

Compliance & Legal Sections Annual Meeting

PRELIMINARY PROGRAM

(as of June 14, 2016)



July 11–13, 2016

FAIRMONT COPLEY PLAZA
Boston, MA

MONDAY, JULY 11

10:00 AM–4:30 PM **REGISTRATION**

11:00 AM–12:15 PM **WELCOME AND OPENING REMARKS**

Chair: Compliance Section, Scott E. Creutzmann, Vice President & Chief Compliance Officer, RiverSource Life Insurance Company

Chair: Legal Section, James D. Gallagher, Executive Vice President, General Counsel & Chief Administrative Officer, John Hancock Life Insurance Company

GENERAL SESSION

Product Design and Distribution in a Post- DOL Fiduciary World- Part I

A new DOL fiduciary rule is expected later this spring, and, if unchecked, it will up-end the current framework for the design and distribution of annuity and life insurance products. This session will discuss the impact of the new DOL rule from the product side.

Moderator:

Dennis Schoff, Senior Vice President, General Counsel & Corporate Secretary, The Ohio National Life Insurance Company

Speakers:

Steve Kraus, Shareholder, Carlton Fields Jordan Burt

Mark Smith, Partner, Sutherland

12:15–1:45 PM **NETWORKING LUNCHEON**

Sponsored by:

SUTHERLAND

2:00–3:00 PM

GENERAL SESSION

Cybersecurity

This session will focus on evolving compliance issues and challenges related to cybersecurity and related legislative and regulatory activity at the NAIC and in the states.

Moderator:

Robbie Meyer, Vice President & Associate, General Counsel, ACLI

Speakers:

Brian Rubin, Partner, Sutherland, Asbill, and Brennan

Carmen Hill, 2nd Vice President, Chief Compliance Officer, Security Benefit

Charles Piacentini, Vice President, State Legislative Affairs, Unum

3:00–3:30 PM

REFRESHMENT BREAK/EXHIBITION

3:30–4:30 PM

CONCURRENT SESSIONS

- **What Keeps In-House Life Insurance Counsel Awake at Night?**

This panel will cover the trends and issues that companies are facing in 2016 and the challenges associated with such trends and issues. They will also discuss how compliance and legal functions are structured within their organizations and the advantages and/or disadvantages of such structures.

Moderator:

Paige D. Waters, Partner, Locke Lord LLP

Speakers:

Gary Jenkins, Deputy General Counsel, Voya Financial

Jim Hoodlet, Vice President & Chief Counsel, John Hancock Life Insurance Company

- **DOL- Nuts & Bolts: How to Manage Liability- Risk of Litigation**

Moderator:

Paul Gallagher, Vice President, Chief Counsel & Complex Litigation, Manulife/John Hancock

Speakers:

Wilson Barmeyer, Counsel, Sutherland

Michael Kreps, Principal, Groom Law Group

5:30–6:30 PM

WELCOME RECEPTION/EXHIBITION

Sponsored by:



6:30 PM

DINNER ON YOUR OWN

TUESDAY, JULY 12

7:00 AM–5:00 PM

REGISTRATION

7:30–8:30 AM

NETWORKING BREAKFAST

8:30–9:30 AM

GENERAL SESSION

Election 2016 and Insurance Regulation: The Real World Implications of an Unreal Process

This session will examine what are the on-the-ground implications of the Presidential election in 2016. What will new Treasury, Labor, FIO, and other leadership mean for the insurance industry, and what - despite the excitement - will not be affected. This will be combination of technical analysis of where authority really lies in the federal regulatory structure and crystal-ball peering in a year of above-average unknown unknowns.

