

**June 18-22, 2018  
Sheraton Kansas City at Crown Center**

**Conference Agenda**

<b>Monday, June 18</b>			
<i>Primary Track/Topic Areas: Financial Regulation (FR), Producer Licensing (PL) Don't miss the Exhibitor Welcome Reception at 5:30!</i>			
<i>Time</i>	<i>Session Title &amp; Description</i>	<i>Area</i>	<i>Continuing Education</i>
<b>7:00 – 5:00</b>	<b>Onsite Registration &amp; Packet Pickup</b>		
<b>7:00 – 5:00</b>	<b>Exhibit Hall Open</b>		
<b>7:00 – 8:30</b>	<b>Breakfast</b>		
<b>8:00 – 8:50</b>	<b>Ethics in 2018: Considerations for Regulators and Industry</b> This session will focus generally on the various ethical issues and related considerations encountered by both regulators and industry representatives, along with developments in corporate governance, duty of care and conflicts of interest.	FR	CLE CPE DRC
<b>8:30 – 11:20</b>	<b>Producer Licensing Regulator Forum (Regulator Only)</b> Interact with NAIC/NIPR staff in a regulator only discussion of current state issues, the importance of uniformity and reciprocity, and how the functions of daily licensing influence public policy decisions and impact state insurance regulation. This is also a chance for regulators to provide feedback on current products and services.	PL	
<b>9:00 – 9:50</b>	<b>Red Flags and Early Warning Signs in Solvency Monitoring (Part 1)</b> This session will cover: a.) ORSA and ERM related "red flags" and b.) signs that may not be captured by a firm's ORSA such as: excessive management and/or director turnover, multitude of related party transactions, negative press, financial profile outside the industry norm, pricing of securities of company, parent or other affiliates, transactions that obscure the company's financial condition, and significant changes in premiums written.	FR	CPE DRC
	<b>EU/US Covered Agreement: Reinsurance Collateral Requirements</b> The EU/US Covered Agreement would eliminate reinsurance collateral requirements for EU reinsurers that meet certain requirements. The states will need to consider action with respect to reinsurance collateral reforms within 60 months or be subject to potential federal preemption.	FR	CLE CPE DRC
	<b>Company Licensing (Regulator Only)</b> Review of Business Plan and Financials for the ultimate controlling party (UCP) and Applicant Company. Assess the business plan narrative and questionnaire for accuracy and completeness. Evaluate the financials of the UCP and proforma for the Applicant Company.	FR	CPE DRC
<b>9:50 – 10:30</b>	<b>Networking Break</b>		
<b>10:30 – 11:20</b>	<b>Electronic UCAA Application Review (Regulator Only)</b> This session will cover using iSite+ tools to review the electronic UCAAs. Are hard-copy filings a thing of the past? Come to this session to find out!	FR	CPE DRC
	<b>Exam Handbook Update</b> Come to this session to get your annual update on changes to exam handbook (SOFE credential requirement).	FR	CPE DRC
	<b>EU/US Covered Agreement: Group Supervision and Confidentiality</b>	FR	CLE CPE DRC
<b>10:30 – 12:00</b>	<b>NIPR Product Overview</b> Attend this industry only session to hear about some of the exciting new enhancements and initiatives being created by NIPR that will assist in electronic producer licensing navigation.	PL	DRC

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PL – Producer Licensing | FR – Financial Regulation | IN – CIPR/Innovation | MR – Market Regulation | C – Communications

