

The background of the entire page is a photograph of the Boston skyline at night, viewed from across a body of water. The city lights are reflected on the water, and a street lamp is visible in the foreground on the right. A blue and white wavy graphic element is at the bottom left.

insurance  
**STRONG**  
*in boston*

83rd Spring Educational  
CONFERENCE

Boston Marriott Long Wharf Hotel  
296 State Street, Boston, MA



**WEDNESDAY**  
**June 11, 2014**

8:00 – 5:00 pm **Registration Open**

9:30 am **Rod Birmingham Memorial Golf Outing**  
*\*Please note that the LEA will not be holding an Executive Forum at the June meeting*

6:00 – 8:00 pm **Opening Night Reception**  
(Open to All Registered Attendees)

7:30 – 8:30 am **Continental Breakfast**

7:30 – 5:00 pm **Registration Desk Open**

8:30 – 8:45 am **General Session**

Welcome/  
Opening Remarks Kevin Ennis, LEA President  
Swiss Re America Holding Corporation, NY

Program Introduction Southall Stone, LEA Program Chair  
Independent Consultant, FL

8:45 – 9:15 am **LEA Members Business Meeting**  
(All LEA Registered Members are Invited to Attend)

9:15 – 10:00 am **Guest Speaker**

Speaker Margaret Resce Milkint, Managing Partner  
The Jacobson Group, IL

Topic **Waging the War for Talent: Hot Button Issues, Trends  
and Debates from an Industry Insider**

Make no mistake. The insurance talent crisis is real!

A greying industry facing unprecedented retirement, calls for fresh approaches and tactics, and a real “war for talent” have created a vast skills gap that needs immediate attention. Organizations now face a monumental challenge in finding skilled candidates to build out their ranks. To close the gap, organizations must focus on innovative recruitment and engagement of recent graduates and young professionals. But in today’s competitive market, where insurance ranks as one of the least popular career choices, how can companies within the industry attract young talent and prepare them for future leadership?

This session will feature a forward-thinking industry leader divulging what she has learned in the trenches. Topics covered will include emerging talent recruitment strategies, best practices for workforce retention, strategic succession planning, and workplace diversity.



**SPEAKER READY ROOM**  
**Available**  
**Wednesday** 1:00 - 5:00 PM  
**Thursday** 8:00 AM - 12:00 PM

**THURSDAY**  
**June 12, 2014**



MARGARET RESCE MILKINT  
THE JACOBSON GROUP



10:00 – 10:30 am **Refreshment Break**

10:30 – 11:30 am **An Overview of the Importance and Impact of NFPA 1033 and 921 to Fire Loss Investigations**

This presentation will include a discussion of the relevance of NFPA (National Fire Protection Association) 1033 and 921 in connection with major fire and explosion investigations. This is true whether the loss results in coverage or measurement issues, or when subrogation is pursued. We will discuss the purpose of NFPA 1033 and how it can and should be used by insurance professionals as a tool to measure the minimum qualifications of origin and cause experts, and will address the changes made to the 2014 edition of NFPA 1033 and how those changes can impact the investigation of a fire claim.

This presentation will also address the general history, purpose and development of the NFPA 921 document and how insurers and their representatives can use the NFPA 921 document in a productive way when investigating a major fire or explosion loss.

Speakers David S. Evinger, Esq.  
Grotefeld, Hoffmann, Schleiter, Gordon, Ochoa & Evinger, LLP, MN  
  
Joseph P. Toscano, IAAI-CFI  
Jack Ward Fire Consultant, LLC, CT

11:30 – 12:30 pm **California Wildfires: Sparking the Debate Over Insurance Coverage**

Climate and environmental changes are altering the frequency and severity of catastrophic losses, particularly wildfires. California has had a marked increase in the number of wildfires due to severe drought conditions and human responses. This lecture will address key legal and adjustment issues, including coverage issues, evidence preservation and subrogation considerations involved in wildfire claims. The presentation will discuss protocols and potential pitfalls of this wildfire exposure within the backdrop of a complex regulatory environment as exists in California today.

Speakers Gary Brown, Senior Vice President, Regional Director  
The Americas McLarens Young, CA  
  
Amy Churan, Esq., Partner  
Robins Kaplan, Miller & Ciresi, LLP, CA

12:30 – 1:30 pm **Lunch**  
(Open to All Registered Attendees)







1:30 – 4:45 pm **LEA Concurrent Workshops**  
(Please select the one you wish to attend)

### **Workshop 1 Builders Risk Claims**

Builder's risk claims can be complex, involve a variety of issues and warrant the need for multiple areas of expertise. Managing a builder's risk claim requires an understanding of the policy, an investigation into the cause of the loss and extent of the damage, the



retention of the proper experts, and an analysis of the policy coverage, exclusions and valuation provisions in light of the results of the investigation.

