

Compliance & Legal Sections Annual Meeting



July 10–12, 2017

THE COEUR D'ALENE GOLF & SPA RESORT
Coeur D'Alene, ID

DRAFT PROGRAM

(as of July 13, 2017)

MONDAY, JULY 10

10:00 AM–4:30 PM	REGISTRATION
11:00 AM	WELCOME AND OPENING REMARKS John Guyot , ACLI Legal Section Chair and Senior Vice President, General Counsel & Secretary, Security Benefit Life Insurance Company Sharon Pacheco , ACLI Compliance Section Chair and Vice President & Chief Compliance Officer, Pacific Life Insurance Company
11:15 AM–12:15 PM	GENERAL SESSION NAIC Regulatory Round-Up The November 2016 elections are shaking up the new world regulatory order. Global regulatory divergence, deregulation, smaller federal government and return of power to the states are among the dynamics that are impacting state insurance regulatory policy. Idaho Insurance Director Dean Cameron will give his insights and perspectives on what all this means for state insurance regulators and ACLI members alike. Moderator: Kate Kiernan , Vice President, Chief Counsel & Deputy, State Relations, ACLI Speaker: Dean L. Cameron , Director, Idaho Department of Insurance
12:15–1:45 PM	NETWORKING LUNCHEON Sponsored by: EVERSHEDS SUTHERLAND
2:00–3:00 PM	GENERAL SESSION Cybersecurity This session will include information regarding NY regulations, what other states are doing, and the NAIC Information Security Model Regulation. Moderator: Steve Callaway , Senior Counsel and Chief Compliance Officer, Protective Life Corporation Speakers: Adam Hamm , Managing Director, Financial Services Industry Risk & Compliance, Protiviti Ron Hoffman , Privacy Consultant, United of Omaha Life David Ross , Assistant General Counsel, MetLife
3:00–3:30 PM	REFRESHMENT BREAK Sponsored by:  Wolters Kluwer

3:30-4:30 PM

CONCURRENT SESSIONS

New Trends in Fraud and Money Laundering, and Leading AML Practices

What types of fraud and money laundering are insurers seeing? What are regulators' expectations of your AML program? What can we learn from AML/Sanctions actions against other institutions? This session explores recent state and federal regulator's moves, emerging fraud and ML schemes and leading practices to detect and report them.

Moderator:

Vicki Landon, President, Landon Associates, Inc.

Speakers:

Gina Jones, Lead Director, Chief Financial Crime Officer, AXA

Keith Schroeder, Assistant Vice President, Compliance Officer, Chief Privacy Officer, American-Amicable Life Insurance Company of Texas

Governance- How Do We Get To CGAD From Here?

This session will include a discussion on how to prepare for your first Corporate Governance Annual Disclosure (CGAD); regulator feedback on previously submitted reports and ways to strengthen areas of their concern; and ways to structure the CGAD report to shine the most positive light on your company's governance structure.

Moderator:

C. J. Rathbun, Senior Consultant, First Consulting & Administration, Inc.

Speakers:

Sharon Cheever, Senior Vice President, General Counsel, Law Department, Pacific Life Insurance Company

Michael D. Ruiz, Senior Manager, Deloitte Risk and Financial Advisory, Deloitte & Touche LLP

Robert Shapiro, Of Counsel, Carlton Fields Jordan Burt, P.A.

5:30-7:00 PM

WELCOME RECEPTION CRUISE

Sponsored by:



7:00 PM

DINNER ON YOUR OWN

TUESDAY, JULY 11

7:00 AM-5:00 PM

REGISTRATION

7:30-8:30 AM

NETWORKING BREAKFAST

8:30-9:30 AM

GENERAL SESSION

Vendor Management and TPAs

Historically, insurance companies managed their vendors as an operational concern, to ensure that business ran smoothly and customers were served. Today, however, "vendor management" is increasingly becoming just as much a compliance issue. Regulators are demanding that insurance companies thoroughly diligence their suppliers, contract for proper protections and perform ongoing oversight and management – with significant consequences for companies that are not taking the necessary steps. The panel will discuss the regulatory landscape, including potential changes on the horizon, as well as effective tools, processes, and programs that life insurance companies can implement to manage to their compliance objectives and requirements. It will also help you understand your responsibilities for oversight of third party administrators (TPA) and key considerations for on-site visits and monitoring.

Moderator:

Michael Steinig, Partner, Eversheds Sutherland (US) LLP

Speakers:

Chad Eslinger, Vice President & Chief Compliance Officer, Insurance Solutions, Voya Financial

Kevin Paulson, Chief Operating Officer, SE2

Mary Jane Wilson-Bilik, Partner, Eversheds Sutherland (US) LLP

9:30-10:00 AM

REFRESHMENT BREAK

Sponsored by:



10:00-10:55 AM

GENERAL SESSION**Life Insurance Distribution: Broken, Fractured, or Evolving?**

Large forces continue to influence the distribution of life insurance in the United States including globalization, technology, and demographics. Traditional producers are aging and retiring. Who will replace these distributors and will they rely upon traditional sales models? Will a new consumer driven generation of buyers demand new ways of buying insurance? Captive or closely aligned distribution channels require significant cost and time investment and face pressure from independents and alternative distribution channels. Independent distributors through IMOs or regional firms continue to control a large portion of life sales. Large carriers are increasingly exploring direct sales through technology enabled and on-line sales processes. Innovative technology firms seek to disrupt traditional distribution through B2B2C or D2C digital models with automatic underwriting models. Large and regional intermediaries (banks, broker dealers and investment advisors) are also expanding product portfolios to include insurance products sold on a low or levelized commission or on a fee basis. Alternative distribution channels, such as property/casualty distributors, are also evaluating or being encouraged by insurers to include life products. This panel of insurance industry experts will discuss the trends and debate the future direction of life insurance distribution.