## Monday, June 18

<b>Monday, June 18</b>			
11:30 – 1:00	<b>Lunch</b>		
11:30 – 1:00	<b>National Treatment and Coordination (E) Working Group Open Call</b> (lunch provided)		
1:00 – 1:50	<b>Practical Application of PDB Alerts</b> This session will discuss customer implementation of NIPR's Producer Database (PDB) Alerts service from the customer perspective. This service is designed to keep company data in sync with NIPR's Producer Database.	PL	DRC
	<b>Corporate Governance, Internal Controls and Fraud (Regulator Only)</b> This regulator only session will explain how weaknesses in corporate governance and internal controls can result in significant risk exposures including fraud.	FR	CPE DRC
	<b>Key Statutory Accounting Practices (SAP) Updates</b> This session will focus on statutory accounting revisions that are not investment related.	FR	CPE DRC
	<b>Company Licensing</b> This session will cover application preparation including preparing a complete business plan that covers the marketing plan, product development, geographical coverage and claims processing. Compliance standards with Management Service Agreements (MSA) and statutory requirements will be covered as well as the importance of complete Biographical affidavits.	FR	CPE DRC
2:00 – 2:50	<b>Industry Perspective on Producer Licensing</b> Back by popular demand, this highly interactive discussion of industry best practices is where you want to be to discover how companies and agencies handle certain processes, address day-to-day licensing issues and other industry-related hot topics.	PL	DRC
	<b>Accreditation Q&amp;A Panel (Regulator Only)</b> During this session accreditation team members will answer questions about a typical full review including what to expect during interviews, hot topics raised while discussing recommendations and how to prepare for a review. This will also give state regulators a chance to ask questions. Panel members will provide a range of perspectives from their personal experiences.	FR	CPE DRC
	<b>Red Flags &amp; Early Warning Signs in Solvency Monitoring (Part 2)</b> Learn how a state insurance regulator can be better prepared to respond to problems or requests and hear about actions to consider such as: improving dialogue through collaboration, additional reporting and considering the timing, structure and scope of review.	FR	CPE DRC
	<b>Key Statutory Accounting Practices (SAP) Investment Updates</b> This session will focus on investment related statutory accounting revisions.	FR	CPE DRC
2:50 – 3:30	<b>Networking Break</b>		
	<b>Exhibitor Theatre: Paths and Plans for Optimizing Your Work Life with SBS</b> Get the inside view of NAIC technologies that support state insurance regulators, the industry and consumers. Learn simple techniques and tools to help you improve your processes and increase efficiency. Hear about plans to improve and enhance the application for the future. <i>Roger Graves, Manager II-State Based Systems, NAIC</i>		
	<b>Exhibitor Theatre: Electronic Uniform Certification of Authority Application (UCAA) Demo</b> When was the last time you used UCAA to process a company licensing application? Are you considering expanding your company licenses to additional states? Come to this session to see a demonstration of NAIC's UCAA.		
3:30 – 4:20	<b>FAST Tools Update (Regulator Only)</b> Come to this session to get your annual update on changes to financial analysis system tools (SOFE credential requirement).	FR	CPE DRC
	<b>Reinsurance Credit Regarding the Current Exposure at SAP</b> This session will provide background and overview of ongoing credit for reinsurance discussions of the Statutory Accounting Principles (E) Working Group.	FR	CPE DRC
	<b>UCAA Application Process Roundtable Discussion</b> This session is an opportunity for industry and regulators to discuss the company licensing application process and areas for improvement.	FR	CPE DRC
3:30 – 5:20	<b>Producer Licensing (D) Task Force Interim Meeting</b> This open session will be a formal NAIC Task Force meeting for regulators and interested parties to address current issues and the 2018 charges.		
4:30 – 5:20	<b>Financial Reporting Updates &amp; Issues</b> Hear about significant recent or proposed changes to the NAIC Annual Statement Blanks and instructions.	FR	CPE DRC
	<b>The Accreditation Program and Analysis Tips (Regulator Only)</b> Regulators will be given an understanding of the accreditation program. Focus will be on what is expected during accreditation reviews, specifically discussing each <u>analysis</u> standard and what the review teams look for.	FR	CPE DRC

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4:30 – 5:20	<b>ERM Expectations for Non-ORSA Filers</b> How does ERM look for insurers below the ORSA premium threshold, and what questions should the regulator ask to decide if it is appropriate for the nature, size and complexity of the risks?	FR	CPE DRC
5:30 – 7:00	<b>Exhibitor Welcome Reception</b>		

## Tuesday, June 19

*Primary Track/Topic Areas: Financial Regulation (FR), Producer Licensing (PL)  
Join us at 6:00 pm for the 2018 Insurance Summit Reception at the Kauffman Center!*

