

Secondary Market for Life Insurance Conference

November 17-18, 2008

Rittenhouse Hotel, Philadelphia, PA

Co-Chairs: Stephen Baker, Esq., Drinker Biddle & Reath LLP, Philadelphia
James Hoffman, II, Esq., Lincoln Financial Group, Greensboro



Monday, November 17, 2008

8:00 Registration and Continental Breakfast

8:30 Welcome & Introductory Remarks

Stephen Baker, Esq., Drinker Biddle & Reath LLP, Philadelphia
James Hoffman, II, Esq., Lincoln Financial Group, Greensboro

8:45 The State of Secondary Market for Life Insurance

- Current volume of secondary market transactions
 - Anatomy of current secondary market transactions, including NRPF and trusts
 - Current financing arrangements
 - Wall Street v. producer-manufactured demand
- Paul Gallagher, Esq., Counsel, John Hancock USA, Boston

9:45 Why Anyone Should Still Care About the Secondary Market

- STOLI promoters may act as agents for carriers
- E&O and D&O coverage for producers and carriers alike
- What can happen when a secondary market transaction goes sour
- Analysis of insurers' exposure in connection with secondary market transactions
- Analysis of risks to insureds in secondary market transactions
- Analysis of risk to investors in securitized products of secondary market

Christie Corado, Esq., Associate General Counsel, Crump Life Insurance Services, Harrisburg, PA
Stephen Serfass, Drinker Biddle & Reath LLP, Berwyn, PA

10:45 Morning Break

11:00 The Inevitable: Death and Taxes

- Challenges of Advising Elderly High Net-Worth Americans
- Creating sufficient liquidity to fund estate tax needs
- Wealth transfer versus wealth accumulation
- Tax implications of secondary market transactions, life settlements and 1035 exchanges
- Impact of proposed estate tax changes of victorious President candidate

Michael Amoia, JD, CFP, CLU, ChFC, Vice President, Advanced Markets, The Potomac Group, Bethesda
Christopher Gleeson, Trinity Financial Partners, Wayne, PA

11:45 Legislative Update: Battle in the State Houses

- NAIC v. NCOIL Model Acts
- Role of industry lobbyists and DOI
- Costs of compromise

Michael Lovendusky, Esq., Associate General Counsel, American Council of Life Insurers, Washington, DC

12:30 LUNCHEON & KEYNOTE ADDRESS: What's the Big Deal about STOLI?

J. Alan Jensen, Esq., Holland & Knight LLP, Portland

1:45 Secondary Market Litigation Update

Michael Miller, Esq., Drinker Biddle & Reath LLP, Philadelphia, PA
James Hoffman, Esq., Associate General Counsel, Lincoln Financial Group, Greensboro, NC

2:30 Afternoon Break

2:45 When the Government Comes A-Knockin': Investigations, Receiverships and more

- What regulators need to investigate STOLI and senior fraud
- Ensuring successful relationships with your regulators
- Fraud-reporting compliance

Barry Gross, Esq., Drinker Biddle & Reath LLP, Philadelphia
Peter Schenck, Esq., Assistant US Attorney, U.S. Attorney's Office, Fraud Section, Philadelphia

3:30 Wall Street comes to Main Street

- Leveraging life expectancy and arbitrage
- The challenges of securitization in a credit crisis
- How carriers can work with investors

Anne Zissu, Ph.D., Associate Professor at Citytech, The City University of New York and Research Fellow at POLY-NYU, New York

Charles Austin Stone, Ph.D., Associate Professor at Brooklyn College, The City University of New York, New York

4:15 Provider's Perspective

Mark Todd, Vice President of Capital Markets, Maple Life Financial, Bethesda, MD

Kathleen Birrane, Esq., General Counsel, Maple Life Financial, Bethesda, MD

5:45 Networking Reception sponsored by Drinker Biddle & Reath, LLP

Tuesday, November 18, 2008

8:00 Continental Breakfast

9:00 Whisper Down the Lane: Sharing Information among Life Carriers

- Working together to ferret out STOLI transactions
- Industry networking in compliance with antitrust laws
- Fraud carve-out language in Graham Leach Biley legislation

Jack Dempsey, Myers, Brier & Kelly, Scranton, PA
Melody Jensen, General Counsel, Midland National Life Insurance Company, Sioux Falls, SD
Peter Rock, CLU, FLMI, Vice President, Compliance, Crump Life Insurance Services, Harrisburg

9:45 How to Thwart STOLI: A Panel Discussion

- How to ask better questions on applications
- Creating more productive uses of interview process
- What to learn from trust documents

Moderator: James S. Bainbridge, Esq., Drinker Biddle & Reath LLP, Philadelphia, PA

Kyle Jennings, Esq., General Counsel, American General Life Insurance Company, Houston

Michael Mulaney, Esq., Maynard Cooper & Gale P.C., Birmingham, AL

10:30 Morning Break

10:45 Rescissions: DIY or Seeking Professional Help

- What remedies carriers have to remove STOLI business
- Recovering costs versus returning premium
- Managing BGA chargebacks and producer commissions

Jason Gosselin, Drinker Biddle & Reath LLP, Philadelphia, PA

11:30 Appealing to your Reinsurers

- Negotiating treaties
- Partnering to reduce exposure
- Managing premium and claims

Bill Moore, Swiss Re, Armonk, NY

Bob Difenbacher, Manulife, Boston, MA

12:15 Adjourn

Registration Information

Registration Fee

The registration fee includes attendance to all conference sessions, an on-site workbook, continental breakfast each day, one luncheon, a networking reception, coffee breaks, continuing education credit processing and the post-conference handbook on CD which includes updated written materials, presentations and the final attendee list. The registration fee is \$1195 for the first attendee. To have your company name removed from the Web site network marketing list, badges or attendee list, please indicate your request on the registration form.

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Secondary Market for Life Insurance Conference, November 17-18, 2008, Rittenhouse Hotel, Philadelphia, PA

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