



BRACING *for the* NEXT ONE

Catastrophic Losses – Lessons Learned by the Insurance Industry

WESTIN RIVER NORTH

Chicago, Illinois
September 7-8, 2006

2006
INSURANCE
PRACTICE GROUP
SEMINAR

BRACING *for the* NEXT ONE

Catastrophic Losses – Lessons Learned by the Insurance Industry

After 10 years of presenting the highly successful Insurance Roundtable Seminars in New York City, the Insurance Practice Group of ALFA International proudly presents its first Chicago Seminar on September 7 - 8, 2006. There is no more timely issue than the handling of multiple and complex claims after a catastrophic event. Be it natural or terrorist-related, the catastrophic claims environment presents challenges to even the most seasoned professionals.

Featured in Chicago will be Mississippi Insurance Commissioner, George Dale, American's longest tenured insurance commissioner and recent veteran of Hurricane Katrina. Commissioner Dale and Andrew J. Beal, General Counsel of the NAIC, will address current CAT-plan proposals to deal with the unreal world of catastrophic claims. Reinsurance, inter-company disputes, and competing interests in the prompt resolution of claims in this environment will be highlighted, as well as ethical considerations for property and casualty professionals. Past experience suggests this will be a lively session with interactive panel discussions that lead to serious and informative debate. The seminar is a must for industry executives, policy makers, and their counsel. Plan to join us in Chicago.

ALFA International is an International network of independent law firms. Founded in 1980, ALFA is the oldest legal network of its kind and remains one of the largest. Our Membership is comprised of 115 law firms, 80 in the United States and 35 in major cities throughout Europe, Latin America, Asia, Africa and Australia. The United States Membership collectively maintains offices in virtually every major American metropolitan area. Over 9,000 lawyers and another 10,000 support staff are employed by the entire Membership.

THURSDAY, SEPTEMBER 7

6:30 p.m. – 9:30 p.m.
WELCOME RECEPTION
Bin 36

Please join us for a cocktail reception followed by a buffet dinner at Bin 36, a Chicago restaurant known for their amazing wine and cheese selections. Bin 36 is located across the street from the Westin River North. We hope you can join us!

FRIDAY, SEPTEMBER 8

7:00 a.m. – 8:00 a.m.
CONTINENTAL BREAKFAST
Astor Ballroom

8:00 a.m. – 12:30 p.m.
GENERAL SESSION
Astor Ballroom

8:00 a.m. – 8:15 a.m.
WELCOMING REMARKS

Richard L. Hetke
Chief Executive Officer
ALFA INTERNATIONAL
Chicago, Illinois

George D. Fagan
Chair, Insurance Practice Group
LEAKE & ANDERSSON, L.L.P.
New Orleans, Louisiana

Jill F. Endicott
Program Coordinator, Insurance Practice Group
WOODWARD, HOBSON, AND FULTON, L.L.P.
Louisville, Kentucky

8:15 a.m. – 9:30 a.m.
**CATASTROPHIC CLAIMS HANDLING
TIPS FROM THE TRENCHES**

Catastrophic losses, whether a devastating personal injury action, a mass-tort product liability claim, or a long term pollution exposure, raise a myriad of unique challenges for insurance companies: The threat of an excess verdict and a consequent bad faith action; the presence of multiple defendants and the possibility of in-fighting among carriers; and issues concerning the potential claim for reinsurance. All of these issues raise special challenges for the claims handler. This panel will discuss these and other significant issues arising out of catastrophic losses.

