



# insurance **SUMMIT**

May 16-20, 2016 | Sheraton Kansas City at Crown Center

**INFORMATION. INSPIRATION. INNOVATION.**

# **GENERAL INFORMATION**

Visit our website for the latest information on keynote speakers and the titles of individual learning sessions.  
[www.naic.org/insurance\\_summit](http://www.naic.org/insurance_summit)

## WHAT IS INSURANCE SUMMIT 2016?

The Insurance Summit is the most comprehensive learning conference of its kind. Produced by the National Association of Insurance Commissioners (NAIC) and the National Insurance Producer Registry (NIPR), it features educational sessions across a broad spectrum of subject areas that includes producer licensing, financial regulation and compliance, communications, market regulation, regulatory technology, regulatory law, and more.

A marquee component of this year's event is a special full-day mini-conference organized by the NAIC's Center for Insurance Policy and Research (CIPR). Other highlights include a headliner keynote, a panel featuring NAIC National Officers, and ample networking opportunities. Attendees will hear from a number of informative and dynamic speakers and engage in collaborative dialogues on today's most important issues.

### The Summit at a Glance

The Insurance Summit will take place May 16-20, 2016 at the Sheraton Kansas City at Crown Center. It combines the best of NAIC and NIPR resources into a premier conference that has merged the E-Reg Conference, TechEx, Financial Summit, Market Regulation Summit, PIO Forum, CIPR Symposium, and Continuing Legal Education Seminar into one week-long event.

Monday May 16		Tuesday May 17		Wednesday May 18		Thursday May 19		Friday May 20	
Producer Licensing Sessions (R)		Producer Licensing Sessions		Keynote Address & Exhibitor Reception		NAIC Officer Panel		Communications (PIO) Sessions (R)	
Financial Regulation & Compliance Sessions				CIPR Sessions		Mkt. Reg Sessions		Market Regulation Sessions (R)	
Exhibitor Fair						Legal Sessions (R)			
						Technology Sessions (R)			

Please note: The Keynote Address will begin at 3:30 p.m. on Tuesday, May 17, followed by an Exhibitor Reception open to all Summit attendees. The NAIC Officer Panel Session will be held from 8:00-10:00 a.m. on Wednesday, May 18. The Insurance Summit will adjourn at noon on Friday, May 20. (R) denotes sessions that are only open to state insurance regulators. The full agenda is available on our website: [www.naic.org/insurance\\_summit](http://www.naic.org/insurance_summit).



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## KEYNOTE PRESENTATIONS

Tuesday, May 17, 3:30 p.m.

### Accelerating the Future of Insurance



**Brian Hemesath, Managing Director  
Global Insurance Accelerator (GIA)**

Insurance, as a product, is nothing new. But today's insurance marketplace *is*. The opening of new markets, the development of new technologies, the emergence of new risks, and the changing needs and demands of today's insurance consumer are creating opportunities for innovation and entrepreneurialism that didn't exist even a few years ago. The Global Insurance Accelerator (GIA) was started to nurture the development of new and innovative insurance products, which has given the GIA a unique perspective on what the future of insurance may look like. What does innovation mean for insurers and insurance regulators? This presentation explains how the accelerator works and provides a glimpse into the mind of today's insurance innovators.

### Escape Velocity, Then Long-Term Momentum: Continuous Improvement in Insurance



**Zachary Surak, Partner  
McKinsey & Company New Jersey**

**Krish Krishnakanthan, Principal  
McKinsey & Company New York**



























To keep pace of changes in the marketplace and in customer needs, insurers are finding that they have to make sure the right management disciplines are in place while using that foundation to build an organizational culture around continuous improvement and customer centricity. This presentation seeks to set forth the challenges faced by insurers in North America and how they are applying lean management disciplines to ready their organizations for the future.

