

**June 18-22, 2018  
Sheraton Kansas City at Crown Center**

**Conference Agenda**

<b>Monday, June 18</b>			
Primary Track/Topic Areas: Financial Regulation (FR), Producer Licensing (PL) Arriving early? Registration will also be open on Sunday, June 17 from 3:00 – 6:00 pm. Don't miss the Exhibitor Welcome Reception on Monday at 5:30 pm!			
Time	Session Title & Description	Area	Continuing Education
7:00 – 5:00	<b>Onsite Registration &amp; Packet Pickup</b> <i>Exhibit Hall Prefunction</i>		
7:00 – 5:00	<b>Exhibit Hall Open</b> <i>Exhibit Hall A</i>		
7:00 – 8:30	<b>Breakfast</b> <i>Exhibit Hall A</i>		
8:00 – 8:50	<b>Ethics in 2018: Considerations for Regulators and Industry</b> <i>New York</i> This session will focus generally on the various ethical issues and related considerations encountered by both regulators and industry representatives, along with developments in corporate governance, duty of care and conflicts of interest. <i>Casey McGraw, Legal Counsel III, NAIC</i> <i>Kara Binderup, Sr. Counsel I, NAIC</i>	FR	CLE CPE DRC
8:30 – 11:20	<b>Producer Licensing Regulator Forum (Regulator Only)</b> <i>Chicago</i> Interact with NAIC/NIPR staff in a regulator only discussion of current state issues, the importance of uniformity and reciprocity, and how the functions of daily licensing influence public policy decisions and impact state insurance regulation. This is also a chance for regulators to provide feedback on current products and services. <i>Greg Welker, Antifraud and Producer Licensing Program Manager, NAIC</i> <i>Timothy B. Mullen, Director, Market Regulation, NAIC</i> <i>Karen Hornig, Executive Director, NIPR</i> <i>Laurie Wolf, Deputy Director, NIPR</i> <i>Tiffany Doenges, State Implementation Manager III, NIPR</i> <i>Trevor Barnard, Manager II-State Support, NIPR</i>	PL	
9:00 – 9:50	<b>Red Flags and Early Warning Signs in Solvency Monitoring (Part 1)</b> <i>New York</i> This session will cover: a.) ORSA and ERM related “red flags” and b.) signs that may not be captured by a firm’s ORSA such as: excessive management and/or director turnover, multitude of related party transactions, negative press, financial profile outside the industry norm, pricing of securities of company, parent or other affiliates, transactions that obscure the company’s financial condition, and significant changes in premiums written. <i>Patricia Caldwell, Partner, Gordian Group LLC</i> <i>Dennis McGettigan, Partner, Gordian Group LLC</i> <i>Damian Britt, Managing Director, Gordian Group LLC</i> <i>Jody Adolf, Partner, Dentons</i> <i>Bruce Baty, Partner, Dentons</i>	FR	CPE DRC

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PL – Producer Licensing | FR – Financial Regulation | IN – CIPR/Innovation | MR – Market Regulation | C – Communications

## Monday, June 18

9:00 – 9:50	<b>EU/US Covered Agreement: Reinsurance Collateral Requirements</b> <i>Atlanta</i> The EU/US Covered Agreement would eliminate reinsurance collateral requirements for EU reinsurers that meet certain requirements. The states will need to consider action with respect to reinsurance collateral reforms within 60 months or be subject to potential federal preemption. <i>Dan Schelp, Managing Counsel, NAIC</i>	FR	CLE CPE DRC
	<b>Business Plan and Financial Review (Regulator Only)</b> <i>San Francisco</i> Review of Business Plan and Financials for the ultimate controlling party (UCP) and Applicant Company. Assess the business plan narrative and questionnaire for accuracy and completeness. Evaluate the financials of the UCP and proforma for the Applicant Company. <i>Jeff Hunt, Director, Company Licensing and Registration Office, Texas Department of Insurance</i>	FR	CPE DRC
9:50 – 10:30	<b>Networking Break</b> <i>Exhibit Hall A</i>		
10:00 – 10:20	<b>Exhibitor Theatre #1: Meet and Greet with Noble Consulting Services, Inc.</b> <i>Exhibit Hall A</i> Stop by for ice cream treats and to meet the Noble Consulting Services, Inc. staff. Attend for a chance to win a \$25 gift card! <i>Noble Consulting Services, Inc.</i>		
	<b>Exhibitor Theatre #2: The Power of Customer Experiences</b> <i>Exhibit Hall A</i> We will discuss how establishing a strong Customer Experience provides value to both the carrier and insured. We will explore what makes a great Customer Experience, the immediate impact for in force management and how we can drive better social sales, cross-sales, and up-sales through experience management. Attend for a chance to win a \$25 gift card! <i>Life.io</i>		
10:30 – 11:20	<b>Electronic Uniform Certificate of Authority Application (UCAA) Review (Regulator Only)</b> <i>San Francisco</i> This session will cover using iSite+ tools to review the electronic UCAAs. Are hard-copy filings a thing of the past? Come to this session to find out! <i>Debbie Doggett, Chief Financial Analyst, Missouri Department of Insurance, Financial Institutions and Professional Registration</i> <i>Jane Barr, Manager I-Company Licensing &amp; RBC, NAIC</i>	FR	CPE DRC
	<b>To Model or Not-to-Model: an Open Discussion with a Chief Risk Officer and a Regulator</b> <i>New York</i> NAIC staff will interview an insurance Chief Risk Officer (CRO) and a department of insurance representative on the value of a risk capital model from a business and a regulatory perspective. How should it be reviewed by a regulator? What is the role of a CRO in its development, use and review? How complex should it be? <i>Julie Lederer, Insurance Financial Analysis Specialist, Missouri Department of Insurance</i> <i>Alietia Caughron, VP Enterprise Risk &amp; Economic Capital, CNA Financial</i> <i>Elisabetta Russo, ERM Advisor, NAIC</i>	FR	CPE DRC
	<b>EU/US Covered Agreement: Group Supervision and Confidentiality</b> <i>Atlanta</i> In addition to the high-profile issue of reinsurance collateral, the EU/US Covered Agreement also addresses groupwide supervision, group capital and confidentiality. This session will explore what impact these provisions will have for the state regulatory system. In addition, this session will cover the operational aspects of the covered agreement, including the joint committee, and what these articles may mean for implementation and administration of the agreement. <i>John Bauer, Chief Counsel, Regulatory Affairs, NAIC</i>	FR	CLE CPE DRC
10:30 – 12:00	<b>NIPR Product Overview</b> <i>Chouteau</i> Attend this industry only session to hear about some of the exciting new enhancements and initiatives being created by NIPR that will assist in electronic producer licensing navigation. <i>Kingston Koser, Director, Business Development, NIPR</i> <i>Mike Turpin, Supervisor II-Customer Experience, NIPR</i> <i>Kenny Cutler, Account Executive II, NIPR</i> <i>Beth Lewis, Manager II-Agile Coach, NIPR</i> <i>Zack Ludwig, Manager I-Industry Products, NIPR</i>		
11:30 – 1:00	<b>Lunch</b> <i>Exhibit Hall A</i>		
12:00 – 1:00	<b>National Treatment and Coordination (E) Working Group Open Call</b> <i>Exhibit Hall B</i>		

