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Maria (Gaby) Suliman 201-569-3346
Edward R. Reilly & Co., Inc.

November 1, 2024

Dear LEA Members and Guests,

On behalf of the LEA Board of Directors, it is my pleasure to invite you to the LEA's Annual Meeting and Educational Conference being held at the Fort Lauderdale Marriott Harbor Beach, Fort Lauderdale, FL, January 22 to 24, 2025.

Don't miss this opportunity to catch up with your fellow members from all over North America, Latin America and Europe and obtain interesting educational content along with Continuing Education credits.

We begin on Wednesday January 22nd with our annual LEA Golf Outing at the Jacaranda Golf Club. Later in the evening will be a welcome reception at the Marriott Hotel.

On Thursday morning, for the General Session we'll adopted a new very interesting format which has been modified to include three sessions, which we think the membership will enjoy. The first is "**Negotiating & Managing Key Supplier Relationships**" presented by Mark Gordon of Vantage Partners. The second session, "**The Claims Industry-The Brokers Perspective**" moderated by Thomas Thornberry Group Chief Claims Officer of Zurich together with Rob Powell Global Chief Claims Officer with Marsh and Neil Harrison Global Head of Claims with WTW. Lastly, "**What Does Great Loss/Independent Adjusting Look Like and How Much Does It Cost?**" moderated by Leo Dixon Global Head of Claims for Swiss Re together with Tamira Hunter with AIG, Maureen Myre with AXA XL and Phil Moretti with Integra.

Thursday afternoon and Friday morning, we are providing a choice of three separate two-hour workshops followed by a choice of three separate one-hour sessions, all of which qualify for Continuing Education credits.

The topics for the two-hour sessions are **The Business Interruption of Wide Area Damage Revisited; The Impact of Global COVID Legislation; Strikes, Riots & Civil Commotion in Latin America-Origins & Policy Interpretations; and Conventional Power Gen Loss Scenarios.**

The one-hour session topics are: **Canadian Wildfires-It is Not Always Cold in the Great White North; The Transformative Power of Artificial Intelligence in Claims Management; and Global Risks-A "Heads Up.**

These presentations will provide a balanced and informative program which we hope you will find entertaining and educational.

We are extremely pleased to return to the Marriott Harbor Beach, one of the LEA members favorite locations. You will find that it is a great value, so take advantage of the LEA hotel rate by booking now. I look forward to seeing everyone again for another successful LEA Conference. Register early as we anticipate keen interest in this January event.

Best Regards,
Jose Mogartoff
LEA President

"Quality Education for the Property Claim Professional Since 1931"

Mailing Address: Loss Executives Association, P.O. Box 37, Tenafly, NJ 07670

Website: www.lossexecutives.com

MEETING & HOTEL RESERVATIONS

LEA's Website:

www.lossexecutives.com

User Name: Your Email Address

Password: Your Password

LEA has negotiated a special group rate starting at \$344.00 for meeting attendees. Please understand that rooms reserved for the LEA at the group rate are limited and will be processed on a first come first served system.

Payment by Credit Card - PLEASE READ THIS:

Once you've registered online for the meeting, on your registration confirmation page you will find the link to make your room reservation at Fort Lauderdale Marriott Harbor Beach Resort & Spa. YOU MUST MAKE YOUR RESERVATION NOW, if you don't we can't guarantee your room rate.

Payment by Check - PLEASE READ THIS:

Registrations completed online choosing check payment will not be processed until payment is received. Payment must be received within 7 business days of registering. Upon receipt of payment, an email containing the link needed to reserve your guest room will be sent to you.



