



APIG National Conference and Gala Dinner 2010

Monday 6th September 2010 | Dockside | Cockle Bay Sydney | 7 QPIB/CPD/MCLE Points



The APIG National Conference and Gala Dinner provides an excellent forum for people involved in Professional Indemnity and Directors' & Officers' insurance to come together to exchange ideas and learn more about the current state of the industry from leaders in the field.

There has not been a better time to attend this conference. Are the financial markets settling down, what is really happening out there?

Hear about issues that directly affect your daily practices and help unravel some of the complexities that face professional lines practitioners. The conference will have a practical, technical focus and includes breakout sessions and innovative structured panel discussions including topics on:

- The Global Insurance Market - Current experiences and where is it headed?
- Contagion Exposure - The Asbestos for Financial Lines
- Underwriting Agencies - Why this growing and innovative segment is so important to the Australian Market
- Electronic Commerce Capabilities - Is the future for SME Insurance on-line?
- Cyber Crime Liability - Where are the greatest potential risks?
- The State of the Market - An APIG Tradition

This year we have a special feature sponsored by Clayton Consultants:

No Kidnap & Ransom Insurance? How bad can it get? With **Nigel Brennan**, freelance journalist held hostage in Somalia for 462 days, as seen on ABC's "Australian Story" 2010.

Plus, a special D & O Fundamentals workshop stream for members less familiar with D & O Insurance.

The conference will be followed by the Gala Dinner overlooking Darling Harbour. This is an exceptional opportunity to catch up with other members and guests for an entertaining evening.

Keynote Presentation:

Duncan West, Chief Executive Officer, CGU

Panelists & Moderators include:

- Tim Andrews, Finity Consulting
- Kathy Awanis, Chartis
- Bill Bestic, Clayton Consultants
- Alan Bishop, EBM Insurance Brokers
- Damien Coates, Underwriting Council of Australia
- Leon d'Apice, EBIX
- Chris Harnett, QBE
- Adrian Humphreys, Lloyds
- Glenn Lambert, Austbrokers Holdings Ltd
- Steve Lardner, Aon Risk Services Australia
- Bob Lee, Macquarie Underwriting
- Andrew McKenzie, Aon Risk Services Australia
- John Morgan, Allens Arthur Robinson
- Nick Murphy, General Reinsurance Australia
- Timothy Powell, Catlin
- Edward Rawnsley, Vero
- Andrew Strain, Zurich
- Andrew Taylor, Chubb Insurance Company of Australia
- Marcus Thomas, Liberty International Underwriters
- Tracie Thompson, Chartis International
- Bruce van der Graaf, Fraud Squad - State Crime Command

Gala Dinner - Featuring great fun, fare and entertainment.

Organised by **Trail & Associates**

SPONSORS

Gold



Silver

Gilchrist Connell

Bronze

Session Sponsor

Lunch



Pre Dinner Drinks



Gala Dinner



Allens Arthur Robinson

Clear Thinking

Morning Tea



Afternoon Tea



Early Bird closes Friday 27th August 2010



APIG National Conference and Gala Dinner 2010

President's and Chairman's Invitation

APIG takes an active role in the provision of education and networking opportunities for its members. Our State seminars have always been keenly supported as they provide quality speakers and address relevant issues at a reasonable cost.

This year is no exception. We are delighted to be staging our fourth National Conference and Gala Dinner. The program has been designed specifically to focus on practical issues that affect the day to day working environment of members. This year we have again been fortunate to have a renowned line-up of industry experts willing to share their experiences.

The format intends to provide for optimum participation from attendees and we hope that this will result in an effective educational experience. The breakout streams will provide for both the newer members of the industry (the D & O "Fundamentals" course), and our more experienced professionals. As such, we encourage delegates to consider the topics being dealt with and be prepared, if they so choose, to enter into discussions about these issues relating to the "State of the Market".

Following the conference, we will be hosting our Gala Dinner at the magnificent Darling Harbour location, Dockside. Join us for what we know will be an excellent opportunity to catch up with other members and guests for an entertaining evening. We look forward to seeing you there.

Robin Singh
APIG National President

Andrew Moore
Chair, National Conference Committee

Be Quick!

