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Maria (Gaby) Suliman 201-569-3346
Edward R. Reilly & Co., Inc.

November 10, 2022

Dear LEA Members and Guests,

On behalf of the LEA Board of Directors, it is my pleasure to invite you to the LEA's Winter Meeting and Educational Conference being held in Fort Lauderdale FL at the Marriott Harbor Beach Resort, January 25-27, 2023.

Our Conference is an opportunity to catch up with your fellow members from all over North America, Latin America and the U.K. and obtain interesting educational content along with Continuing Education credits.

We begin on Wednesday the 25th at 8:00 am with our annual LEA golf outing at Jacaranda Golf Club in Plantation Florida.

On Thursday morning, the General Session includes three keynote topics. First, we have SSA Ted P Delacourt, FBI Cyber Division, provides perspective on Cyber security "**Ransomware and Cyber Intrusion Basics**". Next, Brigadier General Jeffery Pugh of the 350th Civil Affairs Command presenting "**Ethical Leadership and Military Training**". To close the General Session will be a Latin American Panel of experienced adjusters presenting "**Latin America: (Peculiarities of Loss Adjustment in the Region)**".

Thursday afternoon and Friday morning, we are providing a choice of three separate two-hour workshops followed by a choice of three separate one-hour sessions, all of which qualify for Continuing Education credits.

The topics for the two-hour sessions are *Catastrophic School District Claims; Loss Handling Involving Private Equity Insureds/Firms; Condominium Claim Controversies.*

The one-hour session topics are: *Catastrophic Events and its Impact on the Industry; Intersection of Delay, Extra Expense and Expediting on Builders Risk Claims; Property Case Law Update.*

These presentations will provide a balanced and informative program which we hope you will find entertaining and educational.

We are extremely pleased to return to the Marriott Harbor Beach in FT Lauderdale. You will find that it is a great value, so take advantage of the LEA hotel rate by booking on-line. I look forward to seeing everyone again for another successful LEA Conference. Register early as we anticipate keen interest in this January event.

Best Regards,

Raymond Mattia

LEA President

"Quality Education for the Property Claim Professional Since 1931"

Mailing Address: Loss Executives Association, P.O. Box 37, Tenafly, NJ 07670

Website: www.lossexecutives.com

MEETING & HOTEL RESERVATIONS

LEA's Website:

www.lossexecutives.com

User Name: Your Email Address

Password: Changeme! (unless you've changed it)

LEA has negotiated a special group rate of \$314.00 for meeting attendees. Please understand that rooms reserved for the LEA at the group rate are limited and will be processed on a first come first served system.

Payment by Credit Card - PLEASE READ THIS:

Once you've registered online for the meeting, on your registration confirmation page you will find the link to make your room reservation at Fort Lauderdale Marriott Harbor Beach Resort & Spa. YOU MUST MAKE YOUR RESERVATION NOW, if you don't we can't guarantee your room rate.

Payment by Check - PLEASE READ THIS:

Registrations completed online choosing check payment will not be processed until payment is received. Payment must be received within 7 business days of registering. Upon receipt of payment, an email containing the link needed to reserve your guest room will be sent to you.



Golf Outing
Jacaranda Golf Club



Wednesday, January 25, 2023
8:00 am Sharp

\$200 per player

- 5-minute shuttle to course
- Shamble – teams will be paired equitably
- Play in 4.5 hours

Name: _____ Hdcp or Avg. Score: _____

Additional details to golf registrants will be emailed closer to the date of the meeting.



Loss Executive Association
PO Box 37
Tenafly, NJ 07670
Phone: 201-569-3346
Email: info@lossexecutives.com

2023 ANNUAL MEETING & EDUCATIONAL CONFERENCE
Fort Lauderdale Marriott Harbor Beach Resort, Fort Lauderdale, FL

January 25 – 27, 2023

Wednesday, January 25, 2023

- 8:00 – 5:00 pm** **Registration Opens**
- 8:00 – 5:00 pm** **Speaker Ready Room Available**
- 8:00 am** **LEA Golf Event**
Jacaranda Golf Club
9200 West Broward Blvd.
Plantation, FL 33324
- 5:30 – 7:30 pm** **Opening Night Reception**
(Open to All Registered Attendees. Name badges are required for admittance into the reception and other LEA events.)