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<b>1:00 – 1:50</b>	<p><b>Practical Application of PDB Alerts</b> Chicago</p> <p>This session will discuss customer implementation of NIPR's Producer Database (PDB) Alerts service from the customer perspective. This service is designed to keep company data in sync with NIPR's Producer Database. <i>Dani Fields-Damato, Compliance Officer and Vice President, Marsh USA Inc.</i> <i>Jason Mulligan, Assistant Vice President, Sales Contract and Compensation Services, Colonial Life</i></p>	PL	
	<p><b>Corporate Governance, Internal Controls and Fraud (Regulator Only)</b> New York</p> <p>This regulator only session will explain how weaknesses in corporate governance and internal controls can result in significant risk exposures including fraud. <i>Jim Hattaway, Managing Director, Noble Consulting</i> <i>Bruce Jensen, Senior Manager II-Solvency Monitoring, NAIC</i></p>	FR	CPE DRC
	<p><b>Overview of Life Insurance Products &amp; Features</b> Atlanta</p> <p>Want to know more about life insurance products and features? Join us for an overview of new and existing life insurance/annuity products and features, with a discussion of their associated solvency risks and corresponding risk mitigation practices. <i>Aaron Sarfatti, Managing Director and Head of Strategy for Life, Retirement and Wealth Management, AXA</i></p>	FR	CPE DRC
	<p><b>UCAA - Application Preparation</b> Exhibit Hall B</p> <p>This session will cover application preparation including preparing a complete business plan that covers the marketing plan, product development, geographical coverage and claims processing. Compliance standards with Management Service Agreements (MSA) and statutory requirements will be covered as well as the importance of complete Biographical affidavits. <i>Jeff Hunt, Director, Company Licensing and Registration Office, Texas Department of Insurance</i></p>	FR	CPE DRC
<b>2:00 – 2:50</b>	<p><b>Industry Perspective on Producer Licensing</b> Chicago</p> <p>Back by popular demand, this highly interactive discussion of industry best practices is where you want to be to discover how companies and agencies handle certain processes, address day-to-day licensing issues and other industry-related hot topics. <i>Donna Robinson, Assistant Vice-President, Licensing and Commissions, Physicians Mutual Insurance Company</i></p>	PL	
	<p><b>Accreditation Q&amp;A Panel (Regulator Only)</b> San Francisco</p> <p>During this session accreditation team members will answer questions about a typical full review including what to expect during interviews, hot topics raised while discussing recommendations and how to prepare for a review. This will also give state regulators a chance to ask questions. Panel members will provide a range of perspectives from their personal experiences. <i>Bruce Schowengerdt, Owner, Schowengerdt Consulting, LLC</i> <i>Bill O'Connell, Managing Director, Noble Consulting</i> <i>Dana Rudmose, Principal, Rudmose &amp; Noller Advisors, LLC</i> <i>Sara Franson, Accreditation Program Manager, NAIC</i></p>	FR	CPE DRC
	<p><b>Red Flags &amp; Early Warning Signs in Solvency Monitoring (Part 2)</b> New York</p> <p>Learn how a state insurance regulator can be better prepared to respond to problems or requests and hear about actions to consider such as: improving dialogue through collaboration, additional reporting and considering the timing, structure and scope of review. <i>Patricia Caldwell, Partner, Gordian Group LLC</i> <i>Dennis McGettigan, Partner, Gordian Group LLC</i> <i>Damian Britt, Managing Director, Gordian Group LLC</i> <i>Jody Adolf, Partner, Dentons</i> <i>Bruce Baty, Partner, Dentons</i></p>	FR	CPE DRC
	<p><b>Key Statutory Accounting Practices (SAP) Investment Updates</b> Atlanta</p> <p>This session will focus on investment related statutory accounting revisions. <i>Julie Gann, Senior Manager II-Accounting &amp; Reporting, NAIC</i> <i>Robin Marcotte, Senior Manager II-Accounting Policy, NAIC</i> <i>Fatima Sediqzad, SCA Valuation and Accounting Policy Advisor, NAIC</i> <i>Jake Stultz, Sr. Accounting Policy Advisor, NAIC</i></p>	FR	CPE DRC
<b>2:50 – 3:30</b>	<p><b>Networking Break</b> Exhibit Hall A</p>		

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<b>3:00 – 3:20</b>	<b>Exhibitor Theatre #1: Not Just Any 20 minutes of Networking with ER</b> <i>Exhibit Hall A</i> Laughter. Fun. Excitement. Prizes. <i>Examination Resources</i>		
	<b>Exhibitor Theatre #2: On-Demand Micro-Insurance. What is it and Why Should You Care?</b> <i>Exhibit Hall A</i> Rain from JAUNTIN' will be giving a quick crash course on what micro-insurance is and why insurance companies should embrace it (and quickly!). Attend for a chance to win a \$25 gift card! JAUNTIN'		
	<b>Exhibitor Theatre: Paths and Plans for Optimizing Your Work Life with State Based Systems (SBS)</b> <i>Benton</i> Get the inside view of NAIC technologies that support state insurance regulators, the industry and consumers. Learn simple techniques and tools to help you improve your processes and increase efficiency. Hear about plans to improve and enhance the application for the future. <i>Roger Graves, Manager II-State Based Systems, NAIC</i>		
	<b>Exhibitor Theatre: Electronic Uniform Certificate of Authority Application (UCAA) Demo</b> <i>Empire</i> When was the last time you used UCAA to process a company licensing application? Are you considering expanding your company licenses to additional states? Come to this session to see a demonstration of NAIC's UCAA.		
<b>3:30 – 4:20</b>	<b>Exam Handbook Update</b> <i>New York</i> Come to this session to get your annual update on changes to exam handbook (SOFE credential requirement). <i>Miguel Romero, Financial Examination Manager I, NAIC</i> <i>Jacob Steilen, Financial Examination/Accreditation Specialist, NAIC</i>	FR	CPE DRC
	<b>Reinsurance Credit Regarding the Current Exposure at SAP</b> <i>Atlanta</i> This session will provide background and overview of ongoing credit for reinsurance discussions of the Statutory Accounting Principles (E) Working Group. <i>Sheldon Summers, Actuary, Claire Thinking, Inc.</i> <i>Robin Marcotte, Senior Manager II-Accounting Policy, NAIC</i>	FR	CPE DRC
	<b>UCAA Application Process Roundtable Discussion</b> <i>San Francisco</i> This session is an opportunity for industry and regulators to discuss the company licensing application process and areas for improvement. <i>Jeff Hunt, Director, Company Licensing and Registration Office, Texas Department of Insurance</i> <i>Jane Barr, Manager I-Company Licensing &amp; RBC, NAIC</i>	FR	
<b>3:30 – 5:20</b>	<b>Joint Producer Licensing Uniformity (D) Working Group and Uniform Education Working Group Interim Meeting</b> <i>Exhibit Hall B</i> This open session will be a formal NAIC Joint Working Group meeting for regulators and interested parties to address current issues and the 2018 charges.		
<b>4:30 – 5:20</b>	<b>Financial Reporting Updates &amp; Issues</b> <i>Atlanta</i> Hear about significant recent or proposed changes to the NAIC Annual Statement Blanks and instructions. <i>Mary Caswell, Manager III-Data Quality, NAIC</i> <i>Linda Hunsucker, Senior Insurance Reporting Analyst, NAIC</i>	FR	CPE DRC
	<b>The Accreditation Program and Analysis Tips (Regulator Only)</b> <i>San Francisco</i> Regulators will be given an understanding of the accreditation program. Focus will be on what is expected during accreditation reviews, specifically discussing each <u>analysis</u> standard and what the review teams look for. <i>Ed Dinkel, Senior Financial Consultant, Rector &amp; Associates, Inc.</i> <i>Sara Franson, Accreditation Program Manager, NAIC</i>	FR	CPE DRC
	<b>ERM Expectations for Non-ORSA Filers</b> <i>New York</i> How does ERM look for insurers below the ORSA premium threshold, and what questions should the regulator ask to decide if it is appropriate for the nature, size and complexity of the risks? <i>Elisabetta Russo, ERM Advisor, NAIC</i>	FR	CPE DRC
<b>5:30 – 7:00</b>	<b>Exhibitor Welcome Reception</b> <i>Exhibit Hall A</i>		

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## Tuesday, June 19

*Primary Track/Topic Areas: Financial Regulation (FR), Producer Licensing (PL)  
Join us at 6:00 pm for the 2018 Insurance Summit Reception at the Kauffman Center!*