Time	Session Title & Description	Area	Continuing Education
7:00 – 5:00	<b>Onsite Registration &amp; Packet Pickup</b>		
7:00 – 5:00	<b>Exhibit Hall Open</b>		
7:00 – 8:30	<b>Breakfast</b>		
8:00 – 8:50	<b>Federal Initiatives – Industry Perspective</b> Attend this session to hear an overview of current federal initiatives impacting state insurance regulators and industry.	PL	CLE DRC
	<b>Financial Analysis Dashboard: A New Look at Financial Analytic Data</b> Business Intelligence (BI) tools, such as Tableau, are capable of providing much more functionality than traditional application development tools. One of the greatest strengths of BI analytical tools is they can leverage data and convert data into actionable information. Get a sneak peek at how BI can provide some of these capabilities using data filed with the NAIC.	FR	CPE DRC
	<b>Cybersecurity - When and How to Expand Exam Procedures to Address Risk Exposures</b> Come to this session to hear a discussion of when and how to perform additional exam procedures when weaknesses in cybersecurity are identified during an examination.	FR	CPE DRC
	<b>Group Capital Calculation</b> This presentation will discuss the progress of the Group Capital Calculation (E) Working Group as it develops a group capital calculation as an additional regulatory analysis tool. The presentation will describe the key decisions made to date as well as the general timeline for implementation.	FR	CPE DRC
9:00 – 9:50	<b>The Future Standard for Annuity Sales</b> This session will provide an overview of the current NAIC's suitability standards, implementation status and impact of the Department of Labor's fiduciary standard, as well as the development of a best interest standard by the NAIC. Where do these standards intersect and what does it mean for licensed producers and insurance regulators?	PL	CLE DRC
	<b>Use of Catastrophe Modeling in Underwriting and Reinsurance Coverage Decisions</b> Can't get enough information about catastrophes? Come to this session to hear an overview of the basics of catastrophe modeling, including a discussion of how modeled results are used by insurers and their brokers to develop a reinsurance program and make coverage and underwriting decisions.	FR	CPE DRC
	<b>Principle Based Reserving (PBR) for Financial Regulators</b> Companies reporting using PBR is just around the corner. Come to this session to hear an overview and recap of PBR concepts, including a discussion of "what can go wrong" in calculating PBR reserves. This session will cover NAIC resources (current and planned) to support regulators in this area.	FR	CPE DRC
	<b>Shifting Investment Practices in the U.S. Insurance Industry</b> U.S. insurers report approximately \$6 trillion in invested assets in their general accounts, representing a significant part of the overall investment markets. As those markets have continued to evolve, and the pace of change has increased in recent years, U.S. insurers have adjusted their investment strategies to meet these changes. While investment grade corporate bonds remain a mainstay, the overall asset mix has shifted to less traditional. What are the potential issues that come from those changes?	FR	CPE DRC
9:50 – 10:30	<b>Networking Break</b>		
	<b>Exhibitor Theatre: Paths and Plans for Optimizing Your Work Life with MCAS</b> Get the inside view of NAIC technologies related to the Market Conduct Annual Statement (MCAS) that support state insurance regulators, the industry and consumers. Learn simple techniques and tools to help improve your processes and increase your efficiency. Hear plans to improve and enhance the application for the future. <i>Frances Stuart, Manager III-Technical Training, NAIC</i>		