Thursday, January 26, 2023

- 8:00 – 9:00 am** **Continental Breakfast**
- 8:00 – 5:00 pm** **Registration Desk Open**
- 8:00 – 12:00 pm** **Speaker Ready Room Available**
- 8:15 – 9:00 am** **General Session/Members Meeting**
- 8:15 – 8:20 am** **Welcome/Anti-Trust Admonition Policy**
Costantino Suriano, Esq., Partner
Mound Cotton Wollan & Greengrass LLP
- 8:20 – 8:30 am** **Opening Remarks & Introductions**
Raymond Mattia, Vice President, Commercial Property Claims
AIG
- 8:30 – 8:35 am** **Remarks from St. John's School University**
- Introduction of Dean**

Brandon W. Sweitzer
Dean, Maurice R. Greenberg School of Risk Management, Insurance and Actuarial Science
- 8:35 – 8:40 am** **Treasurer's Report**
Marisa Jelicks
Senior Litigation Commercial Property Examiner for North America
Liberty Mutual

8:40 – 8:50 am	Membership Report Margaret A. (Peggy) Reilly <i>Edward R. Reilly & Co., Inc.</i>
8:50 – 8:55 am	Continuing Education & Golf Report Louis D. Magnan, CPA <i>J.S. Held, LLC</i>
8:55 – 9:00 am	Program Overview Steve Yeo, Group Head of Claims <i>Lancashire Insurance Company (UK) Limited</i>
9:00 – 10:00 am	Introduction of Guest Speaker
Topic	Ransomware and Cyber Intrusion Basics <i>Cyber security, computer intrusions and ransomware incidents are a modern scourge across all industries. For insurance executives, the risks are double as they endeavor to secure their clients as well as their own organizations. Given the constant evolution of the cybersecurity landscape, it is critical for loss executives to develop and maintain a functional understanding of cybersecurity terminology, issues, threats and mitigations.</i>
Guest Speaker	SSA Ted P. Delacourt, Cyber Division <i>Federal Bureau of Investigation HQ</i>
10:00 – 10:15 am	Refreshment Break
10:15 – 11:15 am	Introduction of Keynote Speaker
	Jeffrey D. Pugh BG, U.S. Army Reserve Commanding General 350 th Civil Affairs Command, Pensacola, FL
Topic	Ethical Leadership and Military Training The Ethical Decision Test, The Red Line Concept, and Aiming High and Right. This is related to a longer speech that he gives to all members of the organizations he leads. He will then relate this training to the benefits of hiring military veterans at civilian companies and what training and experiences veterans bring to the civilian market.
11:15 – 12:15 pm	Latin America: Peculiarities of Loss Adjustment in the Region <i>To illustrate that not only are there significant differences between claims adjusting in the United States and Latin America, but also among the latter's countries.</i>
Moderator	Felipe Hoetz, Partner <i>Acuna & Hoetz/Lloyd's Legal Representative - Chile</i>
Speakers	David Cooper, Group Director <i>Cooper Bros – Argentina</i> Ricardo Espinosa, President <i>R&G Espinosa – Mexico</i> Martin Faller, Managing Director <i>Sedgwick – Brazil</i>

Patrick Hardy, Executive Adjuster
Integra – Chile

12:15 – 1:30 pm

Lunch
(Open to all registered attendees)

1:30 – 3:30 pm

Concurrent Workshops
2-Hour Sessions (Select One)
Workshop meeting room locations are posted on the location Board in front of the Grand Salon as well as in front of each workshop room.

Workshop 1 (2 Hours)

Catastrophic School District Claims
Panelists will discuss valuable lessons learned from catastrophic school district loss involving extensive damage to multiple schools, including tactics that accelerated agreements among all parties on the extent of damage and scope and cost of repair/replacement.

Presenters

Justin Kestner, CEO
HAAG Global

Val Mansfield, Executive General Adjuster
McLarens

Steve Sherin, Assistant VP, Technical Consultant
Zurich

Workshop 2 (2 Hours)

Loss Handling Involving Private Equity Insureds
This session will address loss handling working with private equity insured's where the owner is trying to maximize their profits as a short-term investment. This session will also touch on the BI impact and what the deductibles are.

Participants

Dave Elmore, Partner
Matson Driscoll & Damico LLP

Mike Fink, Sr. Executive Adjuster
Engle Martin

Charles Doherty, Operations Vice President
FM Global

Lee Ann Thigpen, Partner
Robins Kaplan

Workshop 3 (2 Hours)

Condominium Claim Controversies
This session will address the top 10 issues that adjusters and attorneys face resolving condominium claims in the states of Washington and Florida.