## A TOUR OF THE CONTENT AREAS

### Financial Regulation and Compliance

The financial solvency sessions are designed to provide up-to-date information on key financial solvency-related initiatives at the NAIC. Participants will learn directly from chief financial regulators who are instrumental in determining the outcome of NAIC initiatives, as well as NAIC technical staff directly involved in supporting those initiatives. This year's agenda includes such hot topics as investment RBC factors, variable annuities and group capital calculation, and updates in the areas of statutory accounting, accreditation, financial examinations and capital markets.

#### Agenda

Monday, May 16			Tuesday, May 17		
8:00-8:50	Financial Exam Update (R/I)		8:00-8:50	NAIC ORSA: A Practical Guide to the DOI's First Year Reviews (R/I)	
8:00-8:50	Statutory Accounting Updates and Issues (R/I)		8:00-8:50	International Standards for Insurance Regulation (R/I)	
8:00-8:50	A.M. Best Credit Rating Methodology Update (R/I)		8:00-8:50	The Accreditation Program and Examination Tips (R*)	
9:00-9:50	Statutory Accounting Updates and Issues—continued (R/I)		9:00-9:50	TeamMate (R/I)	
9:00-9:50	The Accreditation Program and Analysis Tips (R*)		9:00-9:50	Group Capital Standards (R/I)	
9:00-9:50	Covered Agreements, Credit for Reinsurance and Counterparty Credit Risk (R/I)		9:00-9:50	Emerging Investment Issues and Concerns for Insurance Regulators (R*)	
10:30-11:20	Financial Reporting Updates & Issues (R/I)		10:30-11:20	The Impact of 2015 Catastrophes on the P&C Market (R/I)	
10:30-11:20	ORSA (R/I)		10:30-11:20	Variable Annuities (R/I)	
10:30-11:20	Best Practices in Reviewing and Monitoring Affiliate Transactions (R*)		10:30-11:20	PEOs & MGAs (R/I)	
1:00-1:50	PBR Implementation Update and other Valuation Related Issues (R/I)		1:00-1:50	Risk-Based Capital Update (R/I)	
1:00-1:50	Industry Overview (R/I)		1:00-1:50	Cybersecurity Update (R/I)	
1:00-1:50	A.M. Best Credit Rating Methodology Update (R/I)		1:00-1:50	Understanding Credit Analysis: Corporate and Municipals (R*)	
2:00-2:50	Accreditation Hot Topics & Issues (R/I)		2:00-2:50	Introduction to Structured Securities (R/I)	
2:00-2:50	Capital Markets Update (R/I)		2:00-2:50	Group Capital Calculation (R/I)	
2:00-2:50	Solvency Monitoring Risk Alert (R*)		2:00-2:50	Looking Forward to Changes in the Accreditation Program (R*)	
3:30-4:20	Dynamic Financial Examinations (R/I)				
3:30-4:20	Reinsurance (R/I)				
3:30-4:20	Introduction to iSite+ (R*)				

(R/I) Open to all attendees  
(R\*) Open to regulators only

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## Producer Licensing



Please join NAIC and NIPR by participating in producer licensing sessions that will provide an overview from the initial beginning of producer licensing process to the current efforts being made to achieve reciprocity and uniformity. Participants will hear from a number of informative speakers while having the opportunity to engage in public policy discussions surrounding producer licensing along with learning about NIPR technology initiatives/solutions which continue to meet the demands of regulators and industry. This year's agenda includes multiple formats from panel discussions, technical sessions focusing on the electronic licensing process and a Producer Licensing (EX) Working Group meeting.

### Agenda

Monday, May 16

8:00-1:50	Producer Licensing Regulator Summit (R*)
2:00-5:00	Producer Licensing (EX) Working Group Interim Meeting (R/I)

Tuesday, May 17

8:00-8:50	The Past and Future of State Producer Licensing (R/I) 
9:00-9:50	Producer Licensing Regulator Panel Southeast and West Zones (R/I)
10:30-11:20	Producer Licensing Regulator Panel Northeast and Midwest Zones (R/I)
1:00-1:50	Behind the Scenes of Producer Licensing Changes (R/I)
2:00-2:50	Issues Impacting State Producer Licensing Panel Discussion (R/I) 

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Session in the Spotlight:

## Breakfast with the Officers

Wednesday, May 18, 8:00-9:50 a.m.

