



October 8–10
Orlando, FL


ACLI Annual Conference 2017



PRELIMINARY PROGRAM

(As of August 10, 2017)



SUNDAY, OCTOBER 8

- 8:45–10:30 am **Forum 500 Section Board of Governors Meeting**
- 10:00 am–12:00 pm **Forum 500 General Session**
Sunday morning's program will focus on business and marketplace issues of interest to ACLI's Forum 500 companies – those with less than \$2 billion in assets and capital surplus of \$200 million or less.
- 12:15–1:45 pm **Luncheon**
Jessica Buchanan
When humanitarian aid worker Jessica Buchanan was kidnapped in Somalia and later rescued by SEAL Team Six, her story caught the attention of the world. Now she is a New York Times bestselling author of *Impossible Odds: The Kidnapping of Jessica Buchanan and Her Dramatic Rescue by SEAL Team Six*. Buchanan will share her first-hand experience in learning that the human spirit is impenetrable. Whatever obstacles or challenges lie in our path, if we dig deep to find the strength and fortitude, there is help for any situation no matter how impossible the odds.
- 3:30–4:30 pm **ACLI Board of Directors Meeting**
- 5:00–5:45 pm **Reinsurance Reception**
- 5:30–7:00 pm **Welcome Reception and Exhibitor Marketplace Opening**
Sponsored by:

- 6:30–9:30 pm **Board Dinner (by invitation only)**



BUCHANAN

MONDAY, OCTOBER 9

- 7:15–8:15 am **Continental Breakfast**
Sponsored by:

- 7:30–8:15 am **Hot Issue Breakfast**
Sponsored by:


MONDAY, OCTOBER 9 (cont.)

8:30–10:15 am

General Session

Emcee-Welcome Remarks

Ron Insana, Senior Analyst, CNBC, and Financial Industry Expert



INSANA

President's Perspective

Dirk Kempthorne, President & CEO, ACLI



KEMPTHORNE

Chairman's Perspective

Pete Schaefer, President & Chief Executive Officer, Hannover Re



SCHAEFER

Annual Business Meeting and Elections

8:30–10:15 am

General Session

The Trump Presidency: What's Next for Our Democracy?

Former Speaker of the House John Boehner is uniquely positioned to discuss the future of the United States under a new White House and a new Congress. He was House Speaker for nearly five years and led the House Republican Conference for nearly a decade during some of the most tumultuous times in our country's political history. Speaker Boehner understands the challenges and opportunities facing President Trump, Vice President Mike Pence, White House Chief of Staff Reince Priebus, House Speaker Paul Ryan, Senate Majority Leader Mitch McConnell and many others who will set the course in Washington, D.C. in 2017 and beyond. Speaker Boehner provides unmatched authority on the dynamics facing the current generation of American leaders. Gregarious, insightful, candid and level-headed, Boehner is respected by Republicans and Democrats alike for his efforts to put the country first and find common ground without compromising on principles during his time as the highest-ranking Republican elected official in America.



BOEHNER

Speaker:

John Boehner, Former Speaker, US House of Representatives

10:15–10:30 am

Refreshment Break

Sponsored by:



MONDAY, OCTOBER 9 (cont.)

10:30 am–12:00 pm **Concurrent Sessions**

1. Legal/Compliance – Elevated Expectations, Elevated Risks and Elevated Opportunity: Preparing for Increased Cybersecurity Regulation, Risks, and Opportunity

Just as cyber threats are imminent to all industries, so are cybersecurity regulations. In the insurance industry, New York State's Department of Financial Services' core requirements become effective in October, and the first certifications requirements are due in February 2018. At the same time, the Internet of Things is making its way into everything from medical devices and cars, to coffee makers and refrigerators. The expansion brings big opportunity for cyber insurance. Big Data — particularly of the kind that insurers handle — will help deliver better, scalable and more profitable insurance products. But reliance on big data will also increase cybersecurity risk, requiring sound planning and a systemic approach to risk mitigation. Is the industry ready?

This presentation will explore the risks facing the insurance industry, the elevated regulatory environment at the state and federal level, and the unique business opportunities available.

