



Ole Miss Insurance Symposium 2011 Program

Wednesday, March 23 Early Bird Continuing Education Sessions (3 hours credit)

All Educational Sessions at The Inn at Ole Miss

1:30-2:45 p.m. **Section A: Property-Casualty Insurance Issues**

Management Liability Issues--Part I

Introduction: Tiffany C. Hawkins, Sales Executive, Travelers Insurance Company, Marks, Mississippi

Brenda K. Sullivan, RPLU, Account Executive
Travelers Insurance Company
Flowood, Mississippi

Gertrude Ford Ballroom

Section B: Life-Health Planning Issues

Life Insurance and Other Planning Issues

W. Randall Keng, CLU, ChFC, LUTCF, Managing Partner
John Hancock Financial Network – Southeastern Financial Partners
Ridgeland, Mississippi

McMillan Board Room

2:45-3:00 **Refreshment Break**

3:00-4:15 p.m. **Section A: Property-Casualty Insurance Issues**

Management Liability Issues--Part II

Brenda K. Sullivan, Account Executive
Travelers Insurance Company
Flowood, Mississippi

Gertrude Ford Ballroom

Wednesday, March 23 (cont'd)

3:00-4:15 p.m. Section B: Life-Health Planning Issues

Protect, Preserve, and Grow Revenue with Voluntary Benefits and Value Added Services

James H. Hinton, Jr., State Manager
Colonial Supplemental Insurance
Ridgeland, Mississippi

Belinda Maffei, Broker Marketing Manager
Colonial Life & Accident Insurance Company
Columbia, South Carolina

McMillan Board Room

Wednesday, March 23 Welcome Reception

Oxford-University Club
265 North Lamar Boulevard (just north of the Courthouse Square)
5:30-7:00 p.m.
Sponsored by Webb, Sanders, & Williams, P.L.L.C.

**Thursday, March 24 Main Program Sessions
(6 hours credit)**

All Sessions at The Inn at Ole Miss

7:30-8:10 a.m. Registration & Continental Breakfast

8:10-8:30 a.m. Welcome Session

Dr. Daniel W. Jones, Chancellor, The University of Mississippi

Hon. Mike Chaney, Commissioner, Mississippi Insurance Department, Jackson,
Mississippi

Gertrude Ford Ballroom

8:30-9:20 a.m. National Developments in Regulatory and Political Issues (1 hour credit)

Introduction: Ike Trotter, CLU, ChFC, Principal, Ike Trotter Agency, LLC, Greenville,
Mississippi

Robert A. Miller
President-Elect, National Association of Insurance and Financial Advisors
Principal, Miller-Pomerantz and Associates
New York, New York

Gertrude Ford Ballroom

9:20-9:30 a.m. Refreshment Break

Thursday, March 24 (cont'd)

9:30-10:20 a.m. Developments in Personal Lines Insurance (1 hour credit)

Introduction: Ronald P. Tubertini, CIC, President and CEO, SouthGroup Insurance and Financial Services, Inc., Jackson, Mississippi

Cynthia Young, President
Encompass Insurance Company
Northbrook, Illinois

Gertrude Ford Ballroom

9:30-10:20 a.m. Best Practices in Extended and Long-Term Care Insurance Planning (1 hour credit)

John Wall, Divisional Vice President

Gary L. Roden, CLTC, Regional Vice President

Genworth Long-Term Care
Richmond, Virginia and Jacksonville Beach, Florida

McMillan Board Room

10:20-10:30 a.m. Refreshment Break

10:30-11:20 a.m. Insurance Markets – A Small Company View (1 hour credit)

Introduction: Ned Mitchell, Director, SouthGroup Insurance and Financial Services, Inc.,
Cleveland, Mississippi

Douglas A. Gaudet, CPCU, President and Chief Executive Officer
Penn Millers Insurance Company
Wilkes-Barre, Pennsylvania

Gertrude Ford Ballroom

10:30-11:20 a.m. Current Financial Planning Issues (1 hour credit)

Michael J. Axton, CLU, ChFC
LPL Financial
Laurel, Mississippi

McMillan Board Room

11:20-11:30 a.m. Refreshment Break

11:30 a.m.-12:20 p.m. The Property/Casualty Insurance Industry in a New Economic Environment (1 hour credit)

Introduction: Charlene Smith, Marketing Representative, Union Standard Insurance
Group, Meridian, Mississippi

William R. Berkley, Chairman and Chief Executive Officer
W.R. Berkley Corporation
Greenwich, Connecticut
Gertrude Ford Ballroom

Thursday, March 24 (cont'd)

12:20-1:50 p.m. Luncheon with Special Guest Speaker

Recognitions and Awards

Special Guest Speaker: Sam Haskell, former Executive Vice President, William Morris Agency, and Author of *Promises I Made My Mother*

Gertrude Ford Ballroom

1:50-2:40 p.m. The Road to Recovery for Insurers, Agents, and Brokers (1 hour credit)

Introduction: Preston H. Gough, Jr., President, Southern Cross Underwriters, Inc., Jackson, Mississippi

J. Powell Brown, President and Chief Executive Officer
Brown & Brown, Inc.
Daytona, Florida

2:40-2:50 p.m. Refreshment Break

2:50-3:40 p.m. Catastrophes and Trends in Claims (1 hour credit)

Introduction: Rita Howard, Vice President-Agency, State Farm Insurance Companies, Austin, Texas

Jeffrey T. Bowman, President and Chief Executive Officer
Crawford and Company
Atlanta, Georgia

Gertrude Ford Ballroom

3:40 p.m. Concluding Remarks and Door Prizes