*Panel Discussion begins at 8:30 a.m.*

Moderated by Chief Operating Officer and Chief Legal Officer Andrew J. Beal, our distinguished panel will discuss the challenges, opportunities and emerging issues associated with big data, retirement security, cybersecurity, principle-based reserves for life insurers, changes in health insurance markets, private flood insurance v. the National Flood Insurance Program, international issues, and long-term care market challenges. Bring your questions, come for breakfast and enjoy an engaging dialogue about these and other important topics in insurance and insurance regulation.



The panel features:

**John M. Huff**

NAIC President

Director, Missouri Department of Insurance, Financial Institutions and Professional Registration

**Julie Mix McPeak**

NAIC Vice President

Commissioner, Tennessee Department of Commerce and Insurance

**Eric A. Cioppa**

NAIC Secretary-Treasurer

Superintendent, Maine Bureau of Insurance

**Nick Gerhart**

Commissioner, Iowa Insurance Division

**Andrew J. Beal**




NAIC Chief Operating Officer and Chief Legal Officer

## Policy and Research

The NAIC Center for Insurance Policy and Research (CIPR) invites you to participate in a day of looking into cybersecurity, long-term care insurance and workers' compensation. Participants will hear from a number of informative and dynamic speakers and panelists and be provided the opportunity for collaborative dialogue. Cybersecurity remains an important emerging issue. This event will update participants on the current insurance regulatory initiatives to address cybersecurity issues, including examination and model law development. There will also be concurrent breakout sessions on long-term care insurance and workers compensation insurance. The long-term care insurance session will examine regulatory goals and potential innovations to address challenges in the long-term care insurance industry. The workers compensation session will explore the role of large deductibles in the workers compensation market and the potential for Professional Employer Organization (PEO) fraud and strain on guaranty funds.

### Agenda

Wednesday, May 18

10:00-11:50	The Role of Mega-Deductibles in Workers Compensation Insurance (R/I)	
10:00-11:50	Solutions and Innovations in Long-Term Care (R/I)	
1:00-5:00	Cybersecurity Issues, Challenges and Solutions (R/I)	
<i>(First hour in conjunction with The Cybersecurity Landscape technology session)</i>		

(R/I) Open to all attendees  
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## Communications (Public Information Officers)


Public information officers and communications professionals are invited to this annual educational, informational and networking forum. Participants will gain insight from experts in communications, writing and design as well as hear from peers about best practices and innovative ideas (including educator outreach, leadership transitions and consumer education). Attendees will also receive updates on key initiatives from NAIC officers and senior management. These sessions are specifically designed for state public information officers and communications directors and managers.

### Agenda

Wednesday, May 18

10:00-10:50	Developing a Dashboard with NAIC President John Huff (R*)
11:00-11:50	Persuasive Communications in the Public Arena (R*)
1:00-1:50	Persuasive Communications in the Public Arena—Workshop (R*)
2:00-2:50	Educator Outreach (R*)
3:30-4:20	Consumer Focus for 2016 (R*)

Thursday, May 19

8:00-8:50	Idea Exchange (R*)
9:00-9:50	NAIC Key Initiatives (R*)
10:00-10:50	Design within Reach (R*) 
11:00-11:50	NAIC Resource Roundup (R*)
1:00-1:50	Idea Exchange (R*)
2:00-3:30	Painless Persuasion: Meaningful Messaging Through Skillful Speechwriting (R*)




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## Market Regulation

Technology is driving change in the insurance marketplace and two key changes include the exponential growth of data and the use of predictive analytics. These changes have the potential to redefine how insurers operate in the marketplace, change the insurance purchasing experience for consumers, and lead to new regulatory issues. The NAIC's newly appointed committee group addressing the use of big data will discuss insurers' use of big data for claims, marketing, underwriting and pricing. In addition, the group will explore potential opportunities for regulatory use of big data to improve efficiency and effectiveness of market regulation. The meeting will include commentary from insurance regulators, the insurance industry, consumer representatives, and experts in data collection and predictive analytics.

