

ANNUAL SPRING CONFERENCE

MARCH 4-5, 2020 | NITTANY LION INN

EVENT DETAILS

4 PA Producer CE Credits

The Annual Spring Conference provides education on in the insurance industry's most pressing issues. This year, PAMIC's program focuses on hot topics in the industry such as IoT and sensor technology, extreme weather patterns, and fraudulent hail claims. The event includes the networking reception on the evening of March 4th, in conjunction with Meet the Mutuals Day.

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Wednesday, March 4th, 2020

4:30 - 6:30 PM

Networking Reception

Nittany Lion Inn- Boardroom, Ground Floor

Attendees from both Meet the Mutuals Day and Annual Spring Conference can attend.

Thursday, March 5th, 2020

Ballroom AB&C, 1st Floor

7:30 - 8:30 AM

Registration and Continental Breakfast or

PAMIC PAC Breakfast (Must have previously registered)

The Penn State Room, 1st Floor

8:15 - 8:30 AM

Welcome Remarks

Evelyn Schronce, CPCU, CIC, AU, API, Mid-Atlantic Regional Manager, MMG Insurance, Chairman, PAMIC Education Committee

8:30 - 9:30 AM

2020 Foresight for a Changing World

Joel Hopkins, Partner, Saul Ewing, Arnstein, & Lehr

Join Joel as he discusses a wide range of topics and questions that mutuals should be thinking about as the future approaches. How have recent legal decisions started to undermine what mutuals have always thought to be standard policy? This presentation will cover changing policy language, new endorsement forms, changing exposures, and more.

9:30 - 10:30 AM

IoT and Sensors

Michael Bond, Senior Vice President, IoT - Treaty Division, Hartford Steam Boiler Inspection and Insurance Co.

The Internet of Things (IoT) has been one of the hottest topics in insurance circles in recent years, and for good reasons – this technology has the potential to transform the insurance industry as we know it. This presentation will discuss the potential impact IoT will have on key industry segments, ways in which insurance professionals can best leverage IoT technology, and what real-time sensor data can mean to customer engagement, product & service development, and loss control by monitoring, identifying and alerting business/facility/risk conditions 24/7/365.

10:30 - 10:45 AM

Mid Morning Break

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10:45 - 11:45 AM

Weather Trends: Tornadoes, Hail, Flooding Oh My!

Andrew Siffert, Vice President / Senior Meteorologist, Catastrophe Analytics, BMS RE

The speculative linkages between extreme weather events and climate change range from possible and plausible to misleading and unknown. The best scientific advice is to stick to peer reviewed science and the data. From a natural catastrophe perspective, the last couple years were extraordinary and raised several important questions. This session will quickly discuss extreme weather risk perception and walk through the hard facts of trends of extreme weather events in Pennsylvania and links of what we know now and the impacts to the insurance industry in terms of future loss. The session will answer questions like: Is the insurance industry going to be affected further by extreme events if so what perils will drive the event losses? How will these events shape the trends for the respective perils? Lastly the session will share datasets and tools that are used to understand current extreme events and better prepare for future events.

11:45 - 12:45 PM

Knock, Knock – Who’s there? – Insurance Fraud

Andrew Siffert, Vice President / Senior Meteorologist, Catastrophe Analytics, BMS RE

Joel Hopkins, Partner, Saul Ewing Arnstein & Lehr

John McCall, Special Agent, National Insurance Crime Bureau

The FBI estimates that the total cost of insurance fraud (excluding health insurance) is more than \$40 billion dollars per year. To put this in better perspective, this is roughly four hurricane Michaels events per year to the insurance industry, but yet fraud is often a background thought. However, that is changing as insurance companies arm themselves with tools and knowledge to limit insurance fraud. This panel discussion will speak on the topic of weather-related fraud, storm chasers, catastrophe response tools and the legal aspects that should be at the forefront of any insurance entity because weather losses to the insurance industry fluctuate year to year, but what seems to be consistent is the number or entities that want to take advantage of insurance industry.

Ballroom D&E, 1st Floor

12:45 - 1:45 PM

Luncheon & Adjournment