The builder's risk program will be an interactive workshop which will cover all of these areas. The program will be lead by a lawyer, claims manager and experts who have all handled complex builder's risk claims, including trying cases to verdict. The program will cover the builder's risk policy, managing the builder's risk claim, scheduling and delay in completion issues, investigating the cause of the loss and the scope of damages, and trying a case to a jury. The program will feature a hypothetical builder's risk claim, which will allow the audience to discuss, debate, and work through the issues that arise in a builder's risk claim.

Facilitator K. Clark Schirle, Esq., Partner  
Butler Pappas, IL

Speakers Lisa Enloe, Construction Consultant, Principal  
Held Enloe & Associates, DC

Mark Krueger, Investigative Engineer  
Principal & Unit Manager  
Wiss, Janney, Elstner Associations, Inc., MI

Ed Ryan, VP, Reinsurance Division - Claims  
Munich Reinsurance America, NJ



*LEA Regional Reps*

### **Workshop 2 Impact of Insured's Actions in Bad Faith Lawsuits**

Claims professionals instantly recognize the signs when an assured sets its sights on extra-contractual damages. Warning signs are numerous, but may include setting unrealistic time expectations, demands for immediate advances and preliminary coverage determinations before submitting damages information, inspections without interaction with assured's personnel or consultants and blanket claims for replacement in contrast to governmental or industry standards.



This workshop examines when domestic U.S. claims veer from normal adjustment or coverage intended by the policy at an early stage demonstrating a campaign by the assured to set up the insurer for an extra-contractual claim. This workshop includes legal and ethics components concerning duties of the assured, good and bad faith claims handling procedures and current trends in statutory and case authority discussing inappropriate actions of assureds.

Facilitator Nicholas A. Pasciullo, Esq., Director  
Complex Property & Energy Chair  
Cybersecurity Insurance Practice Group  
Chartwell Law Office, PA

Speakers David S. DiCenso, Senior Vice President-Global  
Senior Claim Expert  
Swiss Re, CT

James M. Doody, Esq., Associate Counsel  
AIG Global Property Claims, MA

Dale Frediani, Principal  
RMG Consulting, NJ

James Podesva, RPA  
Vice President- Specialized Loss Adjusting Division  
York Insurance Services Group, Inc., NY

Howard Sproul, Associate Vice President  
National Adjuster Group AIG, PA



### Workshop 3 Law & Ordinance; Complex Claims Unit

Your insured reports a fire loss and tells you that most of the damage was contained in one part of their 38 year old facility. The property may be a building, a pipe line or a mine. The adjuster you sent to inspect the damages gave you a preliminary report estimating that the repairs would be in the range of \$800,000 and could be completed in 30 days. Three weeks later you receive a "preliminary proof of loss" documenting \$25M in estimated repair costs. The estimate includes work at what appears to be undamaged portions of the property and adds elements that were not even part of the original structure. The proof of loss includes a 12 month construction schedule that can't begin until full plans are developed. How did this happen?

Please join this panel of lawyers, engineers, building consultants and claims executives for this 3 hour workshop. Together we will review the relevant policy language and the conflicting legal interpretations of the exclusions and sublimits. We will explain the different components of the building code, how the code works, and how it is interpreted by code officials and judges. We will explore approaches to loss and construction management that can mean the difference between a one million dollar repair and a 50 million dollar rebuild. To help reinforce the principles taught, the panel will blend brief lectures with workshop problems and group discussions that will illustrate the issues presented.