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9:50 – 10:30	<b>Exhibitor Theatre: Paths and Plans for Optimizing Your Work Life with SERFF</b> Get the inside view of NAIC technologies related to the System for Electronic Rate and Forms Filings (SERFF) that support state insurance regulators, the industry and consumers. Learn simple techniques and tools that will help you improve your processes and increase your efficiency. Hear the plans to improve and enhance the application for the future. <i>Michelle Wilson, Product Specialist III, NAIC</i>		
10:30 – 11:20	<b>Millennial Generation is Changing Insurance</b> With every new generation we experience change. How is the millennial generation impacting the insurance industry? We will discuss emerging changes of how insurance is purchased, underwritten, and claims are processed. In addition, we will review the effects these changes could have on insurance fraud.	PL	CLE DRC
10:30 – 11:20	<b>Investment Issues and Concerns for Insurance Regulators (Regulator Only)</b> What is the nature of changing investment practices, what is driving those changes, and what investment risks are U.S. insurers taking? Credit risk was once the main concern of regulators. Credit risk has been overshadowed by many other factors as investment markets have grown more volatile and insurers have entered markets outside of what was once their comfort zone. What should state insurance regulators be focusing on in this increasingly complex world? What tools can regulators rely on to navigate and understand the vast amount of data?	FR	CPE DRC
	<b>Overview of Health Insurance Products</b> This session will provide an overview of basic health insurance products (e.g., comprehensive, Medicaid, Medicare, etc.) with a discussion of their associated solvency risks and corresponding risk mitigation practices	FR	CPE DRC
	<b>A Beginners Guide to Artificial Intelligence</b> Learn how your life is powered by Artificial Intelligence (AI), and see how you become more effective as your machine gets smarter. Get started with an introduction to the differences between Artificial Intelligence, Machine and Deep Learning, and Supervised vs. Unsupervised Learning.	FR	CPE DRC
11:30 – 1:00	<b>Lunch</b>		
1:00 – 2:50	<b>Innovation and Technology (EX) Task Force Meeting</b>		
1:00-1:50	<b>The Rise of the Robo Advisor</b> This session will explore the use of automated financial product advisors in the insurance industry. As automated financial advice continues to expand, insurance regulators need to understand the potential changes in the insurance marketplace, how existing licensing standards might apply to robo advisors, and the impact on insurance producers. This session will explore these topics with the goal of raising awareness about robo advisors and the potential benefits and concerns everyone should be considering as we look to the future regulation of insurance producers.	PL	DRC
	<b>To model or not-to-model: an open discussion with a CRO and a Regulator</b> NAIC staff will interview an insurance CRO and a DOI representative on the value of a risk capital model from a business and a regulatory perspective. How should it be reviewed by a regulator? What is the role of a CRO in its development, use and review? How complex should it be?	FR	CPE DRC
	<b>Risk-Based Capital Update Hot Topics</b> This session will include an update on the work of the Investment Risk-Based Capital (E) Working Group and its consideration of the various RBC formulas with regard to investments. It will also include an update on the work of the Operational Risk (E) Subgroup and its consideration of an operational risk charge in the RBC formula as well as a discussion on current considerations related to RBC and tax reform.	FR	CPE DRC
	<b>TeamMate</b> What You Need to Know: NAIC hosting of coordinated financial examinations has transitioned to the SQL centralized database model with TeamMate 12.1 on the Citrix servers. Important changes to the process of utilizing the Citrix server are in effect. There are new IDs, a new URL and changes to processes for initiating projects and offloading them. Get ahead of the game and be prepared to move forward with minimal delays.	FR	CPE DRC
2:00 – 2:50	<b>Social Media and Regulation</b> Technology changes daily and the use of social media continues to grow. In this session we will discuss how the insurance industry is using social media for advertising and selling, and how insurance carriers are using information found on social media profiles to investigate insurance claims.	PL	DRC
	<b>Accreditation Program and Examination Tips (Regulator Only)</b> This session will provide regulators with a general understanding of the accreditation program. The presenters will focus on what is expected during accreditation reviews, specifically discussing each <u>examination</u> standard and what the review teams consider.	FR	CPE DRC