2025 LEA Annual Golf Outing

Jacaranda Golf Club

8:00 am Shotgun start, Wednesday, January 22, 2025



EVENT DAY INSTRUCTIONS

- **Jacaranda Golf Club is located at 9200 West Broward Blvd., Plantation, FL 33324.**
- Travel time is 25-30 minutes from Fort Lauderdale Marriott Harbor Beach Resort.
- **Start Time: 8:00am Shotgun start sharp! Get there early!!**
- Rental Sets – available for purchase through LEA (not the course). Please indicate whether Righty/Lefty. Golf Course will put bags on your cart prior to the outing.
- Team Scramble Format (teams will be paired equitably):
 - Each team's players hit from the tee box, then the team members choose the best of the four shots for the next shot.
 - All team members then play the second shot from that location, and again choose the best shot. Play continues in this manner until the hole is completed.
 - The team then records its score and maintains that format for all 18 holes.
 - No minimum tee shots per player.
 - Maximum double bogey score.
 - If less than four players, please rotate the extra shot for each player.
- Prizes:
 - 1st, 2nd and 3rd place foursomes
 - Closest to Pins men and women
 - Longest Drives men and women
- Beverage Carts Available During Play:
 - Free Soft Drinks, Bottled Water, Beer and Snacks will be available
- Post-Golfing Activities:
 - Awards Banquet & Reception Following Play around 12:30pm
 - Open Bar
 - Steak, Chicken, Fish, Salads, Fruit, Vegetables, Dessert & More Following Play
 - Team/Individual Prizes will be given



*Rod Birmingham Memorial
Golf Tournament*

Jacaranda Golf Club



*Wednesday, January 22, 2025
8:00 am Sharp*

Name: _____ Hdcp or Avg. Score: _____

\$215 per Player Without Club Rental _____

\$290 per Player with Club Rental _____

Additional details to golf registrants will be emailed closer to the date of the meeting.



94th ANNUAL EDUCATIONAL CONFERENCE
Marriott Harbor Beach Hotel
January 22 – 24, 2025

Wednesday, January 22, 2025

- | | |
|------------------------|---|
| 11:00 – 5:00 pm | Registration Opens |
| 8:00 – 5:00 pm | Speaker Ready Room Available |
| 7:30 am | 2025 LEA Annual Golf Outing
Jacaranda Golf Club
9200 West Broward Blvd.
Plantation, FL 33324 |
| 5:30 – 7:30 pm | Opening Night Reception
<i>(Open to All Registered Attendees. Name badges are required for admittance into the reception and other LEA events.)</i> |

Thursday, January 23, 2025

- | | |
|------------------------|---|
| 8:00 – 9:00 am | Breakfast |
| 8:00 – 5:00 pm | Registration Desk Open |
| 8:00 – 12:00 pm | Speaker Ready Room Available |
| 8:15 – 9:00 am | General Session/Members Meeting |
| 8:15 – 8:20 am | Welcome/Anti-Trust Admonition Policy
Costantino Suriano, Esq., Partner
<i>Mound Cotton Wollan & Greengrass LLP</i> |
| 8:20 – 8:30 am | Opening Remarks & Introductions
Jose Mogartoff, LEA President
Director of Energy & Marine Claims
<i>Zurich NA</i> |
| 8:30 – 8:35 am | Treasurer's Report
Brooke Shultz
Senior Adjuster
<i>FM</i> |
| 8:35 – 8:40 am | Membership Report
Margaret A. (Peggy) Reilly
<i>Edward R. Reilly & Co., Inc.</i> |
| 8:40 – 8:50 am | Continuing Education & Golf Report
Louis D. Magnan, CPA
<i>J.S. Held, LLC</i> |
| 8:50 – 9:00 am | Program Overview
Steve Yeo, Group Head of Claims
<i>Lancashire Insurance Group</i> |