We have been overwhelmed with the response since our initial announcement so ensure your position is reserved and make sure you book early. Register **now** and secure your place or table and invite your guests early.

Please Note: Due to the popularity of this event and number restrictions, we can only accept dinner registrations from delegates and their guests. If you wish to join a waitlist please contact us directly.

Incorporated as a not-for-profit organisation in 1995, the purpose of the Australian Professional Indemnity Group Inc (APIG) is to provide educational and networking opportunities for its members and other interested parties who are involved in the professional risks insurance market. For more information about APIG and membership please visit www.apig.com.au.

Sponsorship Opportunities

It's not too late if you would like to have a profile at this event. A limited number of sponsorship packages are still available. For more information contact Rosie Traill on 02 9449 8919 or email rtraill@traillassociates.com.au.

Thank You to Our Sponsors

The cost of this conference to participants has been minimised by obtaining the support of sponsors. APIG expresses its sincere thanks to all those who will be contributing and at the time of publication include:

Gold sponsors:

Liberty International Underwriters
Vero Profin
Wotton + Kearney Insurance Lawyers

Silver sponsors:

Norton Rose
Gilchrist Connell
Mallesons Stephen Jaques

Bronze Sponsors:

DLA Phillips Fox

Session Sponsors:

Clayton Consultants

Morning Tea sponsors:

Kennedys

Document Insert: Lander & Rogers Lawyers

Gala Dinner sponsors:

Allens Arthur Robinson
AXIS Specialty Australia -
(Associate sponsors)

Lunch sponsors:

Minter Ellison Lawyers

Pre Dinner Drinks sponsors:

Barry.Nilsson. Lawyers

Afternoon Tea sponsors:

Curwoods Lawyers

Getting to Dockside

Via Foot: Walk down Market Street past the Darling Park monorail station on your right. Go down the escalators onto the Pyrmont Pedestrian Bridge level and turn left.

Via Train: Alight at Town Hall Station, follow directions as above.

Taxi Drop Off: Ask to be dropped off at Cockle Bay Wharf under the blue canvas awning. The driver needs to take Wheat Road by keeping left going past the Imax Theatre. Take the escalators up one level to Dockside.

Via Car: Turn left into Murray Street at the Harbourside intersection of Harris Street (towards the Novotel). The Harbourside Car park is approximately 150 metres on the left hand side. Once parked, there is a walkway which will take you across to Darling Harbour (between the Sydney Convention Centre and the Harbourside Shopping Complex). Dockside is just opposite on the City side of Darling Harbour. Or alternately, Darling Park car park is located at 201 Sussex Street and is the closest car park.

PROGRAM

8.00am

Registration Opens

9.00am - 9.10am

Welcome Address - Robin Singh, National President, APIG

9.10am - 9.50am

KEYNOTE ADDRESS

The Global Insurance Market - Current experiences and where is it headed?

We are very fortunate to have Mr West as the industry keynote speaker. Duncan will draw on his wealth of international experience and his role as the Chief Executive Officer of CGU Insurance to provide us with a snapshot of the issues which the global insurance industry will face in the next 12 months. He will share his thoughts on how the global industry is really tracking and talk about the current economic conditions affecting pricing and reinsurance and the changes we are likely to see. This is sure to be a very informative session presented by one of our industry leaders.

Duncan West, Chief Executive Officer, CGU



APIG National Conference and Gala Dinner 2010

9.50am - 10.30am Contagion Exposure—the Asbestos for Financial Lines

Locally we saw a contagion event in its full glory with the Westpoint collapse and how that spread through financial planners PI, Westpoint themselves, lawyers, and even some construction/engineering risk weren't immune. This turned out to be a small precursor for the Global Financial Crisis which brought home to many insurers, reinsurers, and brokers the real risk of contagion events in the Professional and Financial Lines and their affect on portfolio loss ratios, as globally Sub-Prime, Madoff, and general recessionary affects still wind their way through PI and D&O portfolios. In Australia we haven't been immune to the GFC affects and have also added our own unique local conduit in margin lending.

How do we manage contagion exposure?
Are the affects of the GFC a thing of the past or only just beginning from a Professional & Financial Lines portfolio perspective?
Where else can contagion appear?

