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Multiline Reinsurance Underwriting Seminar July 11, 2017

Speaker Profiles



William Bernens
Director, Treaty Property
Arch Re

Bill Bernens is a Director of Treaty Property at Arch Reinsurance Company in Morristown, NJ responsible for the underwriting, pricing and account management of property and program opportunities. Bill also worked as Director of Corporate Risk for Arch Capital Group in Hamilton, Bermuda focusing on risk management, market/industry analysis and capital modeling.

Prior to joining Arch, Bill was the Manager of Consulting Services at AIR Worldwide, a catastrophe modeling company in Boston, MA. Bill has 15 years of insurance industry experience and holds an MBA/MS from Boston University. Before starting his corporate career, Bill served as an officer in the United States Navy.



Raymond Connors, CPCU, Are
Senior Vice President, Property & Multi-Line Segment Leader
Allied World Re

Ray Connors has over 30 years of Insurance and Reinsurance experience. Most recently Ray joined AXIS Re in June of 2016 to head up Multi-line division expanding their product offerings. Ray attended the College of Insurance as a work study student with Liberty Mutual as his sponsoring company. Ray trained at Liberty as a Casualty Underwriter. During his career in the insurance industry, Ray has had the pleasure of working for a number of fine organizations both in the Primary Insurance and Reinsurance markets.



Lorie Graham
Chief Risk Officer & Sr. Manager – Insurance Services
American Agricultural Insurance Company

Lorie has been in the insurance industry for almost 30 years in various underwriting, risk management and research positions. In 2008, she joined American Agricultural

Insurance Company (AAIC), a direct reinsurer to the Farm Bureau insurance companies and international and domestic broker assumed reinsurer. As Chief Risk Officer she is responsible for leadership, innovation, governance, and management of the Enterprise Risk Management program at AAIC.

In a rapidly evolving discipline, she is passionate for learning new enterprise risk management techniques and providing tools for risk owners. In her role, she researches and monitors emerging trends that may impact our industry. Lorie presents on emerging trends at insurance industry events and provides a framework in which companies can analyze, prepare for, and respond to these issues.

Lorie is an active member of the RIMS and a member of its ERM Committee and of the PCI ERM and Emerging Risks Committee. She has earned several industry designations including: CPCU, ARe, ALCM, ARM, ARM-P, ARC, ARP, AU, AIM, AIAF and AFIS.



Jason Israel
Managing Director
GC Analytics, Guy Carpenter & Company LLC

Jason Israel is a Managing Director in Guy Carpenter's GC Analytics® in New York, specializing in management and professional liability. Since joining GC in 2005, Jason has been in charge of LEAD, their D&O exposure tool. Jason provides actuarial and financial analyses in the structuring, pricing, and placement of reinsurance treaties.

A Fellow and committee volunteer of the Casualty Actuarial Society, he is co-author of the paper “The Analysis of the Effect of Tort Reform Legislation on Expected Liability Insurance Losses”, published in the [CAS Forum](#).



Shawna Nolan
SVP, Product Underwriting – Head of Liability
Zurich North America

Shawna Nolan is Senior Vice President and Technical Director of Liability for Zurich North America. She has over 15 years of experience within the insurance industry across multiple lines of business, with focus on middle market and global accounts.

She is responsible for the lines of business of general liability, umbrella/excess, environmental, rail, and international solutions, leading a team consisting of technical underwriters, pricing actuaries and product development for US and Canada. In this role she directs portfolio management, strategy, pricing and risk insights. Previously, she held numerous roles in technical and field underwriting within Management Liability Lines including Directors & Officers, Employment Practices and Fiduciary liability.

Prior to working in the insurance industry, she worked at Deloitte & Touche in the Financial Services Group and as a Finance Director in a Hedge Fund. She is a graduate of SUNY Buffalo with a BA in Accounting and Finance and is a Certified Public Accountant.



Jeremy Platt, MD
US Cyber Specialty Practice Leader
American Agricultural Insurance Company

Jeremy Platt is the Managing Director and US Cyber Solutions Practice Leader at Guy Carpenter & Company, LLC. His primary focus is on casualty and professional liability treaty placements and he has had various stints in both London and Sydney working within the Asia Pacific and US wholesale teams.

Jeremy joined Guy Carpenter in January 2007 from Marsh's Risk Management Casualty Department where he specialized in workers compensation, general/produce liability, automobile liability and umbrella/excess liability. Jeremy earned his Bachelor of Arts degree in business and economics from Lafayette College in May, 1999 and he is a licensed property & casualty broker within the State of New York.



Desmond Pollock
SVP, Regional Leader
Trans Re

Desmond Pollock is currently Senior Vice President – Regional Leader at Trans Re, and has over 23 years of reinsurance / insurance experience.

Desmond manages a team of reinsurance professionals with responsibilities for marketing and underwriting multi-line treaties to U.S. Regional insurance companies. Prior to joining Trans Re, he worked at several reinsurance companies in marketing and underwriting management roles. Notable was his 3 years as a Vice President – Eastern Regional Leader at GE Insurance Solutions, where he was responsible for a team of individuals marketing and underwriting treaty reinsurance multi-line products to Eastern Regional U.S. insurance companies, the portfolio of business generated over \$200 million in revenue. Desmond began his career at General Reinsurance in 1994 as Property Facultative underwriter.



Michael Schummer
SVP, Casualty Team Leader
Munich Re America

Michael Schummer is a 1991 Temple University Actuarial Science graduate. He worked as a pricing actuary for several large primary P&C companies before switching to Reinsurance almost 20 years ago.

After continuing on an Actuarial path for the first few years, Michael switched to underwriting where he has worked mostly on Regional accounts with an emphasis in the casualty lines of business.



Thomas Reis
SVP
JLT Re

Thomas is a Senior Vice President within the Reinsurance Brokerage business of JLT Re. Using his comprehensive knowledge of the reinsurance industry, along with his ability to foster strong and lasting relationships between clients and reinsurers, he ensures that clients receive the most favorable terms while overseeing all market interactions.

Thomas has extensive experience working with clients to design and implement reinsurance solutions for regional, national and specialty insurers. His responsibilities include marketing, negotiating and placement of reinsurance treaties.

Thomas joined the company as an Assistant Account Specialist in 1998.



Jeremy R. Wallis
Reinsurance Consultant and Arbitrator
IRU Executive Director

Jerry Wallis was appointed to the position of IRUA's Executive Director in October 2013 after serving as Interim Executive Director since September 2012. His entire professional career has been spent in reinsurance starting in London in the mid-1960s. He transferred to the U.S. in 1973 and from 1985 to 2000 was President and CEO of Chatham Reinsurance Corporation and its predecessor companies.

Following the sale of Chatham to Mapfre Re in 2000, he remained as a consultant until October 2011 and as a Director of one of Mapfre's U.S. direct insurance subsidiaries until early in 2012. He was an IRUA Director from 1997 to 2012 serving on the Association Governance and *Journal of Reinsurance* committees as well as being the Chair of the Awards Committee.

Jerry is an ARIAS-US Certified Arbitrator and Umpire and AIRROC listed arbitrator. He is a member of the International Association of Insurance Receivers (IAIR) and is a former ARIAS (UK) Panel Arbitrator. He has been an active arbitrator since 2000 and has been appointed to over 80 arbitrations either as umpire or as a party-appointed arbitrator and continues to offer his services in that role. Details of his background and consulting practice may be found on his website: www.wallisresolutions.com