Moderator:

Tom Samoluk, Vice President & Counsel, Government Relations, John Hancock

Speakers:

Patrick D. Hughes, Partner, Faegre Baker Daniels

Sara M. Powell, Partner, Faegre Baker Daniels

Charles T. Richardson, Partner, Faegre Baker Daniels

9:30-10:00 AM

REFRESHMENT BREAK/EXHIBITION

10:00-10:55 AM

GENERAL SESSION

Survey for Hot Topics for Life Insurers in the Legal & Compliance Area

This session discussion is intended to be a high-level review of the following:

1. Electronic Signatures
2. Powers of Attorney
3. Death with Dignity Legislation
4. Privacy and Disclosure in Telephone Conversations
5. Retained Death Benefit Transactions

Speakers:

Megan S. Curoe, Assistant Vice President, Legal & Compliance, Lincoln Benefit Life Company

Nolan Tully, Associate, Drinker Biddle & Reath LLP

11:00-11:55 AM

CONCURRENT SESSIONS

- **Ethics: Demonstrating a Culture of Compliance**

FINRA has indicated that a 2016 examination priority will be assessing a firm's culture of compliance. Hear from a panel who will discuss leading practices to develop, communicate and embed a culture of compliance within organizations and how to demonstrate it exists for regulatory examination purposes.

Moderator:

Donald Walters, President & Chief Executive Officer, The Compliance and Ethics Forum for Life Insurers (CEFLI)

Speaker(s):

Jim Puhala, Second Vice President, MassMutual

Mike Sweeney, Senior Compliance Officer, Allstate Financial Advisors

Andy Zembles, Assistant Vice President, Corporate Compliance, Pacific Life Insurance Company

- **DOL- IRA/Rollover and Variable Annuities/Index Annuities**
Among the implications of the DOL's fiduciary rule is the effect it will have on rollovers and the sale of variable and indexed annuities in IRAs. This session will focus on what DOL's rule means for rollovers and non-fixed rate products. What are the legal and compliance issues it presents? Can fiduciary status be avoided and, if not, what compliance strategies are available?
Moderator:
Stephen Toretto, Vice President, Counsel, Pacific Life Insurance Company
Speakers:
Richard Choi, Shareholder, Carlton Fields Jordan Burt
Michael L. Hadley, Partner, Davis & Harman LLP

12:00 PM–1:30 PM

LUNCHEON

Lunch with Comedian Jimmy Tingle

Jimmy Tingle is a stand-up comedian from Cambridge, MA, who has appeared on The Tonight Show, Conan O'Brien, Larry King, HBO, NPR, PBS, and Comedy Central. He has worked as a commentator for MSNBC and spent two seasons as the humorist and commentator in the "Andy Rooney" spot for 60 Minutes II and CBS. He's a graduate of Harvard's Kennedy School of Government with a Master's Degree in Public Administration and is the founder of Humor for Humanity.

1:35–2:30 PM

CONCURRENT SESSIONS

- **Ethics: Refresher Ethics & Lobbying Related to Regulatory Activity**
Speakers:
Manny Alves, Vice President, Governance and Regulatory Counsel and Corporate Secretary, John Hancock Life Insurance Company
Ken Gross, Partner, Skadden, Arps, Slate, Meagher & Flom LLP
- **Senior Protections and Education- CT 1005 and other current state activity trends**
Gain a perspective from those on the front lines as to how they are monitoring for financial exploitation. Hear from individuals from both inside and outside the insurance industry on how to protect seniors and educate those servicing their life insurance needs.
Moderator:
Kelly Ireland, The Compliance and Ethics Forum for Life Insurers (CEFLI)
Speakers:
Steve Koslow, Chief Compliance Officer, Allianz
Brad Bax, Compliance Manager, Voya Financial
Julia Evans Starr, Former Executive Director, Connecticut's Legislative Commission on Aging

2:30-3:00 PM

REFRESHMENT BREAK/EXHIBITION

3:00-3:55 PM

GENERAL SESSION

Technology, Social Media and Insurance Compliance- Where Do We Go from Here?

Today's insurance consumers have new expectations. They are used to shopping online, marketing themselves online, and sharing their information online. The insurance industry is finally catching up to other industries when it comes to reaching the digital consumer. But are in-house compliance and legal departments ready for it? What new (and future) challenges will the next generation of compliance officers face? Discussion points will include:

- How technology is changing what it means to market compliantly
- Key points about how to take a "Paper and PDF" industry online
- Social media and online marketing best practices
- Why the ROI with technology is no longer measured as "return on investment" but as "risk of ignoring"

Speaker:

Kevin Mechtley, Consultant, First Consulting & Administration, Inc.