Time	Session Title & Description	Area	Continuing Education
7:00 – 5:00	<b>Onsite Registration &amp; Packet Pickup</b> <i>Exhibit Hall Prefunction</i>		
7:00 – 5:00	<b>Exhibit Hall Open</b> <i>Exhibit Hall A</i>		
7:00 – 8:30	<b>Breakfast</b> <i>Exhibit Hall A</i>		
8:00 – 8:50	<b>Federal Initiatives</b> <i>Chicago</i> Attend this session to hear an overview of current federal initiatives impacting state insurance regulators and industry. <i>John Fielding, Counsel, Steptoe &amp; Johnson LLP</i> <i>Wes Bissett, Senior Counsel of Government Affairs, Independent Insurance Agents and Brokers Association (IIABA)</i> <i>Brooke Stringer, Senior Financial Policy and Legislative Advisor, NAIC</i>	PL	CLE DRC
	<b>Financial Analysis Dashboard: A New Look at Financial Analytic Data (Regulator Only)</b> <i>Empire</i> Business Intelligence (BI) tools, such as Tableau, are capable of providing much more functionality than traditional application development tools. One of the greatest strengths of BI analytical tools is they can leverage data and convert data into actionable information. Get a sneak peek at how BI can provide some of these capabilities using data filed with the NAIC. <i>Todd Sells, Director, Financial Regulatory Policy &amp; Data, NAIC</i> <i>Andy Daleo, Senior Manager I-P/C Financial Analysis</i>	FR	CPE DRC
	<b>Cybersecurity – the What, How and When of Expanding Examination Procedures and Risk Exposures</b> <i>Atlanta</i> Come to this session to hear a discussion of when and how to perform additional exam procedures when weaknesses in cybersecurity are identified during an examination. <i>Phil Schmoyer, Senior Manager, Baker Tilly</i>	FR	CPE DRC
	<b>Group Capital Calculation</b> <i>San Francisco</i> This presentation will discuss the progress of the Group Capital Calculation (E) Working Group as it develops a group capital calculation as an additional regulatory analysis tool. The presentation will describe the key decisions made to date as well as the general timeline for implementation. <i>David Altmaier, Commissioner, Florida Office of Insurance Regulation</i>	FR	CPE DRC
	<b>The Future Standard for Annuity Sales</b> <i>Chicago</i> This session will provide an overview of the current NAIC's suitability standards, implementation status and impact of the Department of Labor's fiduciary standard, as well as the development of a best interest standard by the NAIC. Where do these standards intersect and what does it mean for licensed producers and insurance regulators? <i>Doug Ommen, Commissioner, Iowa Insurance Division</i> <i>Donald J. Walters, President and CEO, Compliance &amp; Ethics Forum for Life Insurers (CEFLI)</i>	PL	CLE DRC
9:00 – 9:50	<b>Cyber Risk Analytics – BitSight (Regulator Only)</b> <i>New York</i> This session will provide an overview of cyber risk analytics and the role they can play in regulatory oversight of insurer operations. BitSight will also provide an overview of the features of their cyber risk analytic tool and case studies for existing government/regulatory usage. <i>Jake Olcott, VP of Strategic Partnerships, BitSight</i>	FR	CPE DRC
	<b>Use of Catastrophe Modeling in Underwriting and Reinsurance Coverage Decisions</b> <i>Empire</i> Can't get enough information about catastrophes? Come to this session to hear an overview of the basics of catastrophe modeling, including a discussion of how modeled results are used by insurers and their brokers to develop a reinsurance program and make coverage and underwriting decisions. <i>Carl Hedde, Head of Risk Accumulation, Munich Re US</i> <i>Bryan Fuller, Director, Examination Resources, LLC</i>	FR	CPE DRC

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9:00 – 9:50	<p><b>Principle Based Reserving (PBR) for Financial Regulators</b>  <i>San Francisco</i>                      Companies reporting using PBR is just around the corner. Come to this session to hear an overview and recap of PBR concepts, including a discussion of "what can go wrong" in calculating PBR reserves. This session will cover NAIC resources (current and planned) to support regulators in this area.  <i>Pat Allison, Assistant Managing Life Actuary, NAIC</i>  <i>Jennifer Frasier, Life Examination Actuary, NAIC</i></p>	FR	CPE DRC	
	<p><b>Shifting Investment Practices in the U.S. Insurance Industry</b>  <i>Atlanta</i>                      U.S. insurers report approximately \$6 trillion in invested assets in their general accounts, representing a significant part of the overall investment markets. As those markets have continued to evolve, and the pace of change has increased in recent years, U.S. insurers have adjusted their investment strategies to meet these changes. While investment grade corporate bonds remain a mainstay, the overall asset mix has shifted to less traditional. What are the potential issues that come from those changes?  <i>Ed Toy, Senior Technical Policy Advisor, Capital Markets &amp; Macro Prudential Surveillance, NAIC</i></p>	FR	CPE DRC	
9:50 – 10:30	<p><b>Networking Break</b>  <i>Exhibit Hall A</i></p>			
10:00 – 10:20	<p><b>Exhibitor Theatre #1: Johnson Lambert Meet &amp; Greet</b>  <i>Exhibit Hall A</i>                      What makes the Johnson Lambert Regulatory Services team so amazing? Stop by the Exhibitor Theatre for an opportunity to interact with our dedicated Senior Management team, which includes Certified Financial Examiners and Certified Insurance Examiners, and see for yourself. We'll be giving out more than just handshakes and high-fives; the first 30 visitors will receive a special gift and all attendees will have a chance to win a \$25 gift card!  <i>Johnson Lambert</i></p>			
	<p><b>Exhibitor Theatre #2: Paths and Plans for Optimizing Your Work Life with SERFF</b>  <i>Exhibit Hall A</i>                      Get the inside view of NAIC technologies related to the System for Electronic Rate and Forms Filings (SERFF) that support state insurance regulators, the industry and consumers. Learn simple techniques and tools that will help you improve your processes and increase your efficiency. Hear the plans to improve and enhance the application for the future.  <i>Michelle Wilson, Product Specialist III, NAIC</i></p>			
	<p><b>Exhibitor Theatre: Paths and Plans for Optimizing Your Work Life with MCAS</b>  <i>Van Horn</i>                      Get the inside view of NAIC technologies related to the Market Conduct Annual Statement (MCAS) that support state insurance regulators, the industry and consumers. Learn simple techniques and tools to help improve your processes and increase your efficiency. Hear plans to improve and enhance the application for the future.  <i>Frances Stuart, Manager III-Technical Training, NAIC</i></p>			
10:30 – 11:20	<p><b>A Beginners Guide to Artificial Intelligence</b>  <i>Chouteau</i>                      Learn how your life is powered by Artificial Intelligence (AI), and see how you become more effective as your machine gets smarter. Get started with an introduction to the differences between Artificial Intelligence, Machine and Deep Learning, and Supervised vs. Unsupervised Learning.  <i>Jeremy Fisher, Director, Software Systems, DST Applied Analytics Group</i></p>			
	<p><b>Millennial Generation is Changing Insurance</b>  <i>Chicago</i>                      With every new generation we experience change. How is the millennial generation impacting the insurance industry? We will discuss emerging changes of how insurance is purchased, underwritten, and claims are processed. In addition, we will review the effects these changes could have on insurance fraud.  <i>Matthew J. Smith, Director of Government Affairs &amp; General Counsel, Coalition Against Insurance Fraud</i></p>		PL	CLE DRC
	<p><b>Cyber Risk Analytics – Cyence (Regulator Only)</b>  <i>San Francisco</i>                      This session will provide an overview of cyber risk analytics and the role they can play in regulatory oversight of insurer operations. Cyence will also provide an overview of the cloud-based application and the important role it can play in regulatory oversight.  <i>John Merchant, Director of Global Cyber Solutions, Cyence</i>  <i>Julie Eichenseer, Director of Global Client Solutions, Cyence</i>  <i>Andre Carletto, Cyence</i></p>		FR	CPE DRC

