the course starts and finishes, respectively, present various elevation changes, while the remaining property below the hills levels out along the river valley.

Be a Golf Sponsor

Tournament prizes and hole sponsors are currently being sought. If you would like more details on how to contribute to this fun-filled event, please call a PAMIC staff member at 717-303-0197.

Registration/Sponsor Form

- I will sponsor the foursome listed below..... \$400
- I will be playing with the golfer(s) listed below \$100
- I will be playing. Please put me in a foursome \$100
- I would like to be a hole sponsor \$100
(please make checks payable to the PAC Administrative Fund)
- I will contribute _____ as a prize.

Golf Total \$ _____

Names in Foursome:

1. _____
2. _____
3. _____
4. _____

**Mail to PAMIC, 1017 Mumma Road #103, Wormleysburg, PA 17043,
Fax to 717-303-1501, or Register Online at www.pamic.org**

CONVENTION REGISTRATION INFORMATION

Registration Includes: Welcome Reception, Continental Breakfasts, Monday's Lunch, Breaks, Chairman's Reception/Dinner, Spouse Session, Materials, and all sessions

Not Included in Registration: Larry Kauffman Interfaith Breakfast, Children's Program, and Teen Program

Registration Deadline: July 18, 2011

Cancellation Policy: A refund will be given if notice of cancellation is received on or before July 25. Cancellations received after this date will not be eligible for a refund. Please note: a \$25 processing fee will be charged for each refund issued.

CONVENTION SPONSORS

Convention sponsors support your Convention experience! The Convention would not be possible without the generous support of our sponsors. We hope you will join us in extending a hearty "Thank You" to this year's sponsors (as of this printing):

Diamond Sponsors

GUY CARPENTER



TOWERS WATSON



Platinum Sponsors

Harford Mutual Insurance • Pennsylvania Lumbermens Mutual Insurance

Gold Sponsors

Bedford Grange Mutual • Maiden Re • Munich Re • Penn National Insurance •
Salvage Direct • Willis Re • WithumSmith+Brown • Zurich

Silver Sponsors

Farmers Mutual Hail Insurance of Iowa • Farmers Mutual Fire Insurance of
McCandless Twp. • Frederick Mutual Insurance • Goodville Mutual Casualty •
Grinnell Mutual Reinsurance Company • Transatlantic Reinsurance

CONVENTION REGISTRATION FORM

Name: _____

Title: _____

Badge Name: _____

Company: _____

Address: _____

Phone: _____

E-Mail: _____

Dietary/Accessibility Needs: _____

Spouse Name: _____

Spouse E-Mail: _____

- Options:
- _____ (#) from my family will participate in Volleyball on Sunday
 - I will attend the Chairman's Dinner - Beef / Seafood
 - Spouse attending Chairman's Dinner - Beef / Seafood
 - Spouse participating in Culinary Tour program on Monday

Registration Fees

PAMIC Member Early Registration Fee (*before July 1*) \$345

PAMIC Member registration fee (after July 1) \$395

Non Member..... \$450

Spouse..... \$245

Larry Kauffman Interfaith Breakfast..... \$35 x qty _____ = _____

Children under 12 \$25 x qty _____ = _____

Children 13 and over..... \$50 x qty _____ = _____

Child Name(s) & Age(s) _____

Monday Evening (age 4-12) \$50 x qty _____ + (age 13+) \$50 x qty _____ = _____

Children's Program

Registration Total: _____

Make your room reservations directly with the resort by calling 866-843-6664

Mail this form to PAMIC, 1017 Mumma Road #103, Wormleysburg, PA 17043,

Fax to 717-303-1501, or Register Online at www.pamic.org

PAMIC

104th Annual Convention

See You There!



PAMIC
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Wormleysburg, PA 17043
www.pamic.org / 717-303-0197

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