Jeanne Unger (Moderator)
RIDER BENNETT, LLP
Minneapolis, Minnesota

Jeff Eaton
Counsel – Complex Litigation
UNITRIN
Chicago, Illinois

Danette Leonhardi
Environmental Claim Manager
UNIGARD INSURANCE COMPANY
Seattle, Washington

Peter Van Dyke, Esq.
National Claim Counsel
Claims Legal Exposure Management
CNA
Chicago, Illinois

9:30 a.m. – 9:45 a.m.
BREAK

9:45 a.m. – 11:15 a.m.
**CATASTROPHES OF THE FUTURE:
HOW CAN WE IMPROVE?**

Katrina had a message for insurers: Be better prepared for major catastrophes. The emergency of a major national disaster can cause widespread confusion – hurricanes,

wildfires, tornadoes, earthquake, or terrorism. Such conditions have the potential to produce frustration on the part of all – insurers, regulators and consumers. One lesson of 2005 was that improvements are needed in administering claims after such a disaster, especially a multi-state disaster where laws and regulations may differ among states involving similar claims. The NAIC recognizes this situation and is considering a uniform “CAT Plan” for all states. What will it contain? What alternatives are there? And what actions are companies already undertaking to be better prepared for the next big one.

Forrest S. Latta (*Moderator*)
BOWRON, LATTA & WASDEN, P.C.
Mobile, Alabama

Honorable George Dale
Commissioner of Insurance
STATE OF MISSISSIPPI
Jackson, Mississippi

Andrew J. Beal, Esq.
General Counsel
NATIONAL ASSOCIATION OF INSURANCE
COMMISSIONERS
Kansas City, Missouri

11:15 a.m. – 11:30 a.m.
BREAK

11:30 a.m. – 12:30 p.m.
**ETHICAL CONSIDERATIONS FOR
INSURANCE PROFESSIONALS AND
DEFENSE COUNSEL**

Insurance professionals and defense attorneys confront ethical issues when handling claims and insurance litigation. What types of conflicts need to be identified by the insurer? How should the insurance professional deal with these conflicts? What do the parties need to know regarding conflicts created by the tripartite relationship? What are the obligations of defense counsel to the insured and the insurer? This topic will discuss the duties of an insurer to an insured in serious injury and catastrophic losses.

Glenn F. Fencl (*Moderator*)
JOHNSON & BELL, LTD.
Chicago, Illinois

David A. Steiger
Director & Claims Counsel
CNA FINANCIAL SERVICES
Chicago, Illinois

Douglas R. Richmond
Senior Vice President
AON RISK SERVICES -
PROFESSIONAL SERVICES GROUP
Chicago, Illinois

Martha S. Kersey, Esq.
*Claims Attorney, Litigated Claims
Department*
COUNTRY INSURANCE
AND FINANCIAL SERVICES/ MSI
Bloomington, Illinois

12:30 p.m. – 1:30 p.m.
BUFFET LUNCH
Astor Ballroom

Course Book Editor

D. Bradley Kizzia
STRASBURGER & PRICE, L.L.P.
Dallas, Texas

FACULTY BIOS

ANDREW J. BEAL joined the National Association of Insurance Commissioners in 1999 and was named General Counsel in 2001. In his current role, Mr. Beal serves as the chief legal officer for the organization and works closely with NAIC officers, the Executive Committee and internal management on various legal and operational issues. Mr. Beal supervises a staff of nine attorneys, two paralegals and three administrative support staff. The NAIC Legal Division provides legal services in support of a wide range of organization activities, including corporate and business operations as well as insurance regulatory policy-making activities.

GEORGE DALE is the commissioner of Insurance for the State of Mississippi. When he was elected Commissioner of Insurance in 1975, he became the youngest Insurance Commissioner in Mississippi history. Now in his eighth term, Commissioner Dale is the longest-serving insurance commissioner in the United States. He attended Pearl River Junior College and graduated from Mississippi College with bachelor's and master's degrees.

JEFF EATON is Complex Litigation Counsel for Unitrin in Chicago, where he is involved in the claims handling of complex litigation and employment matters. Before joining Unitrin 10 years ago, Jeff was a partner with Hinshaw, Culbertson, Moelmann, Hoban & Fuller in Chicago, Illinois. Prior to that he practiced with James M. Hoffman & Associates in Schaumburg, Illinois and O'Reilly, Cunningham, Norton and Mancini in Wheaton, Illinois. Jeff is a Phi Beta Kappa graduate of the University of Kentucky where he also earned his law degree.

