

July 09 - July 11, 2008

The Fairmont Royal York, Toronto, Ontario, Canada

PRELIMINARY PROGRAM



WEDNESDAY, JULY 9

Sponsor

11:00 AM – 5:00 PM **Registration**
 BALLROOM FOYER

1:00 – 2:15 PM **Welcoming and Opening Remarks**
 BALLROOM

Chairs: Richard Silver, Executive Vice President & General Counsel, AXA Equitable Life Insurance Company; Carla Strauch, Director, Insurance Compliance, Thrivent Financial

General Session: The Big Picture Perspective

What are the business solution drivers? Where are we now? What do we need to do to stay ahead? Is our business model safe for the future? What changes do we need to make, if any? How do we incorporate the company business goals into our departments?

2:15 – 3:15 PM **General Session: Looking Forward: Where Are We Headed On Life Industry Suitability?**
A big picture examination of industry responses to evolving state and federal requirements for insurance products suitability programs. This panel will focus on compliance approaches in various distribution channels, including career force, broker general agent networks, independent broker-dealers, financial planners and retirement markets
BALLROOM

Speakers: Susan Krawczyk, Partner, Sutherland, Asbill & Brennan, LLP; Karen Alvarado, Division Compliance Officer, AEGON USA, Inc.

3:15 – 3:30 PM **Refreshment Break**
 BALLROOM FOYER

3:30 – 4:30 PM **Concurrent Breakout Sessions**

The FINRA Examination: What to Expect

While hindsight may be twenty-twenty, don't let hindsight be your guidepost. Proactively learn about current FINRA examination priorities and areas where firms can improve.

BALLROOM

Speakers: Larry Kosciulek, Director, FINRA Investment Companies Regulation; Bruce Maisel, Vice President, Distribution Law, Thrivent

3:30 – 4:30 PM

Concurrent Breakout Sessions**Practical Compliance Tools: Perspectives from Legal and Compliance Experts**

Feeling lost in a sea of regulatory requirements? Are you spending too much "quality time" with regulators because your supervisory and oversight controls are not as robust or effective as you would like? Attend this session to understand the high level regulatory requirements and explore practical compliance tools implemented by various firms. Plan to verbally share your firm's best practices and to actively participate in candid industry discussion.

TERRITORIES

Speakers: Carla Strauch, *Director, Insurance Compliance, Thrivent Financial;*
Suzanne Taylor, *Counsel, General Counsel's Office, American Financial, Inc.*

4:00 – 4:30 PM

Refreshment Break

BALLROOM & TERRITORIES FOYER



4:30 – 5:30 PM

Concurrent Breakout Sessions**New Statutory and Case Law Addressing Stranger Originated Life Insurance (STOLI)**

The co-chairwomen of the ACLI STOLI Task Force will review new state laws regulating life settlements, with a focus on statutory provisions addressing Stranger Originated Life Insurance (STOLI). The new laws are mostly premised on the NAIC Viatical Settlement Model Act, the NCOIL Life Settlement Model Act, or combinations of provisions from the two models. The discussion will also include an overview of a new law in Ohio with provisions addressing STOLI that go beyond the approach of the NAIC and NCOIL models. In addition, the presenters will discuss important legal case developments affecting legislative deliberations in many states.

BALLROOM

Speakers: Kate Kiernan-Pagani, *Assistant Vice President & Counsel, MassMutual;* Joy Chairusmi, *Government Relations Counsel, MetLife*

Blindsided by Meta Data: Exposure and Solutions to Inadvertent Breaches of Confidentiality, Strategy, and Ethics through Electronic Documents

TERRITORIES

Speaker: Carl Wilkerson, *Vice President & Chief Counsel, Securities & Litigation, American Council of Life Insurers*

6:00 – 7:30 PM

Welcome Reception

CANADIAN



7:30 PM

Dinner on Your Own

THURSDAY, JULY 10

Sponsor

8:00 AM – 5:30 PM

Registration

BALLROOM FOYER

8:00 – 9:00 AM

Hot Topic Breakfast

ONTARIO

(Compliance and Legal topics discussed in a roundtable format. Participation is optional.)

THURSDAY, JULY CONTINUED 10

9:00 – 10:00 AM

General Session: Anti-Money Laundering, A Two Year Look Back: Performance of the Life Insurance Industry Under the Bank Secrecy Act.

BALLROOM

Speaker: Jamal El-Hindi, Associate Director, Regulatory Policy & Programs Division, FIN-CEN

10:00 – 10:15 AM

Refreshment Break **BALLROOM FOYER**

LAW OFFICES OF
FRIEDMAN & DOWNEY
PROFESSIONAL CORPORATION

10:15 – 11:15 AM

General Session: Principles Based Regulation

Principles-based regulation focuses on the outcomes that matter. Its implications on Board directors and senior management are not without challenges. Its is linked to risk-based compliance and greater corporate responsibility. At the heart of the shift towards more principles-based regulation, there is a deal to be struck between regulator and the regulated. Over-regulation and "box ticking" approach to regulation must be discouraged. In a quickly changing marketplace, principles are far more durable than highly prescriptive rules. Principles-based regulation is benefiting insurers, markets and consumers in a growing number of jurisdictions around the world. What it does mean for the industry will be the focus of this presentation.