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Tuesday, June 19			
2:00 – 2:50	<b>Overview of Life Insurance Products &amp; Features</b> Want to know more about life insurance products and features? Join us for an overview of new and existing life insurance/annuity products and features, with a discussion of their associated solvency risks and corresponding risk mitigation practices.	FR	CPE DRC
2:50 – 3:30	<b>Networking Break</b>		
	<b>Exhibitor Theatre: Paths and Plans for Optimizing Your Work Life with OPTins</b> Get the inside view of NAIC technologies related to Online Premium Tax for Insurance (OPTins) that support state insurance regulators, the industry and consumers. You will learn simple techniques and tools that will help you improve your processes and increase your efficiency. Then we'll guide you through the plans to improve and enhance the application for the future. <i>Alex Rogers, Product Specialist II, NAIC</i>		
3:30 – 4:20	<b>Innovation and Technology Keynote Speaker</b> Come see this outstanding keynote that will paint a picture of the future once these exciting innovations and new technologies we keep hearing about are an everyday part of our lives.		
4:30 – 5:20	<b>Innovation Keynote Speaker</b> Big Data, Behavior Analytics, OSINT & the Internet of Things – Come and see an entertaining and thought-provoking presentation on these and other topics in the world of Innovation!		
6:00 – 8:00	<b>Insurance Summit Reception - 2018</b> Kauffman Center for the Performing Arts 1601 Broadway		

Wednesday, June 20			
Primary Track/Topic Areas: CIPR/Innovation (IN), Market Regulation (MR) Don't miss the Officer Panel and Afternoon Keynotes!			
Time	Session Title & Description	Area	Continuing Education
7:00 – 5:00	<b>Onsite Registration &amp; Packet Pickup</b>		
7:00 – 1:00	<b>Exhibit Hall Open</b>		
8:00 – 9:50	<b>Officer Panel and Breakfast</b> Always an Insurance Summit attendee favorite, join us for a plated breakfast and interesting and insightful look at what is happening at the NAIC and insurance regulation generally in an informal "fireside chat" with NAIC's leadership including NAIC's 2018 Officers and NAIC's COO/CLO.		
9:50 – 10:15	<b>Networking Break</b>		
10:15 – 12:00	<b>D'Bet(t)a Bowl – Innovation Showcase Interactive Session</b> Back by popular demand, please join us for our second annual D'Bet(t)a Bowl competition! This interactive session is a take-off from the entrepreneur-themed reality TV show <i>Shark Tank</i> where entrepreneurs pitch their ideas to a set of investors. These hopeful 'entrepreneurs' will be InsurTech start-ups, who will be given just minutes to 'pitch' their preliminary 'beta version' ideas live in front of a panel. Although InsurTechs must often fight each other like betta fish for funding in true 'pitch' competitions, this session is a purely educational exercise – but there is a winner!	IN	
11:30 – 1:00	<b>Lunch</b>		
1:00 – 1:50	<b>Demystifying the Black Box of Big Data</b> The age of Big Data is upon us. The digital and connected world generates huge amounts of data every second from a variety of sources outstripping the capacity of traditional data management and analytical tools. This session will explore how the advent of Big Data, advanced analytics and machine learning allows insurers to intelligently analyze and interpret all of the available data to improve modeling predictions and increase efficiency.	IN	DRC
	<b>Chiefs Social Media – We are Number 1!</b> In his role, James leads the team's digital strategy, including web, social media and mobile across all business units while overseeing all paid social marketing and advertising efforts as well as digital analytics, customer service and fan engagement. He'll share with us how he took the team's social media ranking from 20 <sup>th</sup> place to 1st and those engaging in social media can learn from his success. <i>James Royer, Director of Digital Media &amp; Strategy, Kansas City Chiefs</i>		DRC