This session will be facilitated by:
John Morgan, Partner, Allens Arthur Robinson

Panel Participants:
Nick Murphy, Treaty Manager, General Reinsurance Australia
Marcus Thomas, Regional Underwriting Manager SPC, Liberty International Underwriters
Tim Andrews, Principal, Finity Consulting

10.30am - 11am Morning Tea sponsored by: Kennedys

11am - 12pm Underwriting Agencies

Underwriting agencies represent the growing and innovative segment of the Australian insurance market. An expert panel representing underwriting agency distribution will provide an overview in this growing market. We have put together a panel representing three different distribution channels that will provide an overview, their opinion and insight on why this segment is important to the Australian Market.

Moderator: Bob Lee, Managing Director, Macquarie Underwriting
Panel Participants:
Damien Coates, Chairman, Underwriting Council of Australia
Adrian Humphreys, General Representative, Lloyd's Australia
Chris Harnett, General Manager, Underwriting Agencies, QBE

12pm - 12.45pm No Kidnap & Ransom Insurance? How bad can it get?

Australian freelance journalist Nigel Brennan was captured on his way to a refugee camp just outside the Somali capital, Mogadishu and held hostage for 462 days. To secure his eventual release his family sold houses and cars to raise the required money. His survival was miraculous, but the legacy is debt, family hardship and mental anguish.

With kidnap risks increasing for Australians working abroad in mining and exploration, economic projects, NGOs and of course journalism, Nigel's experience is a stark warning of how difficult life can be with only limited access to the funds, expertise and resources needed in a hostage situation. Kidnap & Ransom insurance cover is often sold as an extension to or as a companion policy alongside D&O and Crime policies. For many professional risks specialists it has been a sleeper issue. This session is a unique insight into how Kidnap & Ransom insurance works.

Nigel will discuss his experience in an interview with *kidnap response consultant* **Bill Bestic of Clayton Consultants** and together they will explore how things could have been very different if Nigel was insured.

This session will be facilitated by **Tracie Thompson, Vice President, Worldwide Liabilities Group, Chartis International** who will provide insight into Kidnap and Ransom insurance cover.

This session is brought to you by: 

Clayton Consultants specialize in the prevention and resolution of kidnaps-for-ransom and extortions, whose consultants are experts in the field of crisis resolution with decades of government, military, Foreign Service and private industry experience. Claytons have resolved more than 1,500 confirmed kidnap-for-ransom and extortion incidents worldwide.

12.45pm - 1.45pm Lunch sponsored by: Minter Ellison

1.45pm - 2.45pm Stream 1 - Topic 1 - Electronic Commerce Capabilities— Is the future for SME Insurance online?

What does it mean for margins and price transparency? An expert panel representing new distribution models, aggregators and contestable platforms will explore these questions and will also consider trends and problems including pricing issues and buying habits. The moderator will introduce the topic with an overview of e-commerce in intermediated markets to provide context for open discussion amongst alternative voices.

Moderator: Steve Lardner, Director, Broking Operations, Aon Risk Services Australia

Panel Participants:
Kathy Awanis, Regional Chief Information Officer, Chartis Insurance
Alan Bishop, Managing Director, EBM Insurance Brokers
Leon d'Apice, Managing Director, EBIX Australia
Glenn Lambert, General Manager Operations, Austbrokers Holdings Ltd / AIMS Chairman

2.45pm - 3.45pm Stream 1 - Topic 2 - Cyber Crime Liability – Where are the greatest potential risks and what are the emerging trends?

Highlighted by the recent collapse of retailer Clive Peters, there are critical signs that the level of fraud and dishonesty is growing both in number and size of incidents. Recent trends on cyber crime – criminal activity involving computers and the Internet – make it appear that it is spinning out of control. Bruce van der Graaf from the Fraud Squad of the State Crime Command, will provide a true picture of what actually is occurring in the new age in Fraud which is exposing business and the insurance industry. Bruce will explain how computers and the Internet are being used to commit cyber-crimes: targeted activities, in which employees steal information or cause damage to computer systems by gaining illegal entry into those systems. Bruce will also give you some amazing insights into some other emerging trends which the insurance industry should be greatly concerned with.