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<b>10:30 – 11:20</b>	<p><b>Investment Issues and Concerns for Insurance Regulators (Regulator Only)</b> <i>Atlanta</i> What is the nature of changing investment practices, what is driving those changes, and what investment risks are U.S. insurers taking? Credit risk was once the main concern of regulators. Credit risk has been overshadowed by many other factors as investment markets have grown more volatile and insurers have entered markets outside of what was once their comfort zone. What should state insurance regulators be focusing on in this increasingly complex world? What tools can regulators rely on to navigate and understand the vast amount of data? <i>Ed Toy, Senior Technical Policy Advisor, Capital Markets &amp; Macro Prudential Surveillance, NAIC</i></p>	FR	CPE DRC
	<p><b>Overview of Health Insurance Products</b> <i>Empire</i> This session will provide an overview of basic health insurance products (e.g., comprehensive, Medicaid, Medicare, etc.) with a discussion of their associated solvency risks and corresponding risk mitigation practices. <i>Jeff Martin, Director, NAIC Policy, Regulatory Financial Operations, UnitedHealth Group</i> <i>Demetria Tittle, Senior Financial Analyst, Blue Cross Blue Shield Association</i> <i>Joseph Zolecki, Financial Regulatory Services, Blue Cross Blue Shield Association</i></p>	FR	CPE DRC
<b>11:30 – 1:00</b>	<p><b>Lunch</b> <i>Exhibit Hall A</i></p>		
<b>11:40 – 12:00</b>	<p><b>Exhibitor Theatre #1: Improved Data Quality and Compliance for Statutory Financial Filings</b> <i>Exhibit Hall A</i> Gain Compliance offers software that improves data quality and compliance for the Statutory Financials Filings. Its cloud-based solution eliminates errors and improves reporting outcomes for both insurers and regulators. Attend this session to learn more - along with a chance to win a \$25 gift card! <i>Gain Compliance</i></p>		
	<p><b>Exhibitor Theatre #2: Learn How to Strengthen Your Core in 15 Minutes a Day</b> <i>Exhibit Hall A</i> Come by to see how easy and fun it is to strengthen your core musculature in 15 minutes a day at your desk or at home. No need for workout clothes and no sweat involved! Protect yourself against back injury or heal that nagging back pain you live with day to day using Alert Core's fun and robust app on your phone. Attend this session for a chance to win a \$25 gift card! <i>Alert Core</i></p>		
<b>11:45 – 12:50</b>	<p><b>InsurTech Solution to Policy and Form Filings – A State Pilot Project Panel Discussion (Regulator Only)</b> <i>Benton</i> RiskGenius is an InsurTech company whose web-based platform uses machine learning to read, interpret and understand insurance policies and forms. Its application could be an enhancement to the process of forms filings by insurers to state insurance departments. Some states are currently participating in a State Pilot Project determining the platform's application to policy and form filing and providing feedback and workflow suggestions back to RiskGenius. During this session, regulators will hear first-hand experiences and may participate in a discussion and Q&amp;A about workflows related to policy and form filing. RiskGenius and panelists will also provide step-by-step reviews of various processes during a live demonstration. Regulators are encouraged to grab their lunch from the Exhibit Hall and bring it into the session. <i>Moderator/Presenter: Chris Cheatham, CEO, RiskGenius</i> <i>Panelists: Kay Godfredsen, First Deputy Commissioner, Iowa Insurance Division</i> <i>Tyler Laughlin, Deputy Commissioner, Oklahoma Insurance Department</i> <i>Rosemary Raszka, Senior Rate &amp; Form Analyst, Vermont Department of Financial Regulation</i> <i>Rebecca Rebholz, Director, Bureau of Market Regulation, Wisconsin Office of the Commissioner of Insurance</i></p>	IN	
<b>12:30 – 12:50</b>	<p><b>Exhibitor Theatre #1: Clearsurance - Giving Insurance Consumers a Voice</b> <i>Exhibit Hall A</i> Crowdsourced customer feedback is shared across most major industries, including travel (TripAdvisor), hospitality (Yelp and Open Table), employers (Glassdoor) and most consumer products under the sun (Amazon). Learn about a community of consumers that share their experiences with their car, homeowners and renter's insurance companies. Attend for a chance to win a \$25 gift card! <i>Clearsurance</i></p>		
<b>1:00 – 2:50</b>	<p><b>Innovation and Technology (EX) Task Force Meeting</b> <i>New York</i></p>		

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## Tuesday, June 19

1:00 – 1:50	<p><b>The Rise of the Robo Advisor</b> <i>Chicago</i></p> <p>This session will explore the use of automated financial product advisors in the insurance industry. As automated financial advice continues to expand, insurance regulators need to understand the potential changes in the insurance marketplace, how existing licensing standards might apply to robo advisors, and the impact on insurance producers. This session will explore these topics with the goal of raising awareness about robo advisors and the potential benefits and concerns everyone should be considering as we look to the future regulation of insurance producers.</p> <p><i>Tom Baker, William Maul Measey Professor of Law and Health Sciences, University of Pennsylvania Law School</i></p>	PL	DRC
	<p><b>FAST Tools Update (Regulator Only)</b> <i>San Francisco</i></p> <p>Come to this session to get your annual update on changes to financial analysis system tools (SOFE credential requirement).</p> <p><i>Jane Koenigsman, Sr. Manager I, L/H Financial Analysis, NAIC</i> <i>Bree Wilson, Sr Financial Analyst, NAIC</i> <i>Ann Farr, Sr Financial Analyst, NAIC</i></p>	FR	CPE DRC
	<p><b>Risk-Based Capital Update</b> <i>Atlanta</i></p> <p>This session will include an update on the work of the Investment Risk-Based Capital (E) Working Group and its consideration of the various RBC formulas with regard to investments. It will also include an update on the work of the Operational Risk (E) Subgroup and its consideration of an operational risk charge in the RBC formula as well as a discussion on current considerations related to RBC and tax reform.</p> <p><i>Lou Felice, Solvency &amp; Capital Policy Advisor, NAIC</i></p>	FR	CPE DRC
	<p><b>TeamMate</b> <i>Empire</i></p> <p>What You Need to Know: NAIC hosting of coordinated financial examinations has transitioned to the SQL centralized database model with TeamMate 12.1 on the Citrix servers. Important changes to the process of utilizing the Citrix server are in effect. There are new IDs, a new URL and changes to processes for initiating projects and offloading them. Get ahead of the game and be prepared to move forward with minimal delays.</p> <p><i>James Portuguez, Electronic Workpaper Program Manager, NAIC</i></p>	FR	CPE DRC
2:00 – 2:50	<p><b>Social Media and Regulation</b> <i>Chicago</i></p> <p>Technology changes daily and the use of social media continues to grow. In this session we will discuss how the insurance industry is using social media for advertising and selling, and how insurance carriers are using information found on social media profiles to investigate insurance claims.</p> <p><i>Matt Barton, Chief Executive Officer, Missouri Association of Insurance Agents (MAIA)</i> <i>Alex Lanning, CBIZ Employee Services Organization</i> <i>Rebecca Shigley, Vice President of Agency Resources, Independent Insurance Agents of North Carolina (IIANC)</i></p>	PL	DRC
	<p><b>Accreditation Program and Examination Tips (Regulator Only)</b> <i>Empire</i></p> <p>This session will provide regulators with a general understanding of the accreditation program. The presenters will focus on what is expected during accreditation reviews, specifically discussing each <u>examination</u> standard and what the review teams consider.</p> <p><i>John Humphries, Partner, Risk and Regulatory Consulting, LLC</i> <i>Sara Franson, Accreditation Program Manager, NAIC</i></p>	FR	CPE DRC
	<p><b>Consumer Perspectives on the Financial Oversight of Insurers</b> <i>San Francisco</i></p> <p>This panel will present consumer advocates' perspectives on a range of recent issues relating to the financial regulation of insurers. Topics covered may include the implementation of Principles-Based Reserving, the development of activity-based approaches to identify systemic risks in insurance, and the risks associated with state-specific exceptions to solvency or accounting rules. The panel is designed less to serve as a "how to guide" for regulators, and instead to provide a forum for discussing how consumers' perspectives can and should inform the on-the-ground regulation of insurers' financial stability and soundness.</p> <p><i>Birny Birnbaum, Director, Center for Economic Justice</i> <i>Brendan Bridgeland, Director, Center for Insurance Research</i> <i>Daniel Schwarcz, Professor of Law, University of Minnesota Law School</i></p>	FR	CPE DRC

