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| 7:30am-8:30am | **Conference Registration, Continental Breakfast & Networking**  Sponsored by our Platinum Sponsor:  **London Life Reinsurance Company** |  |
| 8:30am-9:00am | **Welcome & General Business Session**  Welcome, announcements, introduction of Chapter Officers  IASA National Update  Adoption of Fall 2016 Meeting Minutes  Treasurer’s Report  Election of Officers for 2017/2018  LinkedIn challenge! | Josh Keene, Chapter President  Celeska Fredianelli, President-Elect IASA  John Taylor, Chapter Secretary  John Romano, Chapter Treasurer  Josh Keene  Sean Barnes, Chapter Board Member |
| 9:00am-9:50am | **GAAP Revenue Recognition Accounting Standard’s Impact on Insurance Companies**  This session will provide an overview of the basic requirements of ASC 606, Revenue Recognition, and its impact on the insurance industry.  Objectives:   1. Recognize the changes to US GAAP related to revenue recognition for non-insurance contracts 2. Identify the impact of the changes to the insurance industry 3. Determine the extent ASC 606 may impact their companies and/or clients   **OBJECTIVES MUST BEGIN WITH DEFINE, DETERMINE, DIFFERENTIATE, DISCRIMINATE, DISTINGUISH, IDENTIFY, INDICATE, INTERPRET, RECALL, RECOGNIZE** | Speaker Name, Company |

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| 9:50am-10:40am | **A.M. Best – BCAR score changes**  Revised A.M. Best’s Credit Rating Methodology has been issued for review and comments. Updates on the Credit Rating Methodology are planned for release in late 2017. Additionally, A.M. Best's Capital Adequacy Ratio (BCAR) has been undergoing the most comprehensive review and update since the model was first introduced in the 1990's. The updates covered in the draft criteria procedure are intended to provide a better tool to differentiate insurers' exposure to risk, implement more advanced modeling techniques in the development of certain risk factors, and introduce a new BCAR score calculation.  Objectives:   1. Briefly review key elements of the current Best Credit Rating Methodology (BCRM) and briefly explain the changes 2. Review proposed changes to the BCAR and their anticipated impact on the P&C industry 3. Illustrate how BCAR serves as one of the many important components of A.M. Best’s Credit Rating Methodology | Speaker Name, Company |
| 10:40am-11:00am | Refreshment Break & Networking  Sponsored by our Silver Sponsors:  **Brown Schultz Sheridan & Fritz**  **Clearwater Analytics LLC,**  **Flexi Software** |  |
| 11:00am-12:00pm | Economic Update  This presentation will deliver an economic update, covering various topics, which impact the investment options of insurance companies.  Attendees will come away with a better understanding of the current economic and investment climate for insurance companies.  Topics covered will include interest rates, investment markets, and various economic metrics.  Objectives:   1. Review the current economic environment 2. Review the current investment environment for insurance companies 3. Review various investment options for insurance companies | Speaker Name, Company |
| 12:00pm-1:00pm | **Lunch**  Sponsored by our Platinum Sponsors:  **Financial Software Innovations Inc./FSI**  **Prime Advisors, Inc.** |  |
| 1:00pm-1:50pm | **NAIC Updates: The Investment Classification Project**  The Investment Classification project began in 2013 and quickly became the largest agenda item from the Statutory Accounting Principles Working Group (SAPWG). However, over the past 3 years, the project has focused mainly on only bond ETFs, which are a small asset class compared to the rest of the insurance industry.  What else has the project done so far? What’s the current status on ETFs? And what direction is the project heading? These questions and more will be answered and more in this overview of the Investment Classification Project.  Objectives:   1. Understand changes resulting from the Investment Classification Project 2. Understand the debate around classification and measurement of ETFs 3. Review changes to anticipate next after the discussion on ETFs | Speaker Name, Company |
| 1:50pm-2:40pm | **It All Starts With Great Corporate Governance**  This session will provide insight into the seismic shifts in regulatory approach by the NAIC and Insurance Departments from the perspective of former Dept. Insurance Commissioner for the Pennsylvania Insurance Dept.’s Office of Corporate and Financial Regulation. The session will address:   1. Why is corporate governance so important and what the regulators are doing differently. 2. How can you be effective to your organization reporting on whether or not corporate governance and ERM are working effectively and are “best in class.” 3. Has your internal audit function pivoted to responding to this new regulatory approach? | Speaker Name, Company |
| 2:40pm-3:10pm | Refreshment Break & Networking – Ice Cream Bar  Sponsored by our Silver Sponsors |  |

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| 3:10pm-4:00pm | **Connect the Dots: The Three Lines of Defense**  This session will continue the discussion from the previous corporate governance session.  The economic environment, significant risk events, and regulatory guidelines of the past several years have led financial services organizations to develop and implement more effective mechanisms for risk management. Duties related to risk management are being split across multiple departments and functions – cohesion and coordination, with proper identification and communication of roles and responsibilities, is needed to help ensure financial services organizations’ limited resources are utilized effectively in the identification, assessment, and management of key risks.  The three lines of defense (LOD) operating model provides the framework for effective risk management. Today's session objectives are to:   1. Understand the definition of, and regulatory expectations for, the Three Lines of Defense in the context enterprise risk management - connecting the dots from banking to the insurance industry. 2. Explore leading practices relative to the application and coordination of each of the Three Lines of Defense and the important role of the maturing of the Third Line of Defense. 3. Identify what is needed to help ensure limited resources are used effectively in the identification, assessment, and management of key risks. | Speaker Name, Company |
| 4:00pm-4:50pm | **Ethics**  Discussions on different ethical topics in litigation including witness preparation, relationships with clients and insurers, and social networking | Speaker Name, Company |
| 4:50pm-5:00pm | Closing Remarks and Raffles  CPE Forms & Evaluations |  |
|  | CPE: Entire Conference: 7 Credits (1 Ethics) |  |

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