Bruce van der Graaf, Detective Inspector, Fraud Squad, State Crime Command, NSW Police Force

1.45pm - 3.45pm Stream 2 Concurrent - D&O "Fundamentals" Workshop

The fundamentals session is designed for those new to the professional indemnity market. The session will give those attending a brief overview of why the specialist class of insurance is required and will provide a description of some of the unique terms/jargon used every day by D&O specialists, retro date claims made and notified etc. Those attending the D&O Fundamentals session will leave with a history of how the market has developed from its infancy of negligence based wordings with minimal insurers and brokers through the turbulent times of insurer collapses and evolving policies wordings to the current day position, where we now have a mature market with a multitude of local and international players and numerous sub classes. The session will give information as to the estimated size of the market at various points in time and finally estimate the current market size today. Throughout the session claims examples will be provided highlighting potential exposures as well as hand outs that should prove a useful tool to assist in developing the next generation of D&O specialists.

Workshop Leaders:

Andrew Taylor, Regional Practice Leader, Chubb Insurance Company of Australia
Andrew Strain, National Specialty Claims Supervisor, Zurich

3.45pm - 4.15pm Afternoon Tea sponsored by: Curwoods

4.15pm - 5.25pm The State of the Market - structured panel discussion

In accordance with APIG tradition, we have once again assembled a panel of experienced financial lines experts from both underwriting and broking who will provide commentary and debate the "big" issues facing the industry.

The "Insurance Market Cycle Clock" will be back this year, does it actually move or is it broken? The panel will reflect on the presentations and discussions from earlier in the day and comment on these and other important issues affecting the professional lines market in a frank and controversial manner. This final session promises to be a lively and thought-provoking discussion designed to stimulate conference delegate minds before we head off to drinks and dinner.

Moderator: Andrew McKenzie, Divisional Manager, Professional and Consumer Services, Aon Risk Services Australia **Panel Participants:**

Edward Rawnsley, Executive Manager, Vero
Timothy Powell, Class Underwriter, Financial & Profession Risk, Catlin

5.25pm - 5.30pm Closing Address - Andrew Moore, Chair, APIG National Conference Committee

7.00pm - 7.30pm Pre Dinner Drinks sponsored by: Barry Nilsson, Lawyers

7.30pm Gala Dinner sponsored by: Allens Arthur Robinson



APIG National Conference and Gala Dinner 2010

General Information

ACCREDITATION

7 QPIB/CPD/MCLE

Brokers may earn 7 QPIB points if they attend the conference. NSW & Victorian solicitors who find any of our program relevant to their immediate or long term needs in relation to their professional development and practice of law, may claim MCLE units for their participation in the courses. One unit can be claimed for each hour of attendance, excluding refreshment and lunch breaks. For NSW Bar Members, this conference has been accredited with 1CPD point per hour of attendance (excluding breaks) with a maximum of 6 points to be claimed.

SPONSORSHIP

A limited number of sponsorship opportunities exist. Please contact Rosie Truill for a comprehensive proposal. Sponsorship of such a dynamic event delivers many key benefits to raise your profile including:

- Access to highly targeted niche audience
- Enables profile building opportunities
- Gives direct access to decision-makers at executive levels through interaction with delegates and speakers
- Service existing and attract potential clients through showcasing
- Is a cost-effective way of advertising products/services
- Brand association and quality lead generation for your database
- Offers long-term exposure through documentation inserts and post-event marketing campaign
- Build relationships from face to face contact, facilitating in successful follow-up and marketing campaigns

For more details phone Rosie on 02 9449 8919.