Participants

Daniel Bentson, Shareholder
Bullivant Houser Attorneys

Evelyn Merchant, Founder
Berk Law Firm

Jeff Warner, Manager – Commercial Property Claims
Markel

3:30 – 3:45

Refreshment Break

3:45 – 4:45 pm

Concurrent Workshops (Cont.) Select One

1-Hour Sessions

Workshop meeting room locations are posted on the location Board in front of the Grand Salon as well as in front of each workshop room.

Workshop 4 (1 Hour)

Catastrophe Events and its Impact on the Insurance industry

Increased frequency of claims in both predicted / anticipated events versus unpredicted events from the management perspective of the Insurer (Claims), the Independent Adjuster as well as the Consultants

Participants

Mark Cantalamessa, Managing Director
Young & Associates

Larry Hinkel VP Head of US Property and Inland Marine
Sompo

Jason Keen, Executive General Adjuster
Sedgwick

Workshop 5 (1 Hour)

Intersection of Delay, Extra Expense and Expediting Expense on Builder's Risk Claims

Delay, Extra Expense and Expediting Expense. How they interact with the delay coverage with regards to extended general conditions claims from General Contractors.

Moderator

Rob Antonelli, Executive General Adjuster
Sedgwick

Participants

Luke Longcroft, Senior Managing Director
J.S. Held

Kanen Matthews, Senior Claims Specialist
AXA XL

Myles Parker, Partner
Carol Warren Parker

Workshop 6 (1 Hour)

Property Case Law Update

Courts around the country have issued significant first party property opinions in 2022. We will lead a discussion regarding some of these cases. This course will not be a lecture. Led by first party attorneys who handle complex cases in multiple jurisdictions, we will provide an overview of the facts and issues in each case, and then facilitate a robust discussion and debate amongst class attendees. At the end of each case, the audience will vote on what they predict the court decided, and then the actual decision will be revealed.

Participant

Clark Schirle, Partner
Butler Weihmuller Katz Craig

Rich Gable, Partner
Butler Weihmuller Katz Craig

Jamie Combee Novaes, Attorney
Butler Weihmuller Katz Craig

5:30 – 7:30 pm

Casual Outdoor Reception (*Weather Permitting*)
(*Open to all LEA registrants*)

Friday, January 27, 2023

7:30 – 11:45 am

Registration Desk Open

7:30 – 8:30 am

Continental Breakfast (*Open to all registered attendees*)

8:30 – 10:30 am

Repeat of Two-Hour Concurrent Workshops
Select One

Workshop 1 (2 Hours)

Catastrophic School District Claims

Workshop 2 (2 Hours)

Loss Handling Involving Private Equity Insureds

Workshop 3 (2 Hours)

Condominium Claim Controversies

10:30 – 11:00 am

Refreshment Break

11:00 – 12:00 pm

Repeat of One-Hour Concurrent Workshops
Select One

Workshop 4 (1 Hour)

Catastrophe Events and its Impact on the Insurance industry

Workshop 5 (1 Hour)

Intersection of Delay, Extra Expense and Expediting Expense on Builder's Risk Claims

Workshop 6 (1 Hours)

Property Case Law Update

12:00 pm

Conference Adjournment

An LEA officer will provide concluding remarks at the end of each workshop session.

CE Credit Requirements:

Please remember that CE forms are to be signed by only an authorized LEA CE delegate and/or by the instructor of each session.

No partial credit will be given. Attendees must attend the full sessions to receive CE credit for that session.

All forms, including your license number, are to be submitted at the close of the conference. There will be no exceptions for credit if your forms are not submitted and for missing license numbers.

Photography Waiver:

By attending the LEA session you consent that your picture may be in one of the photographs that are taken during the LEA conference. The photos may be published or otherwise used by the LEA, which retains exclusive ownership thereof and this consent is voluntary with no expectation of compensation now or in the future.

To Register: Visit the LEA website at www.lossexecutives.com

These presentations are for educational purposes only. The thoughts conveyed here are those of the panel members and are not the views of any companies, firms, or the LEA. The presenters are the professionals solely responsible for the content of these presentations.

Program Committee: Co-Chairs: Steve Yeo - Lancashire Insurance Company (UK) Limited, Michael Koski - RSUI Group Inc.; Niacole Borecki - Halliwell Engineering.