4:00-5:00 PM

CONCURRENT SESSIONS

- **Bootcamp: Legal**
This session will provide an overview of basic life insurance legal concepts, regulatory framework and practice tips for attorneys who are new to the insurance industry and/or the in-house role. Real life examples will provide depth and color to discussion and resources offered by experienced in-house counsel. Topics include what's happening with our regulators, insurance contract issues, insurable interest developments, claims, law vs compliance roles and relationships with business colleagues.
Speaker & Moderator:
Andrea Nelson, Chief Counsel, Insurance Solutions, Voya Financial
Speaker:
Cheryl Tobin, Vice President, Counsel, Pacific Life Insurance Company

- Bootcamp: Compliance**
 This session will discuss the ins and outs of building an effective compliance apparatus, identifying what Compliance vs. Legal owns, building relationships with key constituents, managing the “healthy tension” between Compliance and Sales, and picking your spots when to make a stand and when to vie for collaboration and consensus. War stories and anecdotes will be provided – some colorful, some disturbing and all very real.
Moderator:
Gary Frank, Vice President Compliance, Global Atlantic Financial Group
Speakers:
Blaine Doerrfeld, Vice President, Senior Counsel & Privacy Officer, Athene Annuity and Life Company
Maureen Henderson, Senior Vice President, Global Atlantic Financial Group

6:00–7:00 PM **NETWORKING RECEPTION**

7:00 PM **DINNER ON YOUR OWN**

WEDNESDAY, JULY 13

8:00–11:00 AM **REGISTRATION**

8:00–9:00 AM **BREAKFAST**

9:00–10:00 AM **GENERAL SESSION**

Product Design and Distribution in a Post- DOL Fiduciary World- Part II

A new DOL fiduciary rule is expected later this spring, and, if unchecked, it will up-end the current framework for the design and distribution of annuity and life insurance products. This session will discuss the impact of the new DOL rule from the distribution side- how is distribution going to change? BIC and basic exemptions

Moderator:

Jim Szostek, Vice President, Taxes & Retirement Security, American Council of Life Insurers

Speakers:

Jim Jordan, Shareholder, Carlton Fields Jordan Burt

Susan Krawczyk, Partner, Sutherland

10:00–11:00 AM **GENERAL SESSION**

Big Data

This session would include a discussion on the role of data analytics, customer focus support needed by law, what does your company’s privacy statement include as well as the Fair Credit Reporting Act and the use of Fitbits.

Moderator:

Tom Butler, Partner, Maynard, Cooper & Gale PC

Speaker:

David Loper, Senior Vice President & Senior Associate Counsel, Protective Life Corporation

11:00 AM **ADJOURNMENT**

ACLI Antitrust Notice

The American Council of Life Insurers is committed to adhering strictly to the letter and spirit of the antitrust laws. Meetings conducted under the Council’s auspices are designed solely to provide a forum for the expression of various points of view on topics described in the programs or agendas for such meetings. Under no circumstances shall Council meetings be used as a means for competing companies or firms to reach any understanding - expressed or implied - which restricts competition or in any way impairs the ability of members to exercise independent business judgment regarding matters affecting competition. Accordingly, appropriate objection will be made to any presentation or colloquy that presents a risk from the standpoint of the antitrust laws.

Copyright American Council of Life Insurers, 101 Constitution Avenue, NW, Washington, DC 20001-2133. All rights reserved.

Mandatory Continuing Legal Education is presently required in 39 states and may be mandated in several more during the next few years. The Council has obtained certification for attendance at this Compliance & Legal Sections Annual Meeting by some of those states with a mandatory CLE requirement. One of the prerequisites for approval as a sponsoring organization is the requirement that the sponsoring organization – the ACLI in this instance – submit to the State CLE Board a list of those who attended and are admitted to practice law in that state. In order to do so, we will need to know what states the attendees (students and teachers) have been admitted to practice and their State Bar identification Number, if possible.