ACCOMMODATION

Metro Apartments, 27-29 King Street, Sydney

Tel : 02 9290 9200

Rates from \$175.00 for a one bedroom apartment

<http://www.metrohotels.com.au/sydney-hotels/metro-apartments-on-king-17>

Four Points by Sheraton, 161 Sussex Street, Sydney

Tel : 02 9290 4000

Rates from \$200 per room per night – city view

<http://www.starwoodhotels.com/fourpoints/property/overview/index.html?propertyID=1305>

Medina Grand Harbourside,

55 Shelley Street, King Street Wharf, Sydney

Tel : 02 9249 7000

Rates from \$170.00 per night for a studio queen

<http://www.medina.com.au/medina-grand-harbourside/hotel>

Please note rates are subject to availability and may not be available at time of booking. Alternatively please contact www.wotif.com.au

Privacy

This information is added to our delegate database to register you for this event and provide you with details of our upcoming conferences in your field. We may also from time to time share some of this information with event sponsors, exhibitors and speakers so they know who is in their audience and can deliver accordingly (subject to strict conditions). From time to time, we may contact you about other related events. If you DO NOT wish to receive this information or you do not wish to have your details made available to other organizations as above tick here [].

Disclaimer

The Organisers reserve the right to change some elements of the program at any time in the event of unforeseen circumstances. APIG and its agents accept no liability for any loss or damage suffered by any person at any event organized by APIG or its agents by reason of any act or omission on the part of any other person however that loss or damage is caused including but not limited to any negligence on the part of any other person. Information obtained at the event does not constitute legal advice and should not be relied upon as such.

Cancellation Policy

We will refund your registration in full, less \$110 service charge (incl. gst) provided we receive cancellation in writing up to twenty working days prior to the event. A substitute is welcome at no extra charge. Regrettably, no refunds can be made less than twenty days prior to the event as all suppliers orders are based on estimated numbers of attendees and are paid in advance.

Important Security Notice

We want to take good care of you, so for venue requirements, security and safety reasons, highly visible official name badges must be worn at all times by all attendees. If you wish to take advantage of limited substitution privileges you may nominate one additional name per registration only - no later than one week prior to the event. The substitute delegate must identify themselves at the registration desk with your name badge prior to entry and be issued with their official identification which has been prepared in advance. If you have any queries please contact us.

Organised on behalf of APIG by Rosie Truill:

Truill & Associates

For comments/suggestions please phone Rosie Truill on 02 9449 8919 or 0405 136 001. The contents of this conference program are the copyright of APIG©2010.

Conference Details

Date Monday 6th September 2010
Times 8.00am Registration Opens
 9.00am Conference Begins
 5.30pm Conference Closes
 5.30pm Informal Drinks
 7.00pm Gala Dinner (for 7.30pm)

Venue Dockside, Cockle Bay, Sydney

Note Dinner is not included in the cost of the conference.

Cost APIG is now registered for GST, prices inclusive:

Early Bird closes Friday 27th August.

Payments must be received by 27th August to qualify.

- Early Bird APIG members** (conf only) \$336.36 + \$33.64GST total \$370.00
- Early Bird non-members** (conf only) \$500.00 + \$50.00GST total \$550.00
- Standard APIG members** (conf only) \$418.18 + \$41.82GST total \$460.00
- Standard non-members** (conf only) \$545.45 + \$54.55GST total \$600.00
- Dinner APIG members** \$168.18 + \$16.82GST total \$185.00
- Gala dinner non-members** \$177.27 + \$17.73GST total \$195.00
- Gala dinner table of 10*** \$1681.82 + \$168.18GST total \$1850.00

*Tables of 10 - please attach name and company details for guests

(Tables of 12 available on application)

**Membership to APIG is available from \$55.00 at www.apig.com.au

How to Register

Please fill in the form below and post to - Rosie Truill:

Truill & Associates, 68 Lynbara Avenue, St Ives 2075 or Fax to 02 9440 9920.

Cheques payable to: **Australian Professional Indemnity Group Inc.**

Registration Form

Member Non-Member

Please tick your preferred choice: Stream 1 Stream 2

Title First Name Surname

Position

Organisation

Address

Phone Fax

Email

Payment Method: Cheque AMEX

Credit Card Type: Visa MasterCard

Credit Card # Expiry Date /

Cardholder Name

Cardholder Signature

Total Amount: _____

Note: all credit card payments will appear as "Truill & Associates" on bank statements.

NOTE: This document will be a Tax Invoice/Receipt when payment is received. Please retain a copy of this form for your records.

Enquiries - Rosie Truill, APIG National Conference Organiser

Phone: 02 9449 8919 or 0405 136 001

Email: rtruill@traillassociates.com.au

APIG: www.apig.com.au

APIG ABN 39 923659503