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## Tuesday, June 19

2:00 – 2:50	<p><b>Key Statutory Accounting Practices (SAP) Updates</b>  <i>Atlanta</i>                      This session will focus on statutory accounting revisions that are not investment related.  <i>Julie Gann, Senior Manager II-Accounting &amp; Reporting, NAIC</i>  <i>Robin Marcotte, Senior Manager II-Accounting Policy, NAIC</i>  <i>Fatima Sediqzad, SCA Valuation and Accounting Policy Advisor, NAIC</i>  <i>Jake Stultz, Sr. Accounting Policy Advisor, NAIC</i></p>	FR	CPE DRC
2:50 – 3:30	<p><b>Networking Break</b>  <i>Exhibit Hall A</i></p>		
3:00 – 3:20	<p><b>Exhibitor Theatre #1: Cyber: Keep Pace with the Threat</b>  <i>Exhibit Hall A</i>                      Please join Cyence Risk Analytics, a product family of Guidewire, as we provide an introduction to how we serve a critical role with regulators in their evaluation prioritization. Cyence's highly experienced models leverage cyber threat intelligence, data science and machine learning to provide a probability of breach and a relative peer ranking. Regulators leverage this information to monitor the overall threat landscape and regulated entity specific exposure as they look to protect consumers information and maintain financial solvency. Attend for a chance to win a \$25 gift card!  <i>John Merchant, Director of Global Cyber Solutions, Cyence</i>  <i>Julie Eichenseer, Director of Global Client Solutions, Cyence</i>  <i>Andre Carletto, Cyence</i></p>		
	<p><b>Exhibitor Theatre #2: InsurTech and How It Is Disrupting What It Means To Be a Broker: A conversation with the founder of Wunderite with input from industry thought leaders, executives, brokers and agents</b>  <i>Exhibit Hall A</i>                      Technology is changing what it means to be a broker -- companies are asking more of agents and paying them less. Despite improvements in technology, the workflow has not improved and selling takes longer. Cold calling and email hit rates are low, forcing many agents to use a consultative selling approach with clients. This may lead to insight-based selling as technology evolves. InsurTech startups have collectively raised more than \$22 billion in venture capital funding seeking to disrupt an over trillion-dollar industry. However, many obstacles remain, including state-by-state regulation and a fragmented distribution network. Attend this session for a chance to win a \$25 gift card!  <i>Wunderite</i></p>		
	<p><b>Exhibitor Theatre: Paths and Plans for Optimizing Your Work Life with OPTins</b>  <i>Van Horn</i>                      Get the inside view of NAIC technologies related to Online Premium Tax for Insurance (OPTins) that support state insurance regulators, the industry and consumers. You will learn simple techniques and tools that will help you improve your processes and increase your efficiency. Then we'll guide you through the plans to improve and enhance the application for the future.  <i>Alex Rogers, Product Specialist II, NAIC</i></p>		
3:30 – 4:20	<p><b>Innovation Keynote: Big Data, Behavior Analytics, OSINT &amp; the Internet of Things</b>  <i>Exhibit Hall B</i>                      Marketing databases, customer analytics, open source intelligence and behavioral patterns are easier to manage with big data—but are these data elements safe from hackers? What is the impact of new technologies, from Pokémon GO to the Internet of Things? Theresa Payton explains how to harness big data to achieve business goals while incorporating safeguards to fight cybercriminals and how the Internet of Things may be the driver of global change.  <i>Theresa Payton, CEO, Fortalice Solutions</i>  <i>Former White House Chief Information Officer &amp; Cybersecurity Authority Starring on CBS's TV Show, "Hunted"</i></p>		
4:30 – 5:20	<p><b>Innovation and Technology Keynote – InsurTech Status Report</b>  <i>Exhibit Hall B</i>                      InsurTechs have become a hot topic and have already impacted the insurance industry globally and triggered change across the entire insurance value chain. The young, but vibrant history of InsurTech is proving to be one of the most exciting industries to follow. This panel will include some of the top thought leaders in InsurTech who will share their insights and perspectives on the past, present and future of InsurTech based on their extensive involvement in and around it. Learn from these experts on the latest InsurTech trends; who have been the winners and losers; and what business models seem to be gaining the most traction.  <i>Moderator: Robert McIsaac, Senior Vice President, Research &amp; Consulting Novarica, Inc.</i>  <i>Panelists: Wayne Allen, Chief Executive Officer, Insurance Thought Leadership</i>  <i>Brian Hemesath, Managing Director, Global Insurance Accelerator</i>  <i>Leland Holcomb, Scout &amp; Investor Readiness, Hartford InsurTech Hub at Startupbootcamp</i>  <i>Elizabeth Kukka, Head of Program &amp; Operations, Plug and Play Tech Center</i></p>		
6:00 – 8:00	<p><b>Insurance Summit Reception</b>  <i>Kauffman Center for the Performing Arts</i>  <i>1601 Broadway</i>  <i>Transportation provided: Shuttles will run to and from the Sheraton from 5:45 to 8:15 pm</i></p>		

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## Wednesday, June 20

*Primary Track/Topic Areas: CIPR/Innovation (IN), Market Regulation (MR)  
Don't miss the Officer Panel and Afternoon Keynotes!*

Time	Session Title & Description	Area	Continuing Education
7:00 – 5:00	<b>Onsite Registration &amp; Packet Pickup</b> <i>Exhibit Hall Prefunction</i>		
7:00 – 1:00	<b>Exhibit Hall Open</b> <i>Exhibit Hall A</i>		
8:00 – 9:50	<b>NAIC 2018 Officers Breakfast and Panel</b> <i>Exhibit Hall B</i> Always an Insurance Summit attendee favorite, join us for a plated breakfast and interesting and insightful look at what is happening at the NAIC and insurance regulation generally in an informal “fireside chat” with NAIC’s leadership including NAIC’s 2018 Officers and NAIC’s COO/CLO. <i>Moderator: Andrew J. Beal, Chief Operating Officer and Chief Legal Officer, NAIC</i> <i>Panelists: Julie Mix McPeak, NAIC President, Commissioner, Tennessee Department of Commerce and Insurance</i> <i>Eric A. Cioppa, NAIC President-Elect, Superintendent, Maine Bureau of Insurance</i> <i>Raymond G. Farmer, NAIC Vice President, Director, South Carolina Department of Insurance</i> <i>Doug Ommen, NAIC Chair of the Big Data (EX) Working Group, Commissioner, Iowa Insurance Division</i>		
9:50 – 10:15	<b>Networking Break</b> <i>Exhibit Hall A</i>		
9:55 – 10:15	<b>Exhibitor Theatre #1: Automated Machine Learning: Making the Insurance Industry AI-Driven, Customer-Centric and Error-Free</b> <i>Exhibit Hall A</i> In this 20-minute session, we will showcase “automated machine learning” using DataRobot. In the 21st century, working with automated systems and machines are becoming mainstream. Automation allows faster decision-making, requires fewer resources and reduces operational risks significantly. In this session, we will solve an auto insurance fraud prediction problem using DataRobot’s automated machine learning platform. Throughout the session, we will highlight how the automated system is opening up previously unknown information, protecting consumers from “black box predictions” through transparent explanations and interpretations, and, finally, how the process-orientation of automated machine learning reduces operational risk; e.g., coding error or forgetting a critical statistical step. No prior AI/machine learning or prediction background required. Attend for a chance to win a \$25 gift card! <i>DataRobot</i>		
9:55 – 10:15	<b>Exhibitor Theatre #2: State Ahead Strategic Plan: The NAIC Insurance Regulator Professional Designation Program</b> <i>Exhibit Hall A</i> Commissioner Jon Godfread (ND), NAIC Designation Board Chair, will talk about how the NAIC Designation Program can help states develop their staff at all levels of experience. Discussion will include training of new staff members, how seasoned regulators can use the program and the benefits at the leadership level. Learn how you can develop your own investment specialist at your state through the newest designation, the Investment Professional in Insurance Regulation (IPIR). <i>Jon Godfread, Commissioner, North Dakota Insurance Department</i>		
10:15 – 12:00	<b>D’Bet(t)a Bowl – Pitch Competition – Innovation Showcase</b> <i>Exhibit Hall B</i> Back by popular demand, please join us for our second annual D’Bet(t)a Bowl competition! This interactive session is a take-off from the entrepreneur-themed reality TV show Shark Tank where entrepreneurs pitch their ideas to a set of investors. These hopeful ‘entrepreneurs’ will be InsurTech start-ups, who will be given just minutes to ‘pitch’ their preliminary ‘beta version’ ideas live in front of a panel. After each pitch, our panel of experts will ask questions to assess the potential of the idea. Although InsurTechs must often fight each other like betta fish for funding in true ‘pitch’ competitions, this session is a purely educational exercise—but there is a winner which the audience will help to choose! <i>Host: Nick Gerhart, Chief Administrative Officer, FBL Financial Group</i> <i>Judges: Robert McIsaac, Senior Vice President, Research &amp; Consulting, Novarica, Inc</i> <i>Chris Downer, Associate, XL Innovate</i> <i>Dan Dall’Asta, Partner, Route 66 Ventures</i> <i>Barbara Richardson, Commissioner, Nevada Division of Insurance</i> <i>InsurTechs: AlertCore, Benekiva, Clearurance, FairClaims, JAUNTIN’, Plasmatic Technologies, RiskPossible, Wunderite</i>	IN	
11:30 – 1:00	<b>Lunch</b> <i>Exhibit Hall A</i>		
11:40 – 12:00	<b>Exhibitor Theatre #1: Meet and Greet with Benefit Management</b> <i>Exhibit Hall A</i> Stop by for light refreshments and to meet staff from Benefit Management. We look forward to seeing you in the Exhibit Hall. Attend for a chance to win a \$25 gift card! <i>Benefit Management</i>		