Moderator:

Paul Johnston, General Counsel & Secretary, Thrivent Financial for Lutherans

Speakers:

David Wilken, President, Traditional Life, Global Atlantic Financial**David Wolfe**, General Counsel, Advisors Excel

11:00-11:55 AM

CONCURRENT SESSIONS**Agent Monitoring and Investigation- What Compliance and Legal Departments Need to Know**

This presentation will discuss pragmatic and workable ways to monitor and investigate agent behavior. From outside business activity to media fraud, it takes a full-time effort to effectively monitor your sales force. This session provides guidance and real-world examples of what works and what doesn't.

Moderator:

Maureen Henderson, Senior Vice President, Compliance and Chief Compliance Officer, Accordia Life and Annuity Company

Speakers:

Ted Holt, Shareholder, Maynard Cooper & Gale, P.C.**Jodi Hyde**, Vice President, Deputy General Counsel, Fidelity & Guaranty Life Insurance Company**Mergers, Acquisitions, and New Investors**

This session will cover mergers and acquisitions as well as non-traditional buyers (domestic or foreign) in the life insurance industry (e.g. venture capital, private equity, Japan, China).

Speakers:

Brett J. Barratt, Deputy Insurance Commissioner, Utah Insurance Department**Nicholas F. Potter**, Partner, Debevoise & Plimpton LLP

12:00-1:30 PM

GENERAL SESSION - LUNCH SESSION with Master Sommelier Alpana Singh

At the age of 26 **Alpana Singh** became the youngest female ever to pass the exam to become a Master Sommelier. She is one of 121 Master Sommeliers in the world--fourteen of whom are women, Singh the youngest among them. In 2006, *Bon Appetit* named Singh "Wine and Spirits Professional of the Year." She has also been featured in numerous publications including *Newsweek*, *Food & Wine*, *Wine Spectator*, *Chicago Tribune*, and *The New York Times*.



1:35-2:30 PM

CONCURRENT SESSIONS**The Quality of Life; Insurer Due Diligence in Complex Sales**

The panel will discuss the challenges faced by insurers associated with ensuring that life insurance sales are persistent, profitable, suitable for the customer, and avoid unacceptable legal and regulatory risks. The panelists will share their respective companies' approaches to reviewing large cases or cases that require additional due diligence due to the complexity of a marketing concept or sales strategy.

Moderator:

Kelly Ireland, Vice President, Compliance, The Compliance & Ethics Forum for Life Insurers (CEFLI)

Speakers:

Thomas C. Bilello, Vice President, Compliance, Pacific Life Insurance Company**Gary S. Frank**, Vice President, Compliance, Global Atlantic Financial Group, Ltd.**Ethics- What Issues Are Faced Day-To-Day?**

Speakers:

Scott Creutzmann, Vice President, Senior Counsel, Protective Life Corporation**Katharine Weber**, Shareholder, Maynard, Cooper & Gale, P.C.

2:30-3:00 PM

REFRESHMENT BREAK

Sponsored by:



3:00-3:55 PM

GENERAL SESSION**Using Big Data: Legal Implications of Predictive Modeling**

This session will provide a timely discussion of the various legal and compliance issues companies face when using Big Data.

Moderator:

Jigar Gandhi, Counsel, ACLI

Speaker:

Daniel Masur, Partner, Mayer Brown**Ben Seessel**, Shareholder, Carlton Fields Jorden Burt, P.A.

4:00-5:00 PM

CONCURRENT SESSIONS**Boot Camp: Hunger Games: Survive Your Sales Department Without Throwing Knives**

Introductory session for compliance professionals on how to have "hard discussions" with your business partners.

Moderator:

Mike Brennan, Chief Compliance Officer, Riversource/Ameriprise

Speakers:

Amber Adams, Senior Counsel, AIG Life and Retirement**Cara St. Martin**, Senior Director, Corporate Compliance, Allianz Life Insurance Company of North America**Patricia Thompson**, Assistant Vice President & Deputy Chief Compliance Officer, Pacific Life

4:00 – 5:00 PM

Boot Camp: Legal- Litigation Trends

Speakers:

Paula Cludray-Engelke, Assistant Vice President and Senior Counsel, Voya Financial**Ashley Street**, Attorney & FASG Counsel, USAA

6:00-7:00 PM

NETWORKING RECEPTION

7:00 PM

DINNER ON YOUR OWN

8:00-11:00 AM

REGISTRATION

8:00-9:00 AM

NETWORKING BREAKFAST

9:00-10:00 AM

GENERAL SESSION**Election 2016 Revisited: The Real-World Impact on the Insurance Industry**

Last year, we explored the prospective impact of Election 2016. With Election and Inauguration Day behind us the key questions we'll explore are still the same: What is the real-world impact of the election for our industry? How does preparing for change affect ground-level challenges facing compliance and regulatory professionals?

Speakers:

Pat Hughes, Partner, Faegre Baker Daniels**Alison Watson**, Partner, Faegre Baker Daniels

10:00-11:00 AM

GENERAL SESSION**Innovation and the Future of Insurance and InsurTech**

Regulation and technology are dramatically changing the way insurance companies are operating and interacting with their customers. This panel will discuss emerging trends in innovation in the insurance sector and their implications for in house legal and compliance staff.

Moderator:

Jigar Gandhi, Counsel, ACLI

Speaker:

Kathleen Koelling, Vice President & Managing Counsel, Thrivent Financial for Lutherans**Ben Seessel**, Shareholder, Carlton Fields Jorden Burt, P.A.

11:00 AM

ADJOURNMENT