Moderator:

Michael Bahar, Partner, Eversheds Sutherland

Speaker:

Al Sand, Associate, Eversheds Sutherland

2. Investment/Financial – Brexit Impact

The impact of Brexit will stretch around the globe. This session will discuss the practical impact of Brexit on insurers and steps insurers should consider taking now to preserve their trading rights in Europe after Brexit.

Moderator:

William C. Marcoux, Partner, DLA Piper LLP

Speaker:

Melanie James, Partner, DLA Piper LLP

3. Reinsurance – R-CEO Panel

Reinsurer CEOs will share their perceptions of opportunities on the horizon for direct writers.

MONDAY, OCTOBER 9 (cont.)

12:15–1:45pm

Lunch - Game Plan for Success

Lou Holtz is one of the most successful college football coaches of all time, and he knows game plans transcend athletics. He'll share a game plan for success to help your team and our industry excel.

Speaker:

Lou Holtz, Legendary Football Coach and Analyst, ESPN (2004-2015)



Life Happens Presentation

There are countless examples of people whose lives have been forever changed by circumstances beyond their control. Representatives from Life Happens will share real life stories of how life, disability, and long-term care insurance made a difference when people needed it the most.

2:00–3:00pm

Concurrent Sessions

1. Legal/Compliance –InsurTech: Transforming the Customer Experience

InsurTech is rapidly changing insurance. How can we harness its disruptive powers? This session will discuss emerging trends in innovation and technology and its impact and opportunities for the insurance sector.

Speaker:

Raj Chakraborty, Chief Digital Officer, Lincoln Financial Group

2. Investment/Financial – Expense Management: Creating Value – The Future of Digital and Technology Business Enablers

In a value-driven economy, how can companies ensure they are creating value? This session will explore steps companies are taking to address margin compression by managing expenses; and the need to invest in digital and consumer-driven demands.

3. When Women Thrive, Insurers Thrive

This session will provide an overview of the world's most comprehensive report on women in the workplace, with a special focus on insurer data. The overview includes 10 year forecasts, talent pipeline analysis, best practices, and insights into the key levers to consider for an effective gender diversity strategy.

3:00–3:30pm

Ice Cream Social in Exhibit Marketplace

MONDAY, OCTOBER 9 (cont.)

3:30–4:30pm

Concurrent Sessions

1. Legal/Compliance - "Bullet-Proofing" Your Qualified Plan Sales

This panel will discuss ways you can avoid potential pitfalls related to the DOL Fiduciary Rule, new state fiduciary initiatives, and the latest putative class action litigation against pension plans, their fiduciaries and providers when selling insurance products and mutual funds in the qualified plan market.

Speakers:

Richard Choi, Shareholder, Carlton Fields

Jim Jorden, Chair, Life Insurance Industry Group, Carlton Fields
Jorden Burt

3:30–4:30pm

2. Investment/Financial – What's the Best That Could Happen?

Does the world work the way we think it does? Do low rates boost growth or limit it? Are we really stagnating? Does a rising rate environment have to be bad for risk assets? Doesn't this cycle have to end? We explore why the experts have been wrong and what that might mean for the future of growth, inflation, and rates.

Speaker:

Drew Matus, Managing Director – Chief Market Strategist, MetLife Investments

3. International - Regulatory Sandboxes: Lessons from Around the World

A discussion around successful regulatory trends and fast-tracks from around the world.

4. Digital Evolution: How to Empower the Advisor of the Future

5:00–7:00pm

Reception in Exhibit Marketplace

Evening

PAC Event (by invitation only)

TUESDAY, OCTOBER 10

7:15 – 8:15am

Continental Breakfast

7:30–8:15am

Hot Issue Breakfast

Sponsored by:



8:30–9:30am

General Session –

Speaker:

U.S. Senator Marco Rubio (R-FL) (invited)



TUESDAY, OCTOBER 10 (continued)

9:45–10:45am

Concurrent Sessions

1. Legal/Compliance - Blockchain Technology

The emergence of blockchain technology has many people talking about its potential influence on industries. This session will cover blockchain technology's impact on the insurance industry.