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## Wednesday, June 20

11:40 – 12:00	<b>Exhibitor Theatre #2: Byeo</b> <i>Exhibit Hall A</i> <i>Byeo</i>		
12:00 – 4:00	<b>Group Capital Calculation (E) Working Group Interim Meeting/Call</b> <i>New York</i> The purpose of the meeting/call is to continue discussions on ongoing aspects of the calculation including Non-regulated entities and scope of group, and/or other items for which ongoing discussion is possible.		
12:20 – 12:50	<b>Exhibitor Theatre #1: Open Data and Continuous Underwriting</b> <i>Exhibit Hall A</i> Learn more about mining the web for information about risk —the art and science of web crawling. Attend this session for a chance to win a \$25 gift card! <i>RiskPossible</i>		
1:00 – 1:50	<b>Chiefs Social Media – We are Number 1!</b> <i>Empire</i> In his role as the Director of Digital Media & Strategy, James Royer of the Kansas City Chiefs leads the team's digital strategy, including web, social media and mobile across all business units while overseeing all paid social marketing and advertising efforts as well as digital analytics, customer service and fan engagement. He'll share with us how he took the team's social media ranking from 20th place to 1st and how those engaging in social media can learn from his success. <i>James Royer, Director of Digital Media &amp; Strategy, Kansas City Chiefs</i>	C	DRC
	<b>Demystifying the Black Box of Big Data</b> <i>San Francisco/Chicago</i> The age of Big Data is upon us. The digital and connected world generates huge amounts of data every second from a variety of sources outstripping the capacity of traditional data management and analytical tools. This session will explore how the advent of Big Data, advanced analytics and machine learning allows insurers to intelligently analyze and interpret all of the available data to improve modeling predictions and increase efficiency. <i>Moderator: Elizabeth Kelleher Dwyer, Superintendent of Insurance, Rhode Island Division of Banking and Insurance</i> <i>Panelists: Kirstin Marr, President, Valen Analytics</i> <i>John Siegman, Founder &amp; CRO, HazardHub</i> <i>Robert Gaydos, Corporate Advisor, Limelight Health</i>	IN	DRC
	<b>Innovation – Process and Pace, the Future is Here</b> <i>Atlanta</i> Information is interesting, but largely useless, without application and frankly, without accountability. This session will focus on what is required to bring all of the information about technologies and transformative ideas into an actionable process and the how the process will drive accountability; hence actual innovation. It will also explore how RiskBlock took a cutting edge idea and technology—blockchain—and followed a process to arrive at new product which is now a leading (if not the leading) blockchain consortium in the insurance industry. <i>Moderator: Wayne Allen, CEO, Insurance Thought Leadership</i> <i>Panelists: Adam Carmichael, Vice President, The Institutes</i> <i>Guy Fraker, CIO, Insurance Thought Leadership</i> <i>Christopher McDaniel, President, RiskBlock Alliance</i>	IN	DRC
2:00 – 2:50	<b>How the Internet of Things (IoT) will Transform the Insurance Industry</b> <i>San Francisco/Chicago</i> The world has never been more connected than it is today. The IoT is the ever-growing network of technology connected through the internet for remote sensing and control. It is changing the insurance industry as we know it. However, while the growth in the IoT presents creates new opportunities, it also poses new security challenges. This session will discuss how IoT has now moved beyond its use in auto insurance and is actively being explored for use in underwriting, claims, life and health insurance. <i>Moderator: Guy Fraker, CIO, Insurance Thought Leadership</i> <i>Panelists: Matteo Carbone, Founder and Director, IoT Insurance Observatory</i> <i>Nick Gerhart, Chief Administrative Officer, FBL Financial Group</i> <i>John Nixon, Sr. Director – Energy, Siemens PLM</i> <i>Cletus Nunes, Sales Director, North America, Octo Telematics</i>		

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## Wednesday, June 20

	<p><b>Good Profit: How AI is Changing the Insurance Industry</b> <i>Van Horn</i></p> <p>In this extraordinary time of digital transformation, when insurance companies are using different data and AI to become more profitable, it is becoming increasingly important to understand the full spectrum of applications across different functions and any possible adverse impact of these emerging technologies on consumers. Facebook's data-sharing issue is a classic example of the "evil use" of technology. Is it just regulators' responsibility to make technology consumer friendly? Or, should insurance and technology companies take this as a joint responsibility along with the regulators? In this session, we will focus on AI and Machine Learning and discuss (with case studies) how we can use these technologies to understand otherwise unknown processes better, make it transparent and, finally, in many cases, increase insurability (e.g., quantifying mortality risk of customers with complex medical history or insuring high-frequency claimants through granular risk segmentation). We will also discuss why model transparency and validations are critical components of AI and Machine Learning workflow, for both the success of insurers as well as the well-being of consumers. No prior knowledge of AI is required.</p> <p><i>Satadru Sengupta, General Manager and Data Scientist, DataRobot Insurance</i></p>	IN	
2:00 – 2:50	<p><b>NAIC Consumer Information Source (CIS) Redesign – Useagility, LLC. (UI) Prototype Review</b> <i>Empire</i></p> <p>Join us for an inside look of the new Consumer Information Source (CIS). Participants will hear about the research conducted with consumers and have an opportunity to provide feedback on the new design. This is a joint session for industry and regulators.</p> <p><i>Timothy B. Mullen, Director, Market Regulation, NAIC</i> <i>Ginny Ewing, Assistant Director – Information Systems, NAIC</i> <i>Joe Paolucci, Manager III – Market, Financial and Licensing Systems, NAIC</i> <i>Lois E. Alexander, Market Regulation Manager II, NAIC</i> <i>Lisa Latas, Experience Director, Useagility, LLC.</i> <i>Jenni Mitchell, UX Director, Useagility, LLC.</i></p>	MR	
	<p><b>Industry Technology Panel</b> <i>Chouteau</i></p> <p>Join our panel of NAIC technology experts as we share the progress of our efforts to support NAIC customers with more features and capabilities. Hear about our ongoing platform transformation as well as improvements to the accessibility of data and data analytics. Designed for industry attendees but regulators welcome!</p> <p><i>Daniel Barker, Chief Enterprise Architect, NAIC</i> <i>Pete Lund, Solutions Architect, NAIC</i> <i>Sanjay Saini, Solutions Architect, NAIC</i> <i>Michael Sheehan, Solutions Architect, NAIC</i></p>		
2:50 – 3:30	<p><b>Technology Table Talk (Regulator Only)</b> <i>Benton</i></p> <p>State IT attendees: this is your opportunity to get your questions answered as you meet with NAIC technology experts for an informative roundtable discussion focusing on Cloud and data technology.</p> <p><i>Daniel Barker, Chief Enterprise Architect, NAIC</i></p>		
2:50 – 3:30	<p><b>Networking Break</b> <i>Exhibit Hall Prefunction</i></p>		
3:30 – 4:20	<p><b>Keynote – Healthcare Cost Drivers and Opportunities</b> <i>Exhibit Hall B</i></p> <p>Can we continue on a path where healthcare costs will exceed \$3.3 trillion and represent more than 18 percent of gross domestic product? It's a question Julie Mix McPeak, NAIC President and Tennessee Commissioner of Commerce and Insurance, and Dr. Bharat Sutariya, MD, FACEP, Vice President and Chief Medical Officer Population Health at Cerner Corporation, will discuss during a special one-on-one keynote.</p> <p>You don't want to miss this talk about health care cost drivers and opportunities for mitigating these escalating costs that lead to untenable insurance premium increases. Extensive efforts have already been made on the payer side of this equation. While insurance companies will continue to be important players, these two insurance thought leaders will converse about the key stakeholders, possibilities and the role of innovation and technology in achieving improved outcomes, quality of care and cost management in health care. Learn about the potential solutions that can "bend the curve" in regard to rising health care costs as well as what the future holds from these leading experts.</p> <p><i>Julie Mix McPeak, NAIC President, Commissioner, Tennessee Department of Commerce and Insurance</i> <i>Bharat Sutariya, MD, FACEP, Vice President and Chief Medical Officer, Population Health, Cerner Corporation</i></p>		
4:30 – 5:20	<p><b>Innovation and its Impact on the Future</b> <i>Exhibit Hall B</i></p> <p>There are the people who hope the future will be better, then there are the people who reason the future will be better, Byron is the second variety. Both a futurist and optimist, Byron believes we are approaching a Fourth Age for humanity that promises to be infinitely better than anything we have seen before. Reese explores how businesses operating in industries undergoing dramatic changes can prosper and be successful.</p> <p><i>Byron Reese, CEO, Knowingly</i></p>		

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## Thursday, June 21

*Primary Track/Topic Areas: Communication (C), CIPR/Innovation (IN), Market Regulation (MR)  
Free night! Enjoy KC!*

