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3626 East Tremont Avenue – Suite 203 ♦ Throggs Neck, NY 10465 ♦ [www.irua.org](http://www.irua.org)

## IRUA 2020 ANNUAL MEMBERS MEETING & CONFERENCE

### Navigating the Future with 20/20 Vision

Fort Lauderdale Marriot Harbor Beach Resort & Spa

**APRIL 6-7, 2020**

#### Monday, April 6, 2020

12.00 pm

#### Annual Golf Tournament

Jacaranda Club, West Course  
9200 W Broward Blvd.  
Plantation, FL 33324

5:00 pm

#### Registration Desk Open

6:00 - 7:00 pm

#### Opening Night Cocktail Reception

7:00 - 9:00 pm

#### Opening Night Dinner & Golf Awards

7:45 – 8:00 pm

#### Golf Awards

8:00 – 8:30 pm

#### Keynote Speaker

##### Andy Steinbach

*Director Risk Finance, YUM! Brands*  
*YUM! Brands include Pizza Hut, KFC and Taco Bell*

8:30 – 9:00 pm

#### Guest Speaker

##### Joseph Petrelli

*President, Demotech, Inc.*

#### Tuesday, April 7, 2020

7:00 – 8:30 am

#### Buffet Breakfast/Registration Desk Open

8:05 – 8:30 am

#### Annual Meeting & Elections/Opening Remarks

**Andrew Downing**, IRUA President  
*Gracechurch Intermediaries, LLC, RFIB Americas*

8:30 – 9:45 am

#### Reinsurance Leaders' Vision of the future of Reinsurance (Panel Discussion)

##### A New Decade, A New Vision

*Join our panel of broker executives as they discuss the first renewal season for the 2020 year. We'll also hear about what is changing most in the reinsurance eco-system and their view of what to expect next. It's sure to be an exciting discussion of a broker's "vision" for the reinsurance market.*

#### Moderator

Arlene Kern, Strategic Innovation Leader  
*Munich Reinsurance America, Inc.*

## Participants

Lisa Borsuk, Managing Director  
*Aon Reinsurance Solutions*

Jeffrey Irvan, Chief Property Officer  
*BMS Group*

Berto Sciolla, Executive Vice President and Chief Production Officer  
*Holborn Corporation*

**Others TBA**

9:45 – 10:00 am

**Networking Break**

10:00 – 10:55 am

**Breakout Sessions 1 (Select One)**

### **Casualty**

#### **Intellectual Property Exposure: Insurance Industry Growth Opportunity**

*Intangible Assets, of which Intellectual Property is a major component, have become a much larger share of corporate value over the last 40 years and are largely uninsured. Through the application of relevant expertise and data analytics, insurance can be written to help businesses de-risk their balance sheets, improve operating efficiency, and secure these assets.*

### **Speaker**

Sean McDowell, Managing Director  
*Aon Reinsurance Solutions*

### **Property**

#### **Parametric Triggers for Wind and Flood**

### **Speaker**

Evan Glassman, President & CEO  
*New Paradigm Underwriters, LLC*

11:00 – 11:55 am

**Breakout Sessions 2 (Select One)**

### **Casualty**

#### **The Big Tort: When emerging products liability transform into nuclear verdicts**

*In this module we will discuss drivers of “toxic tort” litigation, underlying theories driving the plaintiffs’ bar, known cases and their updates (i.e. PFOAs, Roundup, Talc) and underwriting considerations for GL/Pollution/Environmental/Excess coverage forms.*

### **Speaker**

Peter Dinunzio, Partner  
*Clyde & Co.*

### **Property**

#### **Divergent Strategies in Shifting Markets: Marine and Energy Specialty Lines**

*Specialty lines require clear underwriting strategy in order to properly navigate risk selection and deliver the necessary returns these lines require over time. Across Marine and Energy markets, there is a divergence of results and ongoing concerns regarding rate adequacy.*

*Marine and Energy reinsurers must consider these market factors when differentiating client portfolios and reinsurance programs.*

Joseph Guardo, Executive Vice President, U.S.  
*Odyssey Re*

Dennis Smith, Vice President  
*Guy Carpenter & Company, LLC*

12:00 – 1:25 pm

**Networking & Luncheon**

1:30 – 2:25 pm

**Breakout Sessions 3 (Select One)**

**Casualty**

**Management and Professional Liability**

*The Changing dynamics in the Management and Professional Liability insurance landscape and what it all means for carriers and insured's.*

**Speaker**

Chris Ross, Managing Director  
*Guy Carpenter & Company, LLC*

**Specialty**

**Can Workers' Comp Tailwinds Outpace Rate Headwind?**

*After several successive years of decreasing rates and reduced frequency where are we in the market cycle for Workers Compensation? This session explores the latest data on claims trends, medical inflation, healthcare and other relevant industry issues.*

**Speaker**

William Wilt, President  
*Assured Research, LLC*

2:30 – 3:25 pm

**Breakout Sessions 4 (Select One)**

**Casualty**

**Development in Reviver Statute Legislation (Child Victim Liability) – How much is the door open?**

*The presentation will encompass defining the issue, outlining the legislative movements across the country and an in-depth analysis of the insurance coverage issues.*

**Speaker**

Robert DiUbaldo, Shareholder  
*Carlton Fields PA*

2:30 – 3:25 pm

**Property**

**Natural Catastrophe in the Era of Climate Change**

*Although insured losses due to natural catastrophe in the United States in 2019 were significantly lower than in the preceding two years, the nation still endured record flooding across the central plains, \$17B of insured losses due to severe thunderstorms, two tropical cyclones, and several damaging wildfires in California. This session will discuss the major U.S. events of 2019, with a focus on how climate change is starting to affect these perils.*

**Speaker**

Mark Bove - Natural Catastrophe Solutions Manager &  
Senior Research Meteorologist  
*Munich Reinsurance America, Inc.*

**3:30 – 3:45 pm**

**Networking Break**

**3:45 – 5:00 pm**

**Market Panel: Buyers – Reinsurance Purchasing in Today’s Market**

*The panel will cover a discussion of the current challenges faced by reinsurance buyers from a varied array of perspectives including both insurance companies and program managers.*

**Moderator**

Andrew Downing, IRUA President  
*Gracechurch Intermediaries, LLC/RFIB Americas*

**Participants**

Alane Carey, Executive Vice President, Head of Global Marketing  
*Odyssey Re*

Meredith Williams, Vice President – Ceded Reinsurance  
*American Agricultural Insurance Company*

John Willemsen, Chief Business Development Officer - Programs  
*Watford U.S.*

**5:00 pm**

**Concluding Remarks**

**5:30 pm – 10:00 pm**

**Closing Night BBQ/Networking Event**

***NOTE - This program can be submitted for review to the Institutes®CPCU - Risk and Insurance Management for CPCU credit.***