

2007 Annual Convention



PROFESSIONAL
INSURANCE
WHOLESALEERS
ASSOCIATION
OF NEW YORK STATE, INC.

Nov. 1-2, 2007
New York Marriott
at the Brooklyn Bridge
333 Adams St., Brooklyn, N.Y.



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To register, complete and mail this form along with your check payable to PIWA, P.O. Box 997, Glenmont, N.Y. 12077-0997. Or, fax this form, along with credit card information, to (888) 225-6935. Please do not mail a duplicate copy if you send a fax. A confirmation will be sent upon registration. Contact PIWA's Education and Conference Department with any questions—call (800) 424-4244, e-mail conferences@pia.org or logon to www.piwa.org. There will be no registration refunds or cancellations after Oct. 15, 2007. This form may be photocopied to register more than one attendee.

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REGISTRATION FORM

REGISTRANT INFO

Name: _____ First name for badge: _____

Social Security no.: _____ N.Y. individual license no.: _____

N.Y. individual license no.: _____ N.Y. individual license no.: _____

Check here if you are not licensed in New York state.

Agency/company name: _____

Address: _____ City: _____ State: _____ ZIP: _____

Phone: _____ Fax: _____ E-mail: _____

Please check all appropriate boxes PIWA member Nonmember Broker Company representative Other

REGISTRATION FEES*

	PIWA member	Nonmember	
<input type="checkbox"/> Memorial dinner	\$140	\$160	
<input type="checkbox"/> Convention	\$175	\$215	
<input type="checkbox"/> Dinner and convention	\$280	\$310	*At-the-door prices will be higher. WP

METHOD OF PAYMENT

Total registration amount enclosed \$ _____ My check, payable to PIWA, is enclosed. Please charge my credit card.
(1-209)

Visa MasterCard American Express Card no.: _____

Exp. date: _____ Verif. code: _____ Personal Corporate

Cardholder name: _____ Cardholder signature: _____

HOTEL RESERVATIONS

Contact the Brooklyn Marriott directly at (718) 246-7000 to reserve your room at the rate of \$279 per night, single or double occupancy plus taxes. The deadline for reservations is Oct. 11, 2007. All reservations made after this date will be on a space/rate available basis. All reservations must be accompanied by a first night room deposit or guaranteed with a major credit card. The hotel will not hold a reservation unless secured by one of these methods.

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SCHEDULE OF EVENTS

Thursday, Nov. 1, 2007

- 6-6:30 p.m. Pre-dinner reception
6:30 p.m. **Abe Snyder Memorial Dinner**
Keynote speaker—Nathan Warde, president of U.S. operations, Aspen Specialty

Friday, Nov. 2, 2007

- 7:30 a.m. PIWA conference registration
- Networking with continental breakfast
8-8:50 a.m. **Membership meeting,
legislative/regulatory update**
8:50-9 a.m. Break
9-10:40 a.m. **Property/casualty insurance overview and outlook:
Focus on excess and surplus lines operations**
10:40-10:50 a.m. Break
10:50 a.m.-12:30 p.m. **Contingency planning—A disaster preparedness panel
discussion**
12:30-1 p.m. Networking reception
1-2:30 p.m. **Keynote luncheon and address**
Keynote speaker—Sam Friedman, Editor-in-chief,
Property & Casualty edition of *National Underwriter*
2:30 p.m. Conference concludes



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For more information on
the PIWA Annual Convention,
contact the Education and Conference
Department at (800) 424-4244.

SPONSORS*

PIWA would like to thank the following sponsors for their generous support of the 2007 Annual Convention:

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*As of printing

EDUCATION Friday, Nov. 2, 2007

8-8:50 a.m.

Membership meeting, legislative and regulatory update

Approved for 1 NYCE credit. Applicable to PC, BR, C3 and PA licenses. (NYCR-215277)
Sponsored by United States Liability Insurance Group

Friday's activities open with a perennial favorite: the legislative and regulatory update. Robert Pastel, PIWA's legislative representative, and Daniel F. Maher, Esq., executive director of the Excess Line Association of New York, highlight the current issues for the excess and surplus lines industry. Everyone wants to know what is happening in the political arena and how it relates to the industry. Are you informed? Attend this session to stay up-to-date. Immediately following the Legislative and Regulatory Update, Steven Nachman, Deputy Superintendent of the New York State Insurance Department will provide a regulator's views on insurance today.

9-10:40 a.m.

Property/casualty insurance overview and outlook: Focus on excess and surplus lines operations

Approved for 2 NYCE credits. Applicable to PC, BR, C3 and PA licenses. (NYCR-215276)
Approved for 2 NJCE credits. (0505768)

Sponsored by United States Liability Insurance Group

Speaker: Dr. Steven Weisbart, vice president and chief economist for the Insurance Information Institute

Dr. Steven Weisbart, will share the Insurance Information Institute's overview and forecast for the property/casualty insurance market, with emphasis on E&S lines. Join us as we look into the future of the market and how it will affect wholesalers' businesses in 2008 and beyond.

10:50 a.m.-12:30 p.m.

Contingency Planning—A disaster preparedness panel discussion

Approved for 2 NYCE credits. Applicable to All licenses. (NYCR-215207)
Approved for 2 NJCE credits. (0505769)

Sponsored by United States Liability Insurance Group

Moderator: Joseph Caligiuri, president, Risk Placement Services of NY Inc.

Panelists include: Thomas M. Mannion Jr., area president, Yanoff & Co., a division of Risk Placement Services of NY Inc.; Shawn McGlinchey, CBCP, ARM, assistant vice president of loss control, Harleysville Insurance Cos.; and Louis W. Pietrolungo, deputy superintendent for Frauds and Disaster Preparedness, New York State Insurance Department

Join our esteemed conference panel for insights into developing, implementing and maintaining business disaster plans, as well as strategies to help companies and agents to serve clients even in the toughest of circumstances.

KEYNOTE LUNCHEON AND ADDRESS Sponsored by General Star Management Co.

**The insurance industry's battered reputation: How it impacts operations,
legislation and the bottom line**

Keynote speaker—Sam Friedman, editor-in-chief, Property & Casualty edition of *National Underwriter*

Sam Friedman, editor-in-chief of National Underwriter's the Property & Casualty edition, has more than 26 years experience at the insurance industry newsweekly. He is in charge of day-to-day editorial operations at the magazine, as well as the publication's online daily news service. Additionally, he comments on industry developments both in his weekly opinion column in the magazine, as well as his blog, *A View from the Press Box*.

1-800-513-PPL&A CTC