### Agenda

Thursday, May 19

9:00-11:50	Big Data (D) Working Group Meeting (R/I)
1:00-5:00	Market Regulation Summit (R*) 

Friday, May 20

8:00-11:50	Market Regulation Summit (R*)
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(R/I) Open to all attendees  
(R\*) Open to regulators only

## Regulatory Law (CLE)

Regulators who are licensed to practice law face a unique set of challenges not necessarily experienced by others in the field of insurance regulation. The NAIC Legal Division's CLE will address some of these issues through a wide-ranging and lively discussion of ethics and professional responsibility, case law updates, confidentiality and information sharing, cybersecurity/data breaches, and a potpourri hour which will include a fast-paced, hard hitting examination of current insurance events and relevant legal issues.

### Agenda

Thursday, May 19

8:00-8:50	Ethics and Professional Responsibility (R*) 
9:00-9:50	Caselaw Update (R*) 
10:00-10:50	Confidentiality and Information Sharing (R*) 
11:00-11:50	Potpourri Hour (R*) 




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## Technology

Join us for in-depth educational sessions on technology in the field of insurance regulation. Build your NAIC product competency by learning about the latest technology improvement initiatives—see what is new and improved! Gain an understanding of what the NAIC has to offer and ensure your team is taking full advantage of the resources available. Make connections, grow relationships, and learn best practices with peers and NAIC experts. Explore new technology and technology trends impacting the insurance industry.

### Agenda

Wednesday, May 18

10:30-11:45	NAIC Tech 2016 Kick-Off Session (R*)	
1:00-1:50	The Cybersecurity Landscape (R*) <small>(In conjunction with the Cybersecurity Issues, Challenges and Solutions CIPR session)</small>	
2:00-2:50	The Evolution of Authentication (R*)	
3:30-4:20	Data and Technology to Support PBR (R*)	

Friday, May 20

8:00-8:50	Art, Forms and Functions (R*)	
9:00-9:50	Coming Attractions: New NAIC Technology Initiatives (R*)	
10:00-10:50	State Technology (R*)	
11:00-11:50	Technology Summit Wrap-Up (R*)	
1:00-1:50	Information Systems (EX1) Task Force Meeting (R*)	

Thursday, May 19

8:00-8:50	Cybersecurity: NAIC/NIPR Activity and Impact (R*)	
9:00-9:50	Shedding Light on NAIC Products and Services (R*)	
10:00-10:50	TeamMate Tech Talk (R*)	
11:00-11:50	Big Data, Cloud and Analytics (R*)	
1:00-1:50	Unmanned Aircraft Systems: The Rise of the Drone (R*)	
2:00-2:50	Business Analytics and Intelligence Tools (R*)	
3:00-3:50	SBS 2016 Update (R*)	

(R\*) Open to regulators only

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## Insurance Summit Welcome Reception

Tuesday, May 17, 5:00-6:00 p.m.

Mix and mingle with fellow insurance professionals, get to know our exhibitors and enjoy drinks and hors d'oeuvres at the Insurance Summit Welcome Reception!



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## CONTINUING EDUCATION INFORMATION

The Insurance Summit is, first and foremost, a learning event. Through it attendees will acquire new ideas, fresh perspectives, best practices and—if they meet attendance requirements—continuing education credit. Information about specific credits available through the Summit is provided below.



Most educational sessions held at the Insurance Summit are pre-qualified for Designation Renewal Credits (DRCs). Regulators who currently hold an NAIC APIR, PIR, SPIR, or IPIR designation and are pursuing continuing education credit to maintain it may be awarded credits for their participation. To receive an attendance certificate Designees must meet the attendance and participation requirements (see below). The NAIC Designation Program logo will denote those sessions on the final conference schedule that are qualified for DRC credit.