BALLROOM

Speakears: JP Bernier, Senior Vice President, Compliance – Risk Management and General Counsel, Canadian Life and Health Association; Grant Swanson, Executive Director, Licensing and Market Conduct Division, Financial Services Commission of Ontario

11:30 – 1:15 PM

Luncheon with Speaker: Managing Teams in Crisis **ONTARIO**



Speaker: Doug Hirschhorn, Peak Performance Coach, Author

1:30 – 2:30 PM

Concurrent Breakout Sessions

Global Life Insurers' Business Strategies - Integrating and Executing Foreign and Domestic Business Models.

Expanding into any new international location is challenging. The difficulty and complexity vary greatly with each location, each bringing with it their own unique business practices, regulatory environments, and cultural differences. See how one company developed a structured compliance program and implementation process that can be consistently applied to new international markets.

TERRITORIES

Speaker: Allison Stoltz, Assistant Chief Compliance Officer, Genworth

Legislative and Regulatory Update

BALLROOM

Speakers: Kimberly Olson Dorgan, Executive Vice President, Federal Relations, ACLI; Bruce Ferguson, Senior Vice President State Relations, ACLI

2:30 – 3:30 PM

Concurrent Breakout Sessions

Where Are We Now On Suitability: FINRA Rule 2821 & NAIC Suitability Regulation

While hindsight may be twenty-twenty, don't let hindsight be your guidepost. Proactively learn about current FINRA examination priorities and areas where firms can improve. Understand the impact of Rule 2821, including both regulatory and industry perspectives.

BALLROOM

Speakers: John Apostle, Senior Vice President, Genworth; Dave Griffin, Assistant Vice President & Compliance Officer, Baltimore Life; Donald Walters, Senior Vice President, General Counsel &

THURSDAY, JULY 10 CONTINUED

2:30 – 3:30 PM

Concurrent Breakout Sessions

Litigation Update

TERRITORIES

Speakers: David Jones, Partner, Akin Gump; Ann Young Black, Partner, Jordan Burt

3:30 – 4:00 PM

Refreshment Break

CANADIAN (EXHIBIT HALL OPENS)

4:00 – 5:15 PM

General Session: Credentialing

Senior designations has been an extremely active issue, capturing the attention of the media, Congress, state legislators as well as securities and insurance regulators. In the Spring, the life insurance industry coalesced around a standards-based approach originally developed by state securities regulators. This panel will discuss this approach and other developments surrounding the use of senior designations in the marketing of life insurance and annuities.

BALLROOM

Moderator: David Leifer, Associate General Counsel, ACLI

Speakers: Joseph Borg, Director, Alabama Securities Commission; John Apostle, Senior Vice President, Genworth

5:15 – 5:45 PM

Survey Bistro:

- Investment Adviser Law Survey Summary
- 2008 AML Survey Update

BALLROOM

Speakers: Barbara Price, Vice President, Legislative & Regulatory Information, American Council of Life Insurers; Jeff Janoska, Senior Policy Analyst, American Council of Life Insurers

5:45 – 7:45 PM

Marketplace Reception

CANADIAN

7:30 PM

Dinner on Your Own

FRIDAY, JULY 11

Sponsor

7:00 AM – 12:00 PM

Registration

BALLROOM FOYER

7:00 – 8:00 AM

Breakfast

IMPERIAL

8:00 – 8:45 AM

General Session: Information Inflation & Litigation Risk: What To Do About it?

BALLROOM

Speakers: Jason Baron, Director of Litigation, National Archives and Records Administration; Mark Cordover, Founder, CEO of IT-Discovery, A Division of IT.com

FRIDAY, JULY 11 CONTINUED

8:45 – 9:30 AM

General Session: *Federal E-Discovery Rules*

The presentation will begin with a general overview of electronically stored information (ESI), including what ESI encompasses and the characteristics that necessitate separate and careful consideration of ESI. Next, we will discuss the 2006 Federal Rules Amendments with respect to ESI and how the courts have applied those Rules since they went into effect. Finally, we will discuss suggestions for compliance with the Federal Rules and best practices with respect to ESI.

BALLROOM

Speaker: Jen Spaziano, Partner, Skadden Arps

9:30 – 10:00 AM

Q & A Roundtable Discussion

BALLROOM

Speakers: Jason Baron, Director of Litigation, National Archives and Records Administration; Mark Cordover, Founder, CEO of IT-Discovery, A Division of IT.com; Jen Spaziano, Partner, Skadden Arps

10:00 – 10:15 AM

Refreshment Break

BALLROOM FOYER

10:15 AM – 12:15 PM

General Session: *Ethics*

In this inter-active 2 hour session on legal ethics, participants will discuss hypothetical scenarios and view brief film vignettes that present legal ethical dilemmas for lawyers. They then will be asked to discuss and analyze the hypothetical scenarios presented under the applicable Rules of Professional Conduct for Lawyers and Model Rules. Participants will then discuss the moral questions presented in each scene and encouraged to look beyond the moral minimum provided by the Rules for possible solutions. Finally, an overview of the relevant rules, caselaw and secondary authorities will be provided by the speaker with respect to each scenario.”

BALLROOM

Speaker: William Hoyer, Executive Vice President, Administration, Planning & Legal Affairs, Institute for the International Education of Students (IES)

12:15 PM

Adjournment