



PROFESSIONAL  
INSURANCE  
WHOLESALE  
ASSOCIATION  
OF NEW YORK STATE, INC.

2008

COMPANY GROWTH

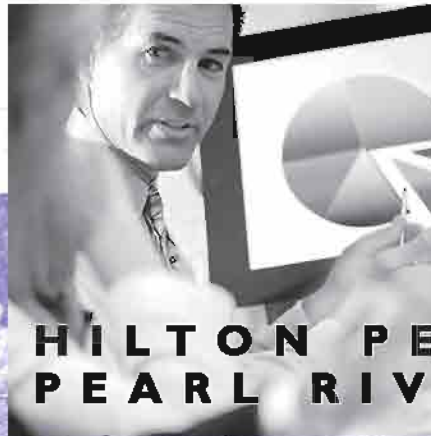
May 7-8, 2008

# PIWA Midyear Conference

COMPANY GROWTH



BUSINESS IS GROWING



HILTON PEARL RIVER  
PEARL RIVER, N.Y.



# PIWA Midyear Conference May 7-8, 2008

## Schedule

### Wednesday, May 7, 2008

- 11:30 a.m. Golf outing, Blue Hill Golf Club, Pearl River (48 spaces available)
- 6 p.m. Conference registration begins
- 6:30-7:30 p.m. Opening reception
- 7:30-9:30 p.m. Opening dinner  
- Service to the Industry Award presentation honoring Thomas Mulligan, executive vice president, underwriting and marketing, Western World Insurance Group

### Thursday, May 8, 2008

- 7:30-8:30 a.m. Conference registration and breakfast buffet
- 8-8:20 a.m. Keynote breakfast speaker  
- Mary Ellen Rozzell, president, The National Association of Professional Surplus Lines Offices Ltd.
- 8:30-9:20 a.m. Education session:  
**Legislative/regulatory update**  
- Robert Pastel, Esq., PIWA legislative representative; and  
- Daniel F. Maher, Esq., executive director, Excess Line Association of New York
- 9:20-9:30 a.m. Break
- 9:30-11:10 a.m. Education session:  
**Ethics: Utmost good faith**  
- Bernrd Heinze, Esq., executive director, American Association of Managing General Agents
- 11:10-11:20 a.m. Break
- 11:20 a.m. -1 p.m. Education session:  
**Subprime implications to the insurance industry** (panel discussion)  
- Michael DeFeo, vice president, NIF Pro Div, management and professional liability, moderator
- 1 p.m. Conference concludes

## Tee up!

Tee up Wednesday, May 7, for the annual golf outing (scramble format) at the Blue Hill Golf Club, conveniently located near the hotel. Take this opportunity to network and improve your game at the same time. *Space is limited to 48 golfers, so reserve your place now by completing the enclosed registration form.*

### Wednesday, May 7, 2008

7:30-9:30 p.m.

## Service to the Industry Award presentation and dinner

*Sponsored by: Inter-Reco Inc.*

Join us for dinner as we recognize Thomas Mulligan, executive vice president for underwriting and marketing of the Western World Insurance Group. In 1981, he joined Western World as marketing administrator and was named an officer of the company in the beginning of 1983. Before becoming executive vice president, he held several underwriting and marketing positions with the company. He currently serves on the National Association of Professional Surplus Lines Offices Ltd. board of directors and chairs their legislative committee and is a member of the board of the New Jersey Surplus Lines Association. Mulligan previously served as company liaison to the PIWA board of directors.

### Thursday, May 8, 2008

7:30-8:30 a.m.

## Keynote breakfast

## Keynote speaker Mary Ellen Rozzell, NAPSLO president (8-8:20 a.m.)

*Sponsored by: General Star Management Co.*

Mary Ellen Rozzell is president of Continental/Marmorstein & Malone, a wholesale brokerage firm in Paramus, N.J., and is involved directly with all underwriting and management of the firm. She joined the firm in 1968 and was named a partner in 1986. Rozzell was named to the NAPSLO board of directors in 2001 and co-chaired the legislative committee. She was elected an officer in 2004, and has held posts of treasurer, secretary and vice president of the association. She also previously served on the New Jersey Insurance Commissioner's Producer Advisory Board and as president of the Surplus Lines Association of New Jersey.



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For more information, contact PIWA's Conference Department at (800) 424-4244, or e-mail [conferences@pia.org](mailto:conferences@pia.org), or visit [www.pia.org](http://www.pia.org).