JILL F. ENDICOTT is a partner in the Louisville, Kentucky ALFA law firm of Woodward, Hobson, and Fulton, L.L.P. Her practice focuses on business and complex commercial litigation, and the defense of toxic tort and class actions. Ms. Endicott recently represented the Kentucky Executive Director of Insurance in his capacity as Liquidator of Kentucky Central Life Insurance Company in the largest lawsuit of that statutory insolvency. Ms. Endicott received a B.A. from the University of Pennsylvania and J.D. with Honors from George Washington University Law School. She is a Vice-Chair of ALFA's Insurance Law Practice Group and served as Program Chair for Day One of the 2005 Insurance Practice Group Roundtable Seminar in New York City.

GEORGE D. FAGAN is the Chair of the ALFA Insurance Practice Group, and has previously served as a program chair and moderator. He is a founding partner of Leake & Andersson, LLP of New Orleans. One of his primary practice areas involves handling coverage litigation for casualty, D&O, EPL, E&O, health and life insurers. Mr. Fagan also has substantial experience with NASD securities arbitrations and other proceedings representing broker-dealers and financial professionals. He received his undergraduate degree from Washington & Lee University (cum laude), and his law degree from LSU Law School. He has been included in the Best Lawyers in America listing since 2001.

GLENN F. FENCL is a shareholder of the Chicago, Illinois ALFA firm of Johnson & Bell and is head of their Insurance Coverage Group. His cases involving

coverage include DJA, duty to defend, bad faith etc under both first party policies and commercial general liability policies. He has handled numerous coverage trials in Federal and state jurisdictions. Mr. Fencl also handles construction and insurance litigation for general contractors including Washington Group International and has more than 25 jury verdicts. He is a member of the International Association of Defense Counsel (IADC). Mr. Fencl received his undergraduate degree from University of Illinois and his law degree from IIT Chicago-Kent with Honors.

MARTHA S. KERSEY is a claims attorney in the Litigated Claims Department of Country Insurance and Financial Services in Bloomington, Illinois. Martha has over 17 years of experience handling insurance claims litigation, including two years of trial experience. She has managed litigation nation wide, involving all types of policies including auto, commercial and custom/manuscript type policies, for Country Insurance and Financial Services. Prior to working for Country, she worked for State Farm. Martha is a graduate of the University of Illinois College of Law and has served as President of the East Central Illinois Women's Attorneys Association and Vice-President of the Champaign County Bar Association.

D. BRADLEY KIZZIA is a trial attorney who represents clients in personal injury and insurance litigation (including bad faith, insurance coverage and agent errors and omissions), products liability, consumer/deceptive trade practice, defamation, and commercial litigation. He is a partner in Strasburger & Price's Dallas office and serves as chair of the firm's Personal Injury practice. Mr. Kizzia has been a frequent lecturer for several legal, insurance and business organizations. He received his B.A. from Austin College and his J.D. from Southern Methodist University.

FORREST S. LATTA, is a member of the ALFA law firm of Bowron Latta & Wasden, P.C. in Mobile, Alabama, and he currently serves on the Board of Directors of ALFA International. Mr. Latta practices primarily in the area of insurance and product liability law, with an emphasis on defending claims against insurance carriers and related entities. He is a member of the Federation of Defense and Corporate Counsel (FDCC) and the Product Liability Advisory Counsel (PLAC). Mr. Latta also serves on the Alabama Supreme Court Standing Committee for Rules of Appellate Procedure.

DANETTE LEONHARDI, presently employed by Unigard Insurance Group, Wintertur U.S. Holdings, has had a long career handling and managing property, casualty, life, health and inland marine matters for Kemper, Chubb, Home Insurance and Unigard Security Insurance Company. Ms. Leonhardi's exposure to catastrophic claims handling began with asbestos exposures in 1984 as a claim handler for GAF Industries. The onus of her experience has been in the Excess, Surplus Lines, Reinsurance industry managing a broad spectrum of toxic tort exposures and their accompanying complexities. Her reinsurance expertise encompasses a variety of special fields including retrocessional agreements, reinsurance accounting practices, underwriting procedures and intermediary/broker operations and procedures.