Speaker:

Marilyn A. Lion, Debevoise & Plimpton LLP

9:45–10:45am

2. Investment/Financial Concurrent Session - Developments and Trends in Life Insurance Mergers & Acquisitions

This session will provide an assessment of the current environment for M&A activity in the life insurance industry, including a survey of the economic, regulatory, tax and political factors that are contributing to M&A activity. It will also focus on the buyers who are interested in M&A in the life insurance sector, including run-off specialists, private equity and foreign entities, an appraisal of the considerations in getting deals done with non-traditional buyers, and the proposed federal tax reform initiatives that may affect M&A activity. The panel will also look ahead at the expected level of activity in the M&A market over the next year.

Moderator:

Alexander Dye, Partner, Corporate & Financial Services, Willkie Farr & Gallagher, LLP

Speakers:

Eric Goldstein, Managing Director, Head of Insurance M&A, J.P. Morgan Securities LLC

Adam Hodes, Executive Vice President-Corporate Development-Mergers and Acquisitions, MetLife, Inc.

Gavin McFarland, Head of North America Financial Institutions Group, Morgan Stanley

Christopher Peters, Partner, Tax, Willkie Farr & Gallagher, LLP

3. Medical Session – Two Factors Threatening Mortality Improvement: The Obesity Epidemic and the Opioid Crisis

Mortality rates have been consistently improving in the US for over 70 years. Toward the end of 2015, it was noted that this improvement had stalled. This session will cover two major threats to improving mortality in the U.S. we will discuss the causes, complications and possible solutions to these threats to longevity.

Speaker:

Richard Braun, Vice President & Chief Medical Officer, Reinsurance Underwriting, SCOR

10:45–11:00am

Refreshment Break

Sponsored by:



TUESDAY, OCTOBER 10 (continued)

11:00am– 12:00pm

Concurrent Sessions

1. Legal/Compliance – Lessons from the Front Lines of Federal Regulation

There are many developments regarding federal regulated entities including: investment advisers, mutual funds, broker-dealers and SIFIs. A panel will discuss these issues, as well as liquidity risk management, SEC enforcement, fiduciary standards for brokers, and developments in SIFI designations.

Moderator:

Jeffrey Puretz, Partner, Dechert LLP

Speakers:

Catherine Botticelli, Partner, Dechert LLP

Robert E. Plaze, Partner, Proskauer Rose LLP

Carl Wilkerson, Vice President & Chief Counsel, Securities & Litigation, ACLI

2. Investments/Financial –

The New Investment Environment for Insurers: Challenges & Opportunities

The continuing low interest rate environment has taken its toll on investment results for the life insurance industry. Gross book yield decreased once again for the life-annuity industry. Insurers have been searching for levers to improve their returns, and yet, the interest rate environment has relentlessly pulled yields down. Some insurers have managed to slow the speed of decline, but their portfolio yields still decrease. During this session, Conning will share actual strategies implemented by top-performing companies, as well as potential benefits of increased exposure to certain non-traditional and alternative asset classes. It will also address the potential impact on these assets as a result of changes in regulatory and rating changes in the near and long term.

Speaker:

Daniel J. Mainolfi, Managing Director and Portfolio Manager, Conning

12:15–2:00pm

Lunch - Political Outlook

With unmatched sources at the senior levels of both political parties and his ability to spotlight the substance, drama and consequence of modern politics, Mark Halperin provides audiences with his trademark rigorous, non-partisan analysis of policy, the political arena, the media and the implications of the 2016 presidential election, the Trump Administration, and the future of American politics.

Speaker:

Mark Halperin, Creator, Executive Producer, and Co-Host, Showtime's *The Circus*; Senior Political Analyst, NBC News and MSNBC; and Co-author, New York Times Best Sellers *Game Change* and *Double Down: Game Change 2012*



HALPERIN

TUESDAY, OCTOBER 10 (continued)

2:00-3:00pm

Legislative and Regulatory Challenges

ACLI's team will provide a review of the most pressing legislative and regulatory challenges facing the industry today.

Speakers:

Pete Bautz, Vice President, Taxes & Retirement Security, ACLI

Alane Dent, Acting Senior Vice President, Federal Relations, ACLI

Bruce Ferguson, Senior Vice President, State Relations, ACLI

Julie Spiezio, Senior Vice President & General Counsel, State Policy & Insurance Regulation, ACLI