

Pennsylvania Association of Mutual Insurance Companies

Underwriting and Loss Prevention Seminar

November 4, 2009
Hershey Country Club



Wednesday, November 4

8:00 AM - 9:00 AM Registration and Continental Breakfast

8:55 AM Welcome

2008-2009 U&LP Committee Chair
Eric Schmader, CFO, Farmers Mutual Fire Insurance Company of Marble

9:00 - 9:50 AM

Executive Mix Panel Discussion

This session will address the Executive level ramifications of economy on company & "The Reemergence of Underwriting to Corporate Profitability"

Moderator:

Jay Chadwick,

President & CEO, Tuscarora Wayne Group of Companies

Panelists:

- **Joseph Sloan, CFO: Vice President/ Treasurer, Mutual Benefit Group**
- **William Hamrick, Jr., RPA, AIC, Property, Auto, SIU Manager, Penn National Insurance**
- **Richard Kelley, Senior Vice President, Commercial Underwriting, Donegal Insurance Group**
- **Byron Long, PA Regional Manager, MMG Insurance**

9:50 - 10:10 AM Break

10:10 - 11:00 AM

Increase of Fraud

Evo Riguzzi, President, Optima Investigations

This session is designed to enhance your fraud awareness during difficult economic times. It will give you some pointers on what underwriters can do to deter fraud. This training qualifies as meeting Pennsylvania and New York's training requirements and contribute to meeting New Jersey's four hour requirement and Maryland's two hour requirement.

11:30 AM- 12:30 PM Lunch

12:45 - 1:45 PM

Breakout Sessions

Trends in Loss Hazards & Loss Control

John Higgins, Senior Field Representative, MSO, Inc.

This session will delve into the latest trends in loss hazards facing the underwriter including declining maintenance and housekeeping, increases in building vacancy and changes in the neighborhood due to foreclosures. The session will also touch on restaurant exposures and sprinkler systems.

Underwriting Internet Exposure, Emerging Issues

Charles Kingdollar, Vice President, General Reinsurance Corporation

This session will take a closer look at how internet-related exposures have grown, and what it means to Homeowners and Personal Umbrella insurers.

1:45 - 2:00 PM Break

2:00 - 2:45 PM

Health of the Fire Service

Edward A. Mann, Pennsylvania State Fire Commissioner

Mr. Mann will review the number of, and types of Fire Departments in Pennsylvania and their typical funding sources. He will briefly discuss; new construction issues, sprinkler & building code updates, injury reduction initiatives, and much more!

2:45 - 3:30 PM

Wrap-up review with Question and Answer session

3:30 PM Adjournment

Registration Form

Underwriting & Loss Prevention Seminar

Wednesday, November 4, 2009

Hershey Country Club, 1000 E. Derry Road, Hershey, PA 17033

Telephone: 717-533-2160

To Register please complete this form and return by October 30 to:

PAMIC • 1017 Mumma Road #103 • Wormleysburg, PA 17043

Fax to 717-303-1501 or register online at www.pamic.org

Name _____

Nickname for badge _____

Company _____

Address _____

Phone _____

Email _____

Do you have Dietary or Accessibility needs? ____ Yes ____ No

If so, please describe _____

Suggested Panel Questions: _____

CE Credits

This Seminar has been submitted to the Pennsylvania Department of Insurance for 5 CE Credits.

To request credits outside of PA, please call PAMIC at 717-303-0197. Call early as Credit Requests must be submitted in advance.

I would like to receive Pennsylvania CE Credits for this seminar.

License Number (required for credit reporting) _____

Registration Fee

PAMIC Member/Associate Fee \$125

Non Member Fee \$200

Payment Options: Check Enclosed Please send Invoice

Cancellation Policy

A full refund (minus a \$25 processing fee) for this seminar will be given if a cancellation notice is received on or before October 30, 2009.

Cancellations received after this date will not be eligible for a refund.

Please note that if you pre-register and fail to show up without contacting the office you will be billed the cost of the seminar.

PAMIC
1017 Mumma Road, #103
Wormleysburg, PA 17043

Register Today!

Online at www.pamic.org or fax to 717-303-1501.