9:00 –10:00 am	<p>General Session Negotiating and Managing Key Supplier Relationships <i>Gain a comprehensive understanding of negotiation principles and strategies as articulated in "Getting to Yes," specifically within the context of insurance claims adjusting and settling claims. The session emphasizes the importance of trust, communication, and cooperative approaches in negotiation.</i></p>
Speaker	<p>Mark Gordon, Partner <i>Vantage Partners</i></p>
10:00 – 10:15 am	Refreshment Break
10:15 – 11:15 am	<p>The Claims Industry - The Brokers Perspective <i>This session will provide insights from senior industry leaders on the past, present, and future of the insurance industry. Topics include the evolution of claims and broking roles, the alignment of industry goals, and the market's preparedness to address talent gaps. It also explores effective leadership, talent management, and the changing priorities of brokers, with discussions on claims advocacy, expectations from loss adjusters and lawyers, and sustainability in risk management.</i></p>
Moderator	<p>Thomas Thornberry, Group Chief Claims Officer <i>Zurich</i></p>
Speakers	<p>Rob Powell, Global Chief Claims Officer <i>Marsh</i></p> <p>Neil Harrison, Global Head of Claims – Corporate Risk & Broking <i>WTW</i></p>
11:15 – 12:15 am	<p>What Does Great Loss/Independent Adjusting Look Like and How Much Does It Cost? <i>This presentation will provide insights into effective claims handling from the adjusting community, focusing on how insurers can influence outcomes and costs. It features a panel discussion moderated for audience engagement via Slido, covering key topics such as metrics for effective adjusting, the impact of claims handling on loss adjuster expenses, and recommendations for future improvements. This session is essential for professionals aiming to enhance collaboration and best practices in claims adjusting within the insurance industry.</i></p>
Moderator	<p>Leo Dixon, Global Head of Claims <i>Swiss Re</i></p>
Participantes	<p>Tamira Hunter, Complex Claim Adjuster <i>AIG</i></p> <p>Maureen Myre, Claim Manager, Energy, Property & Construction Claim <i>AXA XL</i></p> <p>Phil Moretti, Managing Director, Senior Executive Adjuster <i>Integra</i></p>
12:15 – 1:30 pm	<p>Luncheon <i>(Open to All Registered Attendees. Name badges are required for admittance into the reception and other LEA events.)</i></p>

1:30 – 3:30 pm

Concurrent Workshops

2-Hour Sessions (Select One)

Workshop meeting room locations are posted on the “Location Board” in the Ballroom Foyer as well as in front of each workshop room.

Workshop 1 (2 Hours)

The Business Interruption Implications of Wide Area Damage Revisited: The Impact of Global COVID Legislation

This session will look at an analysis of how global Covid legislation including the landmark FCA test case and Supreme Court ruling in the UK and the Australian test case has altered the previous understanding of how Wider Area Losses should be measured and the implications for losses insured under US law.

Moderator

Mark Lewis, Managing Director
C Lewis & Co.

Participants

Jamie Davy, Property Claims Manager
Lancashire Insurance

Grace Hansen, Chief Claims Officer
Hippo Insurance

Deanna Manzo, Partner
Mound Cotton Wollan & Greengrass LLP

Workshop 2 (2 Hours)

Strikes, Riots and Civil Commotion in Latin America – Origins and Policy Interpretations

Given the political and social volatility in Latin America, SRCC events can arise unexpectedly, causing significant disruption and financial losses. Insurance professionals need to be well-versed in navigating the challenges of adjusting claims related to SRCC events. This course is essential for those involved in claims adjustment, underwriting, and risk management in the region, providing them with the tools and knowledge to respond effectively and safeguard against such risks.

Moderator

Richard Paton, Senior Claims Manager
Munich Re, Bogota

Participants

Steven Clayton, President
Sedgwick, Mexico

Miguel Gutierrez Zalvidea, Head of Claims P&C
Rimac Seguros y Reaseguros, Peru

Angelo Hettich, Director of Engineering Risks
McLarens, Chile

Marco Rivera, Partner
Kennedys Law Firm, Peru

Guillermo Sparks, Country Manager
McLarens, Argentina

Workshop 3 (2 Hours)

Conventional Power Gen Loss Scenarios

This session will do an in-depth exploration of power generation loss event scenarios and the associated insurance-related issues. This session covers real-world examples of failures in boilers, turbines, generators, and transformers at power plants, viewed from both engineering and accounting perspectives. Participants will engage in case studies, reviews, and discussions on investigation processes, providing essential knowledge for analyzing claims.

Participants

Mike Casey, Executive Vice President
J.S. Held, LLC

Ed Feloni, Managing Director
CEG Forensics

Peter Jones, Partner
Buchanan Clarke Schlader

Mike Thomas, Partner
MGTA Group

3:30 – 3:45 pm

Refreshment Break

3:45 – 4:45 pm

**Concurrent Workshops (Cont.) Select One
1-Hour Sessions**

Workshop meeting room locations are posted on the “Location Board” in the Ballroom Foyer as well as in front of each workshop room.