Time	Session Title & Description	Area	Continuing Education
7:00 – 3:00	<b>Onsite Registration &amp; Packet Pickup</b> <i>Exhibit Hall Prefunction</i>		
7:00 – 8:30	<b>Breakfast</b> <i>Exhibit Hall B</i>		
8:00 – 8:50	<b>Taking Better Photos</b> <i>Empire</i> Veteran photojournalist Toby Talbot will help you understand the elements of good photography and guide you to more impactful imagery. You will learn to use perspective and point of view before you push the shutter button, find out what it means to be the “human zoom” and see how cropping and toning can save a “happy snap.” The simple tools to help improve your images will be covered in this session. <i>Toby Talbot, former Associated Press photographer</i>	C	DRC
	<b>Analytic Dashboards in the Market Regulation World</b> <i>New York</i> The introduction of Business Intelligence (BI) tools into the NAIC application development toolbox has made it possible to more effectively aggregate, analyze and display data in meaningful ways. This session will review some of the dashboards recently created and planned for the Market Regulation community. You won't want to miss it! <i>Lois E. Alexander, Market Regulation Manager II, NAIC</i> <i>Aaron Brown, Enterprise Business Intelligence Technician, NAIC</i> <i>Tressa Smith, Senior Market Analyst, NAIC</i> <i>Joe Paolucci, Manager III – Market, Financial and Licensing Systems, NAIC</i> <i>Chris Witt, Manager II – Application Development</i>	MR	DRC
	<b>The Role of Data Analytics to Detect Fraud</b> <i>Atlanta</i> The role of data analytics is a difficult process to master; however, the benefits with regard to fraud detection have improved greatly. The systems in place are now capable of providing the analytics necessary to detect fraud. This session will look at how data analytics are used as integral tools to detect insurance fraud.	MR	DRC
8:00 – 9:50	<b>Why RegTech is Becoming the Next Big Thing</b> <i>San Francisco/Chicago</i> RegTech is a blend word of “regulatory technology” created to address regulatory challenges using technology. It aims to improve the efficiency and quality of company regulatory compliance and regulation of the industry in the insurance space. This interactive session will begin with a panel discussion exploring the concept of RegTech, followed by presentations from RegTech startups who will have an opportunity to showcase their ideas. <i>Moderator: Wayne Allen, CEO, Insurance Thought Leadership</i> <i>Panelists: Chris Cheatham, CEO, RiskGenius</i> <i>John Humphries, Jr., Founder and CEO, Risk Possibilities</i> <i>Mark Webb, Owner, Prop 23 Advisor</i> <i>RegTechs: Chris Cheatham, CEO, RiskGenius</i> <i>Julie Eichenseer, Director of Global Client Solutions, Cyence</i> <i>John Humphries, Jr., Founder and CEO, Risk Possibilities</i> <i>Burch LaPrade, CEO, Gain Compliance</i>	IN	
9:00 – 9:50	<b>Public Information Officer (PIO) Exchange / Panel</b> <i>Empire</i> State insurance departments are where we get some of our best ideas. During this session, we're going to hear some good ideas and some things to watch out for in your job from a panel of PIO experts.	C	
	<b>Market Regulation in the Era of Autonomous Vehicles</b> <i>New York</i> Autonomous vehicles are here. You have seen them and may have even been a passenger. In our automotive dependent culture, the impact of autonomous vehicles will be felt by everyone in all areas of commerce and daily life. This session explores the current state-of-the-art technologies and examines the insurance ramifications with an emphasis on potential market regulation and market conduct concerns. <i>Kelsey Brunette, Ideation Analyst, Munich Re America</i> <i>Eric Nordman, Director, CIPR &amp; Regulatory Services, NAIC</i>	MR	DRC

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## Thursday, June 21

<b>9:00 – 9:50</b>	<p><b>Insurance Fraud Following Catastrophes and Natural Disasters</b> <i>Atlanta</i> Fraud that occurs after a catastrophe or natural disaster affects everyone. This session will uncover the tactics that are used to commit insurance fraud in these situations. It will also look at new innovative methods to prevent this type of insurance fraud. <i>Alan Haskins, Vice President of Government Affairs, National Insurance Crime Bureau (NICB)</i></p> <p><b>Reinsurance: Saving the Individual Market</b> <i>Van Horn</i> National experts will discuss 1332 waivers, reinsurance and proven outcomes from the one-year anniversary of the Alaska Reinsurance Program. <i>Debbie McCormick, Account Manager, Benefit Management LLC</i> <i>Elizabeth Leif, President and Senior Consulting Actuary, Leif Associates Inc.</i> <i>Cecil D. Bykerk, President, CDBykerk Consulting</i></p>	MR	DRC
<b>9:50 – 10:30</b>	<p><b>Networking Break</b> <i>Terrace</i></p>		
<b>10:15 – 12:00</b>	<p><b>Mindful Copywriting: A Practical Approach for Packing a Persuasive Punch</b> <i>Empire</i> Want to know how to turn writing from "boring" to "brilliant!"? Get ready for a jam-packed session with persuasive power and practical take-aways that can transform your writing into a force that motivates and moves critical audiences. Persuasion expert and educator Dr. Greta Perel will show you how to instantly amp up your writing with sharp insights and office-ready tips! <i>Greta Perel, Ph.D., Educator, The Mindful Copywriter Method &amp; Real World PhD</i></p>	C	DRC
<b>10:30 – 11:20</b>	<p><b>Standing Up in the Midst of the 2017 Catastrophes – Recovering and Rebuilding</b> <i>New York</i> In an era when the scale of natural and manmade catastrophes is growing rapidly in severity, 2017 stood out. Images of the damage caused by wind, rain, fire and earthquakes have stunned us all. This session will review this historic year and the efforts of industry, regulators and consumers to not just recover, but to plan for future events. <i>Dennise Perez Serrano, Puerto Rico Office of the Commissioner of Insurance</i> <i>Melissa Hield, Associate Commissioner, Consumer Protection Section – Compliance Division, Texas Department of Insurance</i> <i>Virginia Christy, Director, Property &amp; Casualty Financial Oversight, Florida Office of Insurance Regulation</i> <i>David Edwards, Bureau Chief, Claims Services Bureau, California Department of Insurance</i></p> <p><b>Innovator and Regulator Panel: When Innovation Meets Regulation</b> <i>San Francisco/Chicago</i> The very nature of the business of insurance is transforming, driven by technological advancements and socio-economic trends. Legacy carriers and InsurTechs are leading the way with innovative solutions to measure, control and price risk; engage with customers; reduce cost; improve efficiency; expand insurability; and create new products and business model. This session will bring together innovators and regulators to discuss how the industry is balancing technological innovation and consumer protection. <i>Moderator: Brian Hemesath, Managing Director, Global Insurance Accelerator</i> <i>Panelists: Matteo Carbone, Founder and Director, IoT Insurance Observatory</i> <i>Sarah Schneider, Team Lead Digital Strategy in Travel &amp; Insurance, Allianz Partners</i> <i>Patrick M. McPharlin, Director, Michigan Department of Insurance and Financial Services</i> <i>Julie Sherlock, Head of Insurance Strategy, Boost Insurance</i></p> <p><b>The Use of Wearable Wireless Devices to Fight Fraud</b> <i>Atlanta</i> With advances in technology multiplying rapidly, the use of wireless devices will continue to grow and be used in different aspects of everyday life. This session will look at how wireless and "black-box" devices are used in the fight against insurance fraud as well as what is being done to protect us against insurance fraud through these devices. <i>Matthew J. Smith, Coalition Against Insurance Fraud</i></p>	MR	DRC
<b>11:30 – 1:00</b>	<p><b>Lunch</b> <i>Exhibit Hall B</i></p>		
<b>1:00 – 5:00</b>	<p><b>Casualty Actuarial and Statistical (C) Task Force Meeting – Open</b> <i>Chouteau</i> This open session of the Casualty Actuarial and Statistical (C) Task Force will include technical presentations on the uses of predictive analytics in property/casualty rate filings.</p>		