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Wednesday, June 20			
2:00 – 2:50	<b>The Internet of Things (IoT) in Insurance</b> IoT is changing the insurance world as we know it. IoT is the universe of emerging technologies connected through the internet for remote sensing and control. The growth in the IoT presents not only new opportunities, but also new security challenges. This session will discuss how IoT has now moved beyond its use in auto insurance and is actively being explored for use in home, life and health insurance.	IN	DRC
	<b>Innovator Presentations and Q&amp;A</b> Come hear from innovators in the Insurtech space and get an opportunity to ask questions related to these exciting developments.		
	<b>Industry Technology Panel</b> Join our panel of NAIC technology experts as we share the progress of our efforts to support NAIC customers with more features and capabilities. Hear about our ongoing platform transformation as well as improvements to the accessibility of data and data analytics. <i>Daniel Barker, Chief Enterprise Architect, NAIC</i> <i>Pete Lund, Solution Application Architect, NAIC</i> <i>Sanjay Saini, Solutions Architect, NAIC</i> <i>Michael Sheehan, Solution Application Architect, NAIC</i>		
2:50 – 3:30	<b>Technology Table Talk</b> State IT attendees: this is your opportunity to get your questions answered as you meet with NAIC technology experts for an informative roundtable discussion focusing on Cloud and data technology. <i>Daniel Barker, Chief Enterprise Architect, NAIC</i>		
2:50 – 3:30	<b>Networking Break</b>		
3:30 – 4:20	<b>Regtech Keynote Speaker</b> What is it? Just another buzzword to follow fintech and insurtech? This might be the “tech” you’ve been waiting for. Come hear what “regtech” can do for you!		
4:30 – 5:20	<b>Keynote Speaker – Medical Cost Drivers</b> Heard enough about how to completely reinvent the payer side of the equation and interested in hearing cost factors now at \$3.3 trillion and 17.9% of GDP? Come to this keynote to learn more about that side of the healthcare story.		

Thursday, June 21			
Primary Track/Topic Areas: Communication (C), CIPR/Innovation (IN), Market Regulation (MR) Free night! Enjoy KC!			
Time	Session Title & Description	Area	Continuing Education
7:00 – 8:30	<b>Breakfast</b>		
8:00 – 8:50	<b>Taking Better Photos</b> Veteran photojournalist Toby Talbot will help you understand the elements of good photography and guide you to more impactful imagery. You will learn to use perspective and point of view before you push the shutter button, find out what it means to be the “human zoom” and see how cropping and toning can save a “happy snap.” The simple tools to help improve your images will be covered in this session. <i>Tony Talbot, former AP photographer</i>	C	DRC
	<b>Analytic Dashboards in the Market Regulation World</b> The introduction of Business Intelligence (BI) tools into the NAIC application development toolbox has made it possible to more effectively aggregate, analyze and display data in meaningful ways. This session will review some of the dashboards recently created and planned for the Market Regulation community. You won't want to miss it! <i>Nathan Engert, Software Engineer III, NAIC</i> <i>Tressa Smith, Senior Market Analyst, NAIC</i> <i>Chris Witt, Manager II-Application Development, NAIC</i>	MR	DRC
	<b>The Role of Data Analytics to Detect Fraud</b> The role of data analytics is a difficult process to master; however, the benefits with regard to fraud detection have improved greatly. The systems in place are now capable of providing the analytics necessary to detect fraud. This session will look at how data analytics are used as integral tools to detect insurance fraud.	MR	DRC