Workshop 4 (1 Hour)

Canadian Wildfires – It is Not Always Cold in the Great White North

There have been several significant wildfire events in Canada (particularly in the west) in the past 10 years. Our object is to inform attendees on the extent of the wildfire activity (and other large events), how Canada may differ from other places in North America and discuss the significant issues that have arisen during these events.

Participants

Chris Ford, Loss Adjuster
Lloyd Warwick – Vancouver

Michael Martow, Executive General Adjuster
ClaimsPro

John Murray, Vice President, Property & Program Claims
AIG Canada

Scott Schellenberg, Partner
MDD Calgary

Workshop 5 (1 Hour)

The Transformative Power of Artificial Intelligence in Claims Management

As artificial intelligence becomes an integrated part of the insurance claims process, industry professionals should be aware of recent developments to be effective change agents within their organizations.

Participants

Kristian Alfanso, Staff Counsel
Intact Insurance

Mike Gaudet, Managing Director
J.S. Held, LLC

Wendy Madevu, Vice President, Claims Manager
Swiss Re

Workshop 6 (1 Hour)

Global Risks – A “Heads Up”

This session will explore the challenges of placing business and handling claims across various countries and regions. Insights from underwriters, risk managers, and forensic accountants will provide property claims professionals with valuable perspectives on unique claims issues. The course is essential for those managing global risks with local and master policies, addressing common challenges that often arise "after the fact" in global policies. It aims to enhance awareness and prepare professionals for potential issues in advance.

Participants

Brad Ebel, Partner/President
MDD

Mark Johnstone, National Risk Management Leader
Purves Redmond Limited

Juan Lopez-Santini, Partner
QLDG

Michael Robertson, Sr. Underwriting Manager
Liberty Specialty Markets

5:30 – 7:30 pm

Casual Outdoor Reception

(Open to All Registered Attendees. Name badges are required for admittance into the reception and other LEA events.)

Friday, January 24, 2025

7:30 – 11:45 am

Registration Desk Open

7:30 – 8:30 am

Breakfast *(Open to all registered attendees)*

8:30 – 10:30 am

Repeat of Two-Hour Concurrent Workshops
Select One

Workshop 1 (2 Hours)

The Business Interruption Implications of Wide Area Damage Revisited: The Impact of Global COVID Legislation

Workshop 2 (2 Hours)

Strikes, Riots and Civil Commotion in Latin America – Origins and Policy Interpretations

Workshop 3 (2 Hours)

Conventional Power Gen Loss Scenarios

10:30 – 11:00 am

Refreshment Break

11:00 – 12:00 pm

Repeat of One-Hour Concurrent Workshops
Select One

Workshop 4 (1 Hour)

Canadian Wildfires – It is Not Always Cold in the Great White North

Workshop 5 (1 Hour)

The Transformative Power of Artificial Intelligence in Claims Management

Workshop 6 (1 Hour)

Global Risks – A “Heads Up”

12:00 pm

Conference Adjournment

An LEA officer will provide concluding remarks at the end of each workshop session.

Program Committee: Steve Yeo - *Lancashire Insurance Group*
Niacole Borecki - *Halliwel Engineering*

CE Credit Requirements: *Please remember that CE forms are to be signed by only an authorized LEA CE delegate and/or by the instructor of each session.*

CE credits are available based on your individual attendance at each session.

All forms, including your license number, are to be submitted at the close of the conference. There will be no exceptions for credit if your forms are not submitted and for missing license numbers.

Photography Waiver: *By attending LEA sessions, you consent that your picture may be in one of the photographs that are taken during the LEA conference. The photos may be published or otherwise used by the LEA, which retains exclusive ownership thereof and this consent is voluntary with no expectation of compensation now or in the future.*

Presentations *Presentations are for educational purposes only. The thoughts conveyed here are those of the panel members and are not the views of any companies, firms, or the LEA. The presenters are the professionals solely responsible for the content of these presentations.*

To Register: Visit the LEA website at www.lossexecutives.com



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Steven Yeo
Lancashire Insurance Group

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Membership Chair/Web Master

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J.S. Held LLC

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Maria Geyer
MDD Forensic Accountants

CE Coordinator

Louis D. Magnan, CPA
J.S. Held LLC

Meeting Coordinator/Event Planner

Maria Sclafani
The Beaumont Group, Inc.