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## Thursday, June 21

1:00 – 1:50	<p><b>Trust Me – You WANT Your News Filtered</b> <i>Empire</i> You want your news filtered, right? Most say they do not. Most equate filtered news with fake or biased news. As a news reporter and anchor, Ms. Dubill has witnessed firsthand attempts of someone diverting attention from truth by claiming it's fake. On the flip side, she has also witnessed a clear bias in some reporting and the true existence of real fake "news." Ms. Dubill will guide you through a look at media like you've never seen it before. She will tell you why you really do want your news filtered and why ultimately you are the one with all the power. <i>Christa Dubill, Anchor, KSHB 41 Action News</i></p>	C	DRC
	<p><b>Ethical Considerations of Big Data Analytics</b> <i>New York</i> What should companies do and what should regulators look for to ensure that insurers' big data algorithms are based on accurate and complete data, free from bias and are fair to consumers? <i>Birny Birnbaum, Executive Director, Center for Economic Justice</i> <i>Robert D. Helfand, Pullman &amp; Comley, LLC</i></p>	MR	DRC
	<p><b>InsurTech Game Changers for the Insurance Industry</b> <i>San Francisco/Chicago</i> Learn from leading InsurTechs operating on the cutting edge about how they are leveraging technology to meet customer needs in new innovative ways. This panel discussion includes InsurTechs that have "disrupted" the insurance business model. The panel will also discuss what each company does, how they serve the insurance market and lessons learned along the way. <i>Moderator: Eric A. Cioppa, NAIC President-Elect, Superintendent, Maine Bureau of Insurance</i> <i>Panelists: Rick McCathron, Head of Insurance, Hippo Insurance</i> <i>Braden Davis, Chief Insurance Officer, Jetty</i> <i>Bob Reville, CEO, Praedicat, Inc.</i></p>	IN	DRC
2:00 – 2:50	<p><b>Crisis Communication: Putting a Plan into Action</b> <i>Empire</i> Occasionally we have to manage the communication of a newsworthy crisis. Learn how to have a plan and put it into action so you aren't caught off guard when the cameras are rolling and time is of the essence. <i>Gordon Billingsley, Professor, Johnson County Community College</i></p>	C	DRC
	<p><b>Everyone's a Pilot Nowadays, but is Everyone Insured?</b> <i>New York</i> How many of the drones flying above you have appropriate insurance coverages? How many are being flown illegally? The answers to these questions are "too few" and "too many." This session will tell you all you need to know about the legal environment, risks and exposures before you pilot that new drone of yours. <i>Rob Hopson, Vice President, Account Executive—Aviation Specialist, Lockton</i></p>	MR	DRC
	<p><b>How Artificial Intelligence is Ushering in a New Era of Risk Micro Segmentation</b> <i>San Francisco/Chicago</i> With the increasing availability of public and private data on people, organizations and the world, artificial intelligence (AI) can enable more fine-grained risk segmentation for more efficient pricing of policies. This session will discuss how AI improves risk segmentation – where underwriting is being done increasingly on the basis of ever smaller or more segmented pools of risk or categories of insureds as models become more predictive and sophisticated. <i>Moderator: Eric Nordman, Director, CIPR &amp; Regulatory Services, NAIC</i> <i>Panelists: Satadru Sengupta, General Manager and Data Scientist, DataRobot Insurance</i> <i>Martha Notaras, Partner, XL Innovate</i> <i>Birny Birnbaum, Executive Director, Center for Economic Justice</i> <i>David F. Snyder, Property Casualty Insurers Association of America</i></p>	IN	DRC
2:50 – 3:30	<p><b>Networking Break</b> <i>Terrace</i></p>		
3:30 – 4:20	<p><b>DC Update on Health Issues (Regulator Only)</b> <i>Empire</i> One of the key functions of the NAIC is to represent the interest of regulators in Washington, DC. Brian Webb and his team work with NAIC's CEO, Mike Consedine, to educate Members of Congress, their staff, the Federal Insurance Office (FIO), Treasury and other regulators. We will receive an informative update from Brian and have an opportunity to ask questions. <i>Brian Webb, Assistant Director, Health Policy &amp; Legislation, NAIC</i></p>	C	DRC

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## Thursday, June 21

3:30 – 4:20	<p><b>Does Your Cybersecurity Plan Pass Muster?</b> <i>New York</i></p> <p>Malicious system attacks, malware, viruses and spoofing are becoming more prevalent and sophisticated and raising concerns for both the insurance industry and insurance regulators. This session will explore two key facets—what every insurance professional should be doing to stop the chances of a data breach and how cybersecurity standards and data breach risks may impact a market conduct examination. Hear from a panel of experts about what duties are being placed on insurance companies and what steps insurance regulators should take to ensure the protection of company data. The reputational risk of a data breach is too high to miss this session!</p> <p><i>Lamont Boyd, Director, Insurance Scores &amp; Analytics, FICO</i> <i>Bruce R. Ramge, Director, Nebraska Department of Insurance</i> <i>Eric Nordman, Director, CIPR &amp; Regulatory Services, NAIC</i></p>	MR	DRC
	<p><b>Emerging Trends in the Insurance Sector</b> <i>San Francisco/Chicago</i></p> <p>Emerging technologies are reshaping the insurance landscape. This session will discuss the top tech trends in the health, life and property and casualty insurance sectors. A panel of key stakeholders from each sector will offer insights into what emerging trends are expected to have the biggest future impact.</p> <p><i>Moderator: Nikki Hall, CIPR Manager, NAIC</i> <i>Panelists: Mica Cooper, CEO and President, Aisus</i> <i>Guy Fraker, CIO, Insurance Thought Leadership</i> <i>Brian Hemesath, Managing Director, Global Insurance Accelerator</i></p>	IN	DRC
4:30 – 5:20	<p><b>Seven Professional Writing Secrets to Write Better, Faster &amp; Easier</b> <i>Empire (Limited to 50 attendees)</i></p> <p>Do you struggle to write effective emails, reports, presentations? Discover 7 writing tricks used by professionals—from award-winning national writing expert Paula Peters. In this fast-paced, interactive seminar, you will learn 7 easy tricks for writing better, faster, easier—for emails, proposals, web content, PPTs, and reports. Plus, you'll learn how people read content today (hint: it's different from 5 years ago!). Bring a pen, and get ready to write. Paula has trained executives, military officers, CEOs—and will show you the “insider” tricks of the trade.</p> <p><i>Paula Peters, published author, President, Peters Writing Services, Inc.</i></p>	C	DRC
	<p><b>Taking Fido to Hawaii – Are You Insured?</b> <i>New York</i></p> <p>What is this line of insurance and what does it cover? These questions are often asked when discussing pet insurance and travel insurance. This session will review these lines of insurance—what coverage is provided, how each product is priced and distributed, and the claims process. Participants will end this session with a clearer understanding of how these markets operate and the applicable regulatory standards unique to these products.</p> <p><i>Phil Grevin, AVP, Associate General Counsel, Nationwide</i> <i>Scott Liles, Vice President, Chief Officer - Pet, Nationwide</i> <i>Catherine Grason, Chief of Staff, Maryland Insurance Administration</i></p>	MR	DRC

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Friday, June 22	
Time	Session Title & Description
7:00 – 8:30	<b>Breakfast</b> <i>Chicago</i>
9:00 – 12:00	<b>Chief Market Regulator Forum (Regulator Only)</b> <i>New York</i> Market regulators from all NAIC jurisdictions are welcome to this session. The regulator only forum is an opportunity to freely discuss market regulation activities and practices with other jurisdictions. This session is designed for the chief market regulators but all regulators are encouraged to attend and participate.
	<b>Casualty Actuarial and Statistical (C) Task Force Meeting (Regulator Only)</b> <i>Atlanta</i> This regulator only session of the Casualty Actuarial and Statistical (C) Task Force will include some case studies and discussions about the review of predictive analytics in property/casualty rate filings.
11:00 – 1:00	<b>Lunch</b> <i>Ballroom Foyer</i>
12:00	<b>Conference Adjourns</b>

**Continuing Education Information**

The Insurance Summit is, first and foremost, a learning event. Through it attendees will acquire new ideas, fresh perspectives, best practices and continuing education credit. Information about specific credits available through the Summit is provided below. Attendees must be present for the entirety of each session in order to meet participation requirements; partial credit is not awarded.



**CPE**  
The NAIC is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be submitted to the National Registry of CPE Sponsors through its website: [www.NASBARegistry.org](http://www.NASBARegistry.org).

\*Financial Regulation sessions on Monday and Tuesday are prequalified for CPE. Up to 12 credits will be available. [View Qualified Sessions](#)



**DRC**  
Most educational sessions held at the Insurance Summit are pre-qualified for Designation Renewal Credits (DRCs). Regulators who currently hold an NAIC APIR, PIR, SPIR or IPIR designation and are pursuing continuing education credit to maintain it may be awarded credits for their participation.

**CLE**

The NAIC is an accredited CLE sponsor with the Missouri Bar. The CLE sessions at the Insurance Summit qualify for continuing legal education credit in most jurisdictions.

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