**BUSINESS IS GROWING**



## Education sessions

**Thursday, May 8, 2008**

**8:30-9:20 a.m.**

### Legislative/regulatory update

*Sponsored by: Excess Line Association of New York*

*Approved for 1 NYCE credit, applicable toward BR, C3, PC and PA licenses. (NYCR-215731)*

*Approved for 1 NJCE credit. (0506490).*

Robert Pastel, Esq., PIWA legislative representative, and Daniel Maher, Esq., executive director of the Excess Line Association of New York, offer an insider's view of the legislative and regulatory issues facing wholesalers, at the state and federal levels.

**9:30-11:10 a.m.**

### Ethics: Utmost good faith

*Sponsored by: United States Liability Insurance Group*

Bernrd Heinze, Esq., executive director, American Association of Managing General Agents

*Approved for 2 NYCE credits, applicable to BR, C3, PC and PA licenses. (NYCR-215597)*

*Approved for 2 NJCE credits. (0506323)*

Learn how to create and implement a code of ethics in your business. Bernrd Heinze introduces participants to the concept of ethics in risk management and insurance as well as common dilemmas faced by agents. Participants will review examples of unethical behavior, examine the motivation behind ethics and settle on a real definition.

**11:20 a.m.-1:00 p.m.**

### Subprime implications to the insurance industry

*Sponsored by: Hermitage Insurance Co.*

Moderator: Michael DeFeo, vice president for NIF Pro Div—management and professional liability, NIF Group

Panelists: David S. Sheffer, partner and chairman in charge of directors and officers liability practice, Wilson Elser Moskowitz Edelman & Dicker LLP; Regis Coccia, managing editor, *Business Insurance*; John Volanski, vice president and wholesale underwriting manager, Chubb Specialty Insurance.

*Approved for 2 NYCE credits applicable toward LA, C1, LB, BR, C3, PC and PA licenses. (NYCR-215736); Approved for 2 NJCE credits. (0506467)*

PIWA Board Member Michael DeFeo moderates a panel discussion on the headline-consuming subprime mortgage financial crisis and its far-reaching effects on the insurance industry. What types of coverages are affected? What classes of business have been affected? What types of claims are out there?

### Sponsors\*

All Risk/CESI LLC

Atlantic Casualty Insurance Co.

Burlington Insurance Group

Cowles & Connell Inc.

Crum & Forster Specialty Insurance Co.

Demetriou General Agency

Excess Line Association of New York

First State Management Group Inc.

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Global Facilities Inc.

Guilford Specialty Group

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Western World Insurance Group

*\*as of printing*



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# Registration form

2008 PIWA Midyear Conference

May 7-8, 2008 • Hilton Pearl River, Pearl River, N.Y.



**New this year! Skip this form and register for the conference online at [www.piwa.org](http://www.piwa.org).**

## Or...

Complete and mail this form along with check payable to PIWA, P.O. Box 997, Glenmont, NY 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 **e-mailed** upon receipt of registration. There will be no registration refunds or cancellations after April 30, 2008. Copy for each person attending.

Name: \_\_\_\_\_ First name for badge: \_\_\_\_\_

Social Security no.: \_\_\_\_\_  Check here if you are **not** licensed in New York state.

NY individual license no.: \_\_\_\_\_ NY individual license no.: \_\_\_\_\_

NY individual license no.: \_\_\_\_\_ E-mail address: \_\_\_\_\_

NJ individual license no.: \_\_\_\_\_ Date of birth: \_\_\_\_\_

Agency/company name: \_\_\_\_\_

Agency/company address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ ZIP: \_\_\_\_\_

Business phone: \_\_\_\_\_ Business fax: \_\_\_\_\_

## Registration fees

**PIWA member—\$250      PIWA nonmember—\$275      At the door—\$275**

Conference registration includes opening reception and dinner, keynote breakfast and all education sessions.

The package price cannot be broken.

*Please complete the enclosed registration form(s) if you plan to participate in the May 7 golf tournament.*

## Method of payment

Total **PIWA conference registration** amount enclosed \$ \_\_\_\_\_ (208-001)

Please make check payable to PIWA.  personal  corporate

To use your credit card, please complete:  Visa (13-16 digits)  MasterCard (16 digits)  American Express (15 digits)

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16

Exp. date: 

M	M	Y	Y

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Credit card verification no.

Print cardholder name

Cardholder signature

## Hotel reservations

Contact the Pearl River Hilton directly at (845) 735-9000 to reserve your room at the \$179 rate per night, single or double occupancy plus tax. **Reservation deadline was April 12, 2008. Reservations now are on a space-available basis.**

*In accordance with Title III of the Americans with Disabilities Act, we invite all registrants to advise us of any disability and any requests for accommodation to that disability. Your request should be submitted as far as possible in advance of the program you wish to attend. If you have any questions, contact PIWA, P.O. Box 997, Glenmont, NY 12077-0997 at (800) 424-4244.*