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AIG

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J.S. Held LLC

Meeting Coordinator/Event Planner

Maria Sclafani, *The Beaumont Group, Inc.*

WORKSHOP & EXECUTIVE FORUM REGISTRATION FORM

January 25 - 27, 2023

To assist us in determining Executive Forum and workshop space requirements, please indicate the sessions that you intend to attend.

I plan to attend: _____ (name)

WORKSHOP TITLE

Thursday PM
(1/26)

Friday AM
(1/27)

Select One for Each Day

2 Hour Sessions

1 - "Catastrophic School District
Claims"

2 - "Loss Handling Involving Private
Equity Insureds"

3 - "Condominium Claim Controversies"

Select One for Each Day

1 Hour Session

4 - "Catastrophe Events and its Impact
on the Insurance Industry"

5 - "Intersection of Delay, Extra Expense
and Expediting Expense on Builder's
Risk Claims"

6 - "Property Case Law Update"

**PLEASE COMPLETE THIS FORM, ALONG WITH YOUR
MEETING REGISTRATION FORM, and submit via email or via USPS
if registering by mail.**

(Your name - printed)

92nd ANNUAL MEETING & MID-WINTER EDUCATIONAL PROGRAM
JANUARY 25 – 27, 2023
FORT LAUDERDALE MARRIOTT HARBOR BEACH RESORT & SPA
FORT LAUDERDALE, FLORIDA

ASSOCIATE MEMBER REGISTRATION FORM

REGISTRATION FEE: Members: \$690.00 Spouse: \$280.00
INCLUDES: Coffee Breaks, Wednesday Evening Reception, Thursday Lunch and Gala Reception

*****IMPORTANT INFORMATION*****

Attendance at L.E.A. meetings is restricted to members in good standing, their spouses and guests of members (not to exceed two guests per firm/company for Associate Members). Guests must also otherwise qualify as a Regular or Associate member.

*** * * NO REFUNDS AFTER JANUARY 16, 2023 * * ***
(Registration will not be accepted after January 16, 2023)

Enclosed is my check for (Payable to LEA): \$ _____

ARE YOU ATTENDING THE WEDNESDAY WELCOME RECEPTION? _____ Yes _____ No

ARE YOU ATTENDING THE THURSDAY GALA RECEPTION? _____ Yes _____ No

NAME: _____

COMPANY: _____

ADDRESS: _____

CITY/STATE: _____

TELEPHONE: _____

NAME TAG DESIGNATION:

Last First Spouse First Name

Mail to: Loss Executives Association
C/O Edward R. Reilly & Co., Inc.
580 Sylvan Avenue – Suite 1K
Englewood Cliffs, NJ 07632
Telephone: 201-569-3346
Fax: 201-569-6826
msuliman@reillyandco.com

*****Hotel Accommodations*** - Cut-Off Date: January 2, 2023**

LEA has negotiated a special group rate of \$314.00 for meeting attendees. Please understand that rooms reserved for the LEA at the group rate are limited and will be processed on a first come first served.

REGISTER ONLINE with a credit card at www.lossexecutives.com – Once Registered for the conference on the confirmation page you will find the link to your reservation at the Fort Lauderdale Marriott Harbor Beach Resort & Spa to make your room reservations. **YOU MUST MAKE YOUR RESERVATION NOW**, if you don't, we can't guarantee your room rate.

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*****Registration Desk*****

Opens at 8:00 AM on January 25, 2023 for L.E.A. members and guests. Any questions concerning the hotel, contact Maria Sclafani at (718) 892-0228; e-mail: mcs@thebeaumontgroup.com

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JANUARY 25 – 27, 2023
FORT LAUDERDALE MARRIOTT HARBOR BEACH RESORT & SPA
FORT LAUDERDALE, FLORIDA

GUEST REGISTRATION FORM

REGISTRATION FEE: Members: \$850.00 Spouse: \$280.00
INCLUDES: Coffee Breaks, Wednesday Evening Reception, Thursday Lunch and Gala Reception

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NAME: _____

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ADDRESS: _____

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TELEPHONE: _____

NAME TAG DESIGNATION:

_____ Last _____ First _____ Spouse First Name

Mail to: Loss Executives Association
C/O Edward R. Reilly & Co., Inc.
580 Sylvan Avenue – Suite 1K
Englewood Cliffs, NJ 07632
Telephone: 201-569-3346
Fax: 201-569-6826
msuliman@reillyandco.com

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