

2009 IRES Career Development Seminar Program Overview

| Consumer Services | Enforcement & Compliance | Financial | Life & Health | Market Regulation | Regulatory Compliance * (Industry Track) | Property & Casualty | Technology |
|-------------------|--------------------------------------|--------------------|----------------------|---------------------------|--|---------------------|----------------------|
| John Lamke, Chair | Betty Bates & Hazel Mosby, Co-chairs | Don Carbone, Chair | Dan Stemcosky, Chair | Anne Marie Narcini, Chair | Ron Kotowski & Dave Kenepp, Chairs | Eric Nordman, chair | Cynthia Amann, chair |

MONDAY

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|--------------------|---|--|---|---|-------------------------------|--|--|-------------------------------------|
| 8-10 a.m. | GENERAL SESSION: AIE-CIE-MCM Conferment Ceremony • PANEL: HEALTH INSURANCE REFORM | | | | | | | |
| 10:30 – 11:45 a.m. | Complaint Analysis | If it Looks Like Fraud, Smells Like Fraud | Risk Focused Examinations | Nuts & Bolts of the Life Insurance "Compact" | Regulating E-Commerce | Running an Efficient, Effective Market Conduct Exam: industry panel | Innovations in the Property-Casualty Industry | Technology and the Present Day Exam |
| Noon | LUNCHEON GENERAL SESSION: NAIC President keynote address • IRES awards presentations | | | | | | | |
| 1:30 – 3:00 p.m. | NAIC initiatives and tools: I-Site, MyNAIC, SERFF and more. | Compliance Reporting Forms: To Report or Not To Report | TeamMate/NAIC Team Stores | Can Annuity Suitability be Guaranteed? | Market Regulation 101 | The Continuum of Regulatory Options: Does it Work? Is it Being Followed by Regulators? | Does an Optional Federal Charter Make Sense for Property-Casualty Insurers? (90 min) | TeamMate, Part 1 (see details) |
| 3:30 – 5:00 p.m. | Managing Catastrophe Recovery Complaint Handling | Proactive Tools to Ensure Solid Producer Information | Taking the Mystery Out of Sampling on Exams | Insurance Contract Rescissions vs. Post Claims Underwriting | Market Analysis 5 Years Later | Roundtable Discussion of Industry & Regulatory Issues | National Flood Insurance Program: Can it be Fixed? | TeamMate, Part 2 (see details) |

TUESDAY

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| 8:30-10 a.m. | GENERAL SESSION: Karen Mills, comic  | | | | | | | |
| 10:30 – 11:45 a.m. | Senior Health Products: A Changing World | Insurance Products: As the World Turns | Solvency Modernization Initiative: What is NAIC up to now? | The Basics of Long Term Care Insurance | Market Regulation & Specialty Lines | How Market Analysis Has Changed Company Compliance | Reinsurance: How it Works; How it Affects Availability | Technology Recap and Demonstration: Hands On! |
| Noon | LUNCHEON GENERAL SESSION: Remarks by outgoing/Incoming Presidents. Presentation of 2009 IRES President's Award | | | | | | | |
| 1:30-3 p.m. | Wall Street Crisis and Insurers hosted by Financial & Property-Casualty Sections | | | Fraud: Latest Regulatory Tools hosted by Enforcement-Compliance and Regulatory Compliance (industry) | | | Hot Issues in Life & Health Market Regulation hosted by Market Regulation & Life-Health Sections | |
| Joint Sessions | | | | | | | | |