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## Thursday, June 21

8:00 – 9:50	<p><b>Why RegTech is Becoming the Next Big Thing</b> RegTech is a blend word of “regulatory technology” created to address regulatory challenges using technology. It aims to improve the efficiency and quality of company regulatory compliance and regulation of the industry in the insurance space. This interactive session will begin with a panel discussion exploring the concept of RegTech, followed by presentations from RegTech startups who will have an opportunity to showcase their ideas in front of a live audience.</p>	IN	
9:00 – 9:50	<p><b>DC Update on Health Issues</b> One of the key functions of the NAIC is to represent the interest of regulators in Washington, DC. Brian Webb and his team work with NAIC’s CEO, Mike Consedine, to educate Members of Congress, their staff, the Federal Insurance Office (FIO), Treasury and other regulators. We will receive an informative update from Brian and have an opportunity to ask questions. <i>Brian Webb, Assistant Director, Health Policy &amp; Legislation, NAIC</i></p>	C	DRC
	<p><b>Market Regulation in the Era of Autonomous Vehicles</b> Autonomous vehicles are here. You have seen them and may have even been a passenger. In our automotive dependent culture, the impact of autonomous vehicles will be felt by everyone in all areas of commerce and daily life. This session explores the current state-of-the-art technologies and examines the insurance ramifications with an emphasis on potential market regulation and market conduct concerns.</p>	MR	DRC
	<p><b>Insurance Fraud Following Catastrophes and Natural Disasters</b> Fraud that occurs after a catastrophe or natural disaster affects everyone. This session will uncover the tactics that are used to commit insurance fraud in these situations. It will also look at new innovative methods to prevent this type of insurance fraud.</p>	MR	DRC
9:50 – 10:30	<b>Networking Break</b>		
10:30 – 11:20	<p><b>Mindful Copywriting: A Practical Approach for Packing a Persuasive Punch</b> Want to know how to turn writing from “boring” to “brilliant”? Get ready for a jam-packed session with persuasive power and practical take-aways that can transform your writing into a force that motivates and moves critical audiences. Persuasion expert and educator Dr. Greta Perel will show you how to instantly amp up your writing with sharp insights and office-ready tips! <i>Greta Perel, Ph.D.</i></p>	C	DRC
	<p><b>Standing Up in the Midst of the 2017 Catastrophes – Recovering and Rebuilding</b> In an era when the scale of natural and manmade catastrophes is growing rapidly in severity, 2017 stood out. Images of the damage caused by wind, rain, fire and earthquakes have stunned us all. This session will review this historic year and the efforts of industry, regulators and consumers to not just recover, but to plan for future events.</p>	MR	DRC
	<p><b>Innovator and Regulator Panel</b> The very nature of the business of insurance is transforming, driven by technological advancements and socio-economic trends. Legacy carriers and InsurTechs are leading the way with innovative solutions to measure, control and price risk; engage with customers; reduce cost; improve efficiency; expand insurability; and create new products and business model. This session will bring together innovators and regulators to collaborate on regulatory concerns and consumer protection.</p>	IN	DRC
	<p><b>The Use of Wearable Wireless Devices to Fight Fraud</b> With advances in technology multiplying rapidly, the use of wireless devices will continue to grow and be used in different aspects of everyday life. This session will look at how wireless and “black-box” devices are used in the fight against insurance fraud as well as what is being done to protect us against insurance fraud through these devices.</p>	MR	DRC
11:30 – 1:00	<b>Lunch</b>		
1:00 – 5:00	<p><b>Casualty Actuarial and Statistical (C) Task Force Meeting – Open</b> This open session of the Casualty Actuarial and Statistical (C) Task Force will include technical presentations on the uses of predictive analytics in property/casualty rate filings.</p>		
1:00-1:50	<p><b>Trust Me – You WANT Your News Filtered</b> You want your news filtered, right? Most say they do not. Most equate filtered news with fake or biased news. As a news reporter and anchor, Ms. Dubill has witnessed firsthand attempts of someone diverting attention from truth by claiming it's fake. On the flip side, she has also witnessed a clear bias in some reporting and the true existence of real fake “news.” Ms. Dubill will guide you through a look at media like you've never seen it before. She will tell you why you really do want your news filtered and why ultimately you are the one with all the power. <i>Christa Dubill, KSHB News Anchor</i></p>	C	DRC
	<p><b>The Evolution of Insurance Advertising – Discovering the Humor in Insurance</b> Insurance losses are no laughing matter and buying insurance is serious business which is exactly the way insurance was marketed until a duck and a caveman ushered in a new era of insurance advertising.</p>	MR	DRC