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FACULTY BIOS (continued)

KEVIN E. O'BRIEN is a member of the Denver, Colorado ALFA law firm of Hall & Evans, L.L.C. Mr. O'Brien's practice emphasizes representation in complex and industry-wide litigation, with particular focus on insurance, disability, bad faith, reinsurance, commercial and products liability matters. In addition to Mr. O'Brien's active trial practice, he serves on the law firm's Board and Executive Committee. He is the Vice-Chair for the ALFA Insurance Practice Group. Mr. O'Brien is a graduate of the University of Notre Dame and the University of Denver, College of Law.

DOUG RICHMOND is Senior Vice President in the Professional Services Group of Aon Risk Services, the world's largest broker of lawyers' professional liability insurance, where he consults with Aon's large law firm clients on professional responsibility and liability issues. Before joining Aon in Chicago, Doug was a partner with Armstrong Teasdale LLP in Kansas City, Missouri (1989-2004), where he had a national trial and appellate practice. In 1998, he was named the nation's top defense lawyer in an insurance industry poll as reported in the publications *Inside Litigation* and *Of Counsel*. Doug earned his J.D. at the University of Kansas, an M. Ed. from the University of Nebraska, and his B.S. from Fort Hays State University.

DAVID A. STEIGER is the Director and Claims Counsel for CNA Financial Services in Chicago, Illinois where he is in charge of complex coverage matters. In this capacity, Mr. Steiger is in charge of selection of outside counsel, analysis of coverage issues, and the in-house management of all liability and damages issues for the cases under his supervision. David holds B.A. and J.D. degrees from Indiana University, and serves as an Adjunct Professor for DePaul's University's School of New Learning, where he lectures on various topics of globalization and foreign policy.

JEANNE UNGER is a partner in the Litigation Department of the Minneapolis, Minnesota ALFA firm of Rider Bennett where she is chair of the Insurance Coverage Practice Group. For the past 20 years she has focused her practice in insurance coverage litigation and appellate practice. Ms. Unger is a member of the Defense Research Institute (DRI) (immediate past Chair of the Insurance Law Committee), the Minnesota Defense Lawyers Association, the Minnesota State Bar Association and the American Bar Association. She has lectured and published frequently for these organizations in the area of insurance coverage.

PETER VAN DYKE is National Claim Counsel in the Claims Legal Exposure Management division of CNA. In this position Peter manages high exposure litigation for standard lines across the country. Prior to joining CNA three years ago, Peter was a partner at Doran Blackmond, LLP in South Bend Indiana where he specialized in insurance defense litigation. Peter received his law degree at Notre Dame Law School and his undergraduate degree at the University of the Ozarks.

GENERAL INFORMATION

Meeting Location:

The Westin Chicago River North
320 North Dearborn Street
Chicago, Illinois 60610
Phone: (312) 744-1900
Fax: (312) 527-2650

Registration:

Contact your ALFA attorney to register for this event.

ALFA Hotel Room Rate:

\$249.00 per night for single occupancy
\$279.00 per night for double occupancy

The deadline for obtaining a room reservation at the ALFA rate is August 20, 2006. After this date, hotel reservations at the ALFA rate will be given on a space-available basis only.

Hotel reservations are requested by completing the online seminar registration process. Please contact your ALFA attorney to register. Participants are responsible for their own transportation arrangements.

CLE Credit:

ALFA International certifies that this activity has been approved for General CLE Credit in the amount of 2.75 hours and for Ethics Credit in the amount of 1.0 hours. Furthermore, participating speakers may be credited with additional CLE time equivalent to an amount computed by multiplying actual speaking time by four.

ATTENDANCE IS OPEN ONLY TO MEMBERS OF ALFA INTERNATIONAL AND THEIR INVITED GUESTS

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