Web Support

Maria Suliman
Edward R. Reilly & Co., Inc.

WORKSHOP & EXECUTIVE FORUM REGISTRATION FORM

January 22 – 24, 2025

To assist us in determining Executive Forum and workshop space requirements, please indicate the sessions that you intend to attend.

I plan to attend: _____ (name)

WORKSHOP TITLE	Thursday PM (1/23)	Friday AM (1/24)
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Select One for Each Day

2 Hour Sessions

1 - “The Business Interruption Implications of Wide Area Damage Revisited: The Impact of Global COVID Legislation”

2 - “Strikes, Riots and Civil Commotion in Latin America – Origins and Policy Interpretations”

3 - “Conventional Power Gen Loss Scenarios”

Select One for Each Day

1 Hour Session

4 - “Canadian Wildfires – It is Not Always Cold in the Great White North”

5 - “The Transformative Power of Artificial Intelligence in Claims Management”

6 – “Global Risks – A “Heads Up””

PLEASE COMPLETE THIS FORM, ALONG WITH YOUR MEETING REGISTRATION FORM, and submit via email if registering by mail.

(Your name - printed)

94th ANNUAL MEETING & MID-WINTER EDUCATIONAL PROGRAM
JANUARY 22 - 24, 2025
FORT LAUDERDALE MARRIOTT HARBOR BEACH RESORT & SPA
FORT LAUDERDALE, FLORIDA

GUEST CARRIER REGISTRATION FORM

REGISTRATION FEE: Members: \$260.00 Spouse: \$280.00
INCLUDES: Coffee Breaks, Wednesday Evening Reception, Thursday Lunch and Gala Reception

*****IMPORTANT INFORMATION*****

Attendance at L.E.A. meetings is restricted to members in good standing, their spouses and guests of members (not to exceed two guests per firm/company for Associate Members). Guests must also otherwise qualify as a Regular or Associate member.

*** * * NO REFUNDS AFTER JANUARY 13, 2025* * ***
(Registration will not be accepted after January 13, 2025)

Enclosed is my check for (Payable to LEA): \$ _____

ARE YOU ATTENDING THE WEDNESDAY WELCOME RECEPTION? _____ Yes _____ No
ARE YOU ATTENDING THE THURSDAY LUNCHEON? _____ Yes _____ No
ARE YOU ATTENDING THE THURSDAY GALA RECEPTION? _____ Yes _____ No

NAME: _____

COMPANY: _____

ADDRESS: _____

CITY/STATE: _____

TELEPHONE: _____

NAME TAG DESIGNATION:

Last First Spouse First Name

Mail to: Loss Executives Association
C/O Edward R. Reilly & Co., Inc.
580 Sylvan Avenue – Suite 1K
Englewood Cliffs, NJ 07632
Telephone: 201-569-3346
Fax: 201-569-6826
msuliman@reillyandco.com

*****Hotel Accommodations*** - Cut-Off Date: December 27, 2024**

LEA has negotiated a special group rate starting at \$344.00 for meeting attendees. Please understand that rooms reserved for the LEA at the group rate are limited and will be processed on a first come first served.

REGISTER ONLINE with a credit card at www.lossexecutives.com – Once Registered for the conference on the confirmation page you will find the link to your reservation at the Fort Lauderdale Marriott Harbor Beach Resort & Spa to make your room reservations. **YOU MUST MAKE YOUR RESERVATION NOW**, if you don't, we can't guarantee your room rate.

REGISTER BY MAIL WITH A CHECK with a Check – Check payment will not be processed until payment is received. Payment must be received within 7 business days of registering. Upon receipt of payment, an email containing the link needed to reserve your guest room will be sent to you.

*****Registration Desk*****

Opens at 11:00 AM on January 22, 2025, for L.E.A. members and guests. Any questions concerning the hotel, contact Maria Sclafani via e-mail: mcs@thebeaumontgroup.com