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1:00-1:50	<p><b>InsurTech Game Changers for the Insurance Industry</b> Learn from leading InsurTechs operating on the cutting edge about how they are leveraging technology to meet customer needs in new innovative ways. This panel discussion includes InsurTechs that have “disrupted” the insurance business model. The panel will also discuss what each company does, how they serve the insurance market and lessons learned along the way.</p>	IN	DRC
2:00 – 2:50	<p><b>Crisis Communication: Putting a Plan into Action</b> Occasionally we have to manage the communication of a newsworthy crisis. Learn how to have a plan and put it into action so you aren’t caught off guard when the cameras are rolling and time is of the essence. <i>Professor Gordon Billingsley, Johnson County Community College</i></p>	C	DRC
	<p><b>Everyone’s a Pilot Nowadays, but is Everyone Insured?</b> How many of the drones flying above you have appropriate insurance coverages? How many are being flown illegally? The answers to these questions are “too few” and “too many.” This session will tell you all you need to know about the legal environment, risks and exposures before you pilot that new drone of yours.</p>	MR	DRC
	<p><b>How Artificial Intelligence is Ushering in a New Era of Risk Micro Segmentation</b> With the increasing availability of public and private data on people, organizations and the world, artificial intelligence (AI) can enable more fine-grained risk segmentation for more efficient pricing of policies. This session will discuss how AI improves risk segmentation – where underwriting is being done increasingly on the basis of ever smaller or more segmented pools of risk or categories of insureds as models become more predictive and sophisticated.</p>	IN	DRC
2:50 – 3:30	<b>Networking Break</b>		
3:30 – 4:20	<p><b>PIO Exchange / Panel</b> State insurance departments are where we get some of our best ideas. During this session, we’re going to hear some good ideas and some things to watch out for in your job from a panel of PIO experts.</p>	C	
	<p><b>Does Your Cybersecurity Plan Pass Muster?</b> Malicious system attacks, malware, viruses and spoofing are becoming more prevalent and sophisticated and raising concerns for both the insurance industry and insurance regulators. This session will explore two key facets—what every insurance professional should be doing to stop the chances of a data breach and how cybersecurity standards and data breach risks may impact a market conduct examination. Hear from a panel of experts about what duties are being placed on insurance companies and what steps insurance regulators should take to ensure the protection of company data. The reputational risk of a data breach is too high to miss this session!</p>	MR	DRC
	<p><b>Emerging Trends in the Insurance Sector</b> Emerging technologies are reshaping the insurance landscape. This session will discuss the top tech trends in the health, life and property and casualty insurance sectors. A panel of key stakeholders from each sector will offer insights into what emerging trends are expected to have the biggest future impact.</p>	IN	DRC
4:30 – 5:20	<p><b>Writing Better &amp; Faster</b> Do you struggle to write effective emails, reports, presentations? Discover 7 writing tricks used by professionals—from award-winning national writing expert Paula Peters. In this fast-paced, interactive seminar, you will learn 7 easy tricks for writing better, faster, easier—for emails, proposals, web content, PPTs, and reports. Plus, you’ll learn how people read content today (hint: it’s different from 5 years ago!). Bring a pen, and get ready to write. Paula has trained executives, military officers, CEOs—and will show you the “insider” tricks of the trade. <i>Paula Peters, author</i></p>	C	DRC
	<p><b>Taking Fido to Hawaii – Are You Insured?</b> What is this line of insurance and what does it cover? These questions are often asked when discussing pet insurance and travel insurance. This session will review these lines of insurance—what coverage is provided, how each product is priced and distributed, and the claims process. Participants will end this session with a clearer understanding of how these markets operate and the applicable regulatory standards unique to these products.</p>	MR	DRC

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PL – Producer Licensing | FR – Financial Regulation | IN – CIPR/Innovation | MR – Market Regulation | C – Communications



## Friday, June 22

Time	Session Title & Description	Area	Continuing Education
<b>7:00 – 8:30</b>	<b>Breakfast</b>		
<b>9:00 – 12:00</b>	<b>Chief Market Regulator Forum</b> Market regulators from all NAIC jurisdictions are welcome to this session. The regulator only forum is an opportunity to freely discuss market regulation activities and practices with other jurisdictions. This session is designed for the chief market regulators but all regulators are encouraged to attend and participate.		
	<b>Casualty Actuarial and Statistical (C) Task Force Meeting – Regulator Only</b> This regulator only session of the Casualty Actuarial and Statistical (C) Task Force will include some case studies and discussions about the review of predictive analytics in property/casualty rate filings.		
	<b>Other Interim Meetings to be Announced</b>		
<b>12:00</b>	<b>Conference Adjourns</b>		

### 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 continuing education credit. Information about specific credits available through the Summit is provided below. Attendees must be present for the entirety of each session in order to meet participation requirements; partial credit is not awarded.



#### CPE

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.NASBARegistry.org](http://www.NASBARegistry.org).

\*Financial Regulation sessions on Monday and Tuesday are prequalified for CPE. Up to 12 credits will be available. Watch for additional information



#### DRC

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.

## 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.

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