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The Beaumont Group, Inc.

**WEB SUPPORT**

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](http://www.lossexecutives.com)

# *MEETING & HOTEL RESERVATIONS*

*LEA's Website:*

[www.lossexecutives.com](http://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:**

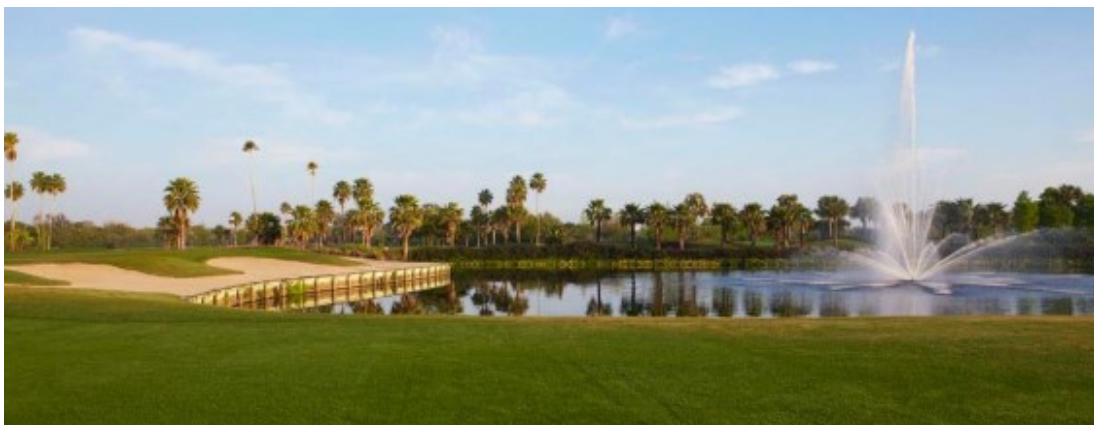
**Registrations completed online choosing check payment will not be processed until payment is received. Payment must be received within 7 business days of registering. Upon receipt of payment, an email containing the link needed to reserve your guest room will be sent to you.**



## **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:
  - 1<sup>st</sup>, 2<sup>nd</sup> and 3<sup>rd</sup> 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.*



**94<sup>th</sup> ANNUAL EDUCATIONAL CONFERENCE**  
**Marriott Harbor Beach Hotel**  
**January 22 – 24, 2025**

**Wednesday, January 22, 2025**

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

**Thursday, January 23, 2025**

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

<b>9:00 –10:00 am</b>	<p><b>General Session</b>  <b>Negotiating and Managing Key Supplier Relationships</b>  <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>
<b>Speaker</b>	<p><b>Mark Gordon, Partner</b>  <i>Vantage Partners</i></p>
<b>10:00 – 10:15 am</b>	<b>Refreshment Break</b>
<b>10:15 – 11:15 am</b>	<p><b>The Claims Industry - The Brokers Perspective</b>  <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>
<b>Moderator</b>	<p>Thomas Thornberry, Group Chief Claims Officer  <i>Zurich</i></p>
<b>Speakers</b>	<p>Rob Powell, Global Chief Claims Officer  <i>Marsh</i></p> <p>Neil Harrison, Global Head of Claims – Corporate Risk &amp; Broking  <i>WTW</i></p>
<b>11:15 – 12:15 am</b>	<p><b>What Does Great Loss/Independent Adjusting Look Like and How Much Does It Cost?</b>  <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>
<b>Moderator</b>	<p>Leo Dixon, Global Head of Claims  <i>Swiss Re</i></p>
<b>Participantes</b>	<p>Tamira Hunter, Complex Claim Adjuster  <i>AIG</i></p> <p>Maureen Myre, Claim Manager, Energy, Property &amp; Construction Claim  <i>AXA XL</i></p> <p>Phil Moretti, Managing Director, Senior Executive Adjuster  <i>Integra</i></p>
<b>12:15 – 1:30 pm</b>	<p><b>Luncheon</b>  <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 Hours)**

**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](http://www.lossexecutives.com)



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*Zurich N.A.*

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*FM*

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*AIG Energy and Engineered Risk*

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Raymond Mattia  
*AIG*

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Richard Paton  
*Munich Re*

Steven Yeo  
*Lancashire Insurance Group*

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*Lancashire Insurance Group*

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*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)
----------------	-----------------------	---------------------

*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)

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

RETIRED REGISTRATION FORM

REGISTRATION FEE: \$260.00 Retired Members - Spouse  
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](mailto: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](http://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](mailto:mcs@thebeaumontgroup.com)

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FORT LAUDERDALE, FLORIDA

GUEST VENDOR REGISTRATION FORM

**REGISTRATION FEE:** Members: \$850.00 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.

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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](mailto:msuliman@reillyandco.com)

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