Facilitator William N. Erickson, Esq., Partner  
Insurance and Catastrophic Loss Group Chair  
Robins Kaplan, MA

**Topic:** Judicial Interpretation of Policy Language





#### Speakers

William Bracken, President/Principal Engineer  
Bracken Engineering, FL

**Topic:** The Nuts and Bolts of the International Existing Building Code

Erik Jaeger, Executive Vice President  
J. S. Held, Inc. CT

**Topic:** Repair Costs and Code Official Relations Strategies

Jim Jezewski, Vice President & Claims Manager  
Starr Technical Risk Agency, NY

**Topic:** Policy Language and Management

Jonathan D. Mutch, Esq., Principal  
Robins Kaplan, MA

**Topic:** Judicial Interpretation of the Building Code

Joseph J. Zona, Senior Principal & Head of Structural Engineering & Structural Mechanics  
Simpson Gumpertz & Heger, MA

**Topic:** How to Assess a Loss Site and Identify Damage v. Existing Conditions to Manage Code Issues

#### Workshop 4 Transportation of Volatile Liquids: What Could Go Wrong?

With the increase in transportation of oil in tank cars, and the recent rash of pipeline and rail transportation accidents, we will review the changes that have taken place in the transportation of volatile liquids including the risks and liabilities created in the transportation. We will review the Lac Megantic accident and fire in Canada and the changes that will result from that accident. We will also cover the activities needed to prevent accidents and examine the loss adjustment issues that arise when accidents do occur.

Facilitator Joe Rizzo, Principal – EGA  
J. Rizzo & Associates, NJ

3:00 – 3:30 pm **Refreshment Break**  
Refreshment Break time is at the discretion of the workshop facilitator and should be taken between 3:00 – 3:30 pm

6:00 – 8:00 pm **LEA Reception**  
(Open to All  
LEA Registrants)





**FRIDAY**  
**June 13, 2014**



7:30 – 11:45 am **Registration Table Open**

7:30 – 8:30 am **Continental Breakfast**  
(Open to all Registered Attendees)

8:30 – 11:45 am **Repeat of Concurrent Workshops**  
(Please select the one you wish to attend)

**Workshop No. 1 Builders Risk Claims**

**Workshop No. 2 Impact of Insured's Actions in Bad Faith Lawsuits**

**Workshop No. 3 Law & Ordinance; Complex Claims Unit**

**Workshop No. 4 Transportation of Volatile Liquids: What Could Go Wrong?**

9:45 – 10:15 am **Refreshment Break**  
Refreshment Break time is at the discretion of the workshop facilitator and should be taken between 9:45 – 10:15 pm

11:45 am **Conference Adjournment**  
An LEA officer will provide concluding remarks at the end of each workshop session.

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

Program Evaluations forms need to be submitted to the registration desk upon the conclusion of the program to receive your CE forms.

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



**2015 84rd Annual Meeting  
& Educational Conference**

**January 28 – 30, 2015**

**Tampa Marriott Waterside**  
Tampa, Florida



**2015 Spring Educational  
Conference**

**June 10 – 12, 2015**

**Newport Marriott**  
Newport, Rhode Island

**SAVE  
THE DATES**

Visit the LEA website at  
**[www.lossexecutives.com](http://www.lossexecutives.com)**  
for upcoming events!





## 2014 **LEA** Summer CONFERENCE

### **REGISTRATION** **Information**

#### **Hotel Accommodations**

Boston Marriott Long Wharf Hotel  
296 State Street  
Boston, MA 02109  
(617) 227-0800

Check In Time: 4:00 p.m.  
Check Out Time: 12:00 Noon

LEA Group Rates  
Single/Double Occupancy \$309.00  
Limited Room Availability.  
Reserve your room early!

#### **Registration and Hotel Accommodations:**

Visit the LEA website at: [www.lossexecutives.com](http://www.lossexecutives.com) to make your conference registration. Click on the event name and you will be directed to the member sign in page where you can submit your conference registration and be provided a link to make your hotel reservation.

**NOTE** – To be guaranteed group rate, hotel reservations must be made no later than May 19, 2014. Please note deadlines are strictly enforced.

**Registration Fee Includes:** Breakfasts; Refreshment Breaks; Thursday Luncheon, Wednesday Night Cocktail Reception, Thursday Night Cocktail Reception and Program Materials

#### **Not Included in Registration Fees:**

Hotel Accommodations, Personal Transportation To/From Conference

**Dress Code:** Business Casual

**Cancellation Policy:** We request that all cancellations be submitted via email to the attention of: Peggy Reilly at: [preilly@reillyandco.com](mailto:preilly@reillyandco.com).

No refunds will be honored after June 2, 2014.

**ADA:** LEA is committed to providing equal access to our meetings for all attendees. If you are an attendee with a disability and require special accommodations, please contact LEA at least 14 days in advance of the conference.

#### **Direct inquiries to:**

Peggy Reilly: [preilly@reillyandco.com](mailto:preilly@reillyandco.com)  
201-569-3346





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