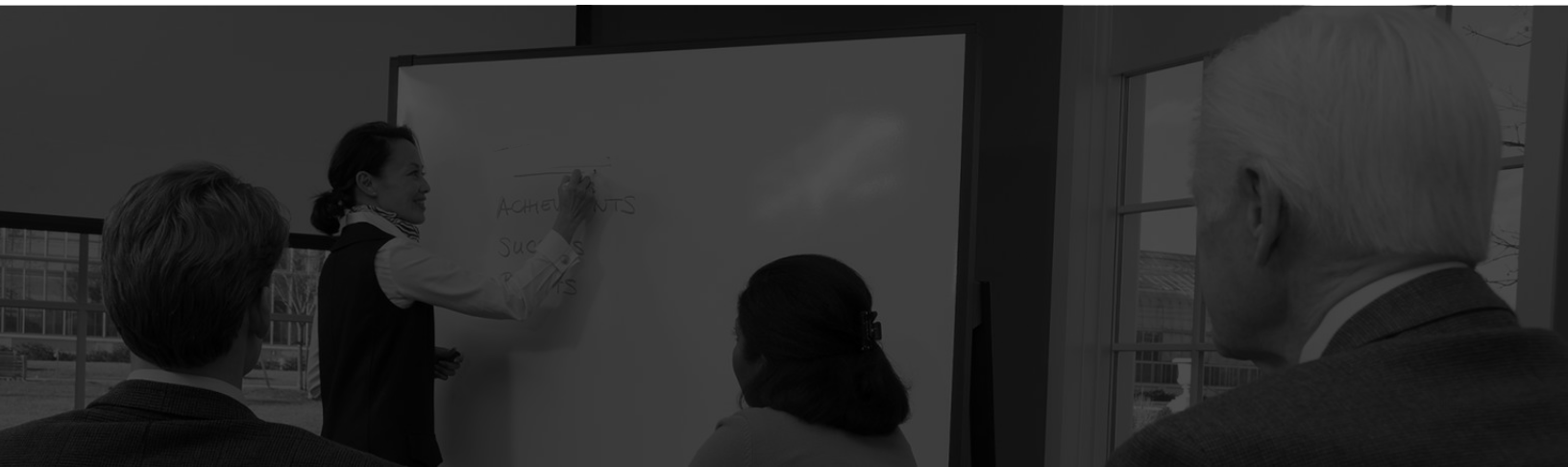
The NAIC is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be submitted to the National Registry of CPE Sponsors through its website: [www.learningmarket.org](http://www.learningmarket.org).

## CLE

The NAIC is an accredited CLE sponsor with the Missouri Bar. The CLE sessions at the Insurance Summit qualify for continuing legal education credit in most jurisdictions.

### How to Earn a Continuing Education Certificate at the Insurance Summit

Insurance Summit attendees are expected to attend sessions for which they are seeking continuing education credit in their entirety, and attendance will be monitored by way of passwords issued during qualified sessions. Session leaders will issue passwords at random intervals. Following the conference, attendees seeking credit will receive an email survey in which to record and submit the passwords.





# insurance SUMMIT



## EXPERIENCE

Gather ideas, solutions and resources from a diverse base of insurance experts. You're guaranteed to leave with a greater perspective on insurance as a career and your role in this growing field.



## DISCOVER

Learn what's happening now and what lies ahead in the areas of producer licensing, financial solvency, market conduct, communications, technology, research and regulatory law—all while earning much needed continuing education credit!



## CONNECT

Expand your personal network as you meet insurance professionals from across the country representing a broad spectrum of disciplines. Take this unique opportunity to share best practices, explore solutions to common problems and exchange ideas.





We'll see you in Kansas City!

NAIC Education & Training  
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