

FEBRUARY 25-28, 2024

# ReFocus2024

THE COSMOPOLITAN OF LAS VEGAS, NV



## AGENDA

(as of February 20, 2024)

### SUNDAY, FEBRUARY 25

4:00-6:30 PM

#### REGISTRATION

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The logo for Skadden, consisting of the word "Skadden" in white text on a red rectangular background.

5:30-6:30 PM

#### WELCOME RECEPTION

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### MONDAY, FEBRUARY 26

7:00 AM-5:00 PM

#### REGISTRATION

7:15-9:00 AM

#### NETWORKING BREAKFAST

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9:00-9:10 AM

#### WELCOME AND OPENING REMARKS

Speaker:

**Mariana Gomez-Vock**, Senior Vice President, Policy Development, American Council of Life Insurers

9:10-9:30 AM

#### STATE OF THE INDUSTRY

ACLI President & CEO Susan Neely will offer her perspective on the societal challenges that we face today and how the life insurance industry can lead.

Speaker:

**Susan Neely**, President & Chief Executive Officer, American Council of Life Insurers

9:30-10:15 AM

#### GENERAL SESSION: ACTUARIES AS CEOS- WHAT IT TAKES TO GET THERE AND BE SUCCESSFUL

CEOs in today's environment need to navigate a host of challenging changes, including climate change, diversity and inclusion, remote working, a pandemic, low-for-long followed by rapid interest rate hikes. Learn how these CEOs, armed with distinct points of views because of their experiences, will tackle these challenges and other concerns that face the insurance industry.

Moderator:

**Craig Reynolds**, Principal & Consulting Actuary, Milliman

Speakers:

**Tony Cheng**, President & Chief Executive Officer, RGA Reinsurance Company

**Ellen Cooper**, Chairman, President & Chief Executive Officer, Lincoln Financial Group

**Esfand Dinshaw**, Chairman & Chief Executive Officer, Sammons Financial Group

10:15–10:45 AM

**REFRESHMENT BREAK**

Sponsored by:



10:45 AM–11:45 AM

**GENERAL SESSION: US REINSURERS CEO PANEL**

Hear from a panel of Reinsurer CEOs as they discuss current topics affecting their companies and clients.

Moderator:

**Pete Schaefer**, President & Chief Executive Officer, Hannover Re

Speakers:

**JC Brueckner**, Chief Executive Officer, Americas, SCOR Global Life Americas

**Marc-Andre Giguere**, President & Chief Executive Officer, Munich Re, U.S. (Life & Health)

**Neil Sprackling**, Chief Executive Officer Life & Health Re U.S., Swiss Re

12:00–2:00 PM

**NETWORKING LUNCH**

Sponsored by:



2:00–2:45 PM

**GENERAL SESSION: SHIFTING TIDES - EXAMINING THE ROLE OF CROSS BORDER REINSURANCE IN THE REGULATORY FRAMEWORK**

The life insurance industry is highly regulated for good reason. People invest large sums for long periods and must trust that their funds will be available at the appropriate time. However, stakeholders demand that invested capital be used wisely. Innovative structures and offshore reinsurance have helped reduce capital costs while maintaining security for policyholders. New regulations could have an effect on current structures. Hear from top regulators in Bermuda and the US to better understand how the regulations could lead to structural changes that impact life insurers and reinsurers.

Moderator:

**Jillian Froment**, Executive Vice President & General Counsel, American Council of Life Insurers

Speakers:

**Andrew Mais**, Commissioner, Connecticut Insurance Department & President, National Association of Insurance Commissioners (NAIC)

**Craig Swan**, Chief Executive Officer, Bermuda Monetary Authority (BMA)

2:45–3:15 PM

**REFRESHMENT BREAK**

Sponsored by:



3:15–4:00 PM

**FIRESIDE CHAT WITH DONNA BRAZILE**

Political titan Donna Brazile will engage in a candid, informative, and entertaining chat moderated by ACLI President & CEO Susan Neely. Brazile will draw on her experience to decode the uncertainty and partisanship of Washington today and provide prescient insight and actionable takeaways on the political landscape in 2024 and beyond.

Moderator:

**Susan Neely**, President & Chief Executive Officer, American Council of Life Insurers

Speaker:

**Donna Brazile**, Veteran Democratic Political Strategist, Adjunct Professor, Author, Syndicated Columnist

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4:00–5:00 PM

**NETWORKING RECEPTION**

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7:00 AM–5:00 PM	<b>REGISTRATION</b>
7:15–9:00 AM	<p><b>NETWORKING BREAKFAST</b> Sponsored by:</p> 
9:00–9:10 AM	<p><b>DAY 2 WELCOME AND REMARKS</b> Speaker: <b>Dale Hall</b>, Managing Director of Research, Society of Actuaries</p>
9:10–9:30 AM	<p><b>EMPOWERING THE FUTURE: BUILDING A PROFESSIONAL WORKFORCE IN THE AGE OF AI</b> Society of Actuaries CEO Greg Heidrich will explore AI’s transformative role in professional employment sectors. Discover the balance of risks and opportunities presented by AI and learn how the SOA is strategically equipping the actuarial profession – a critical insurance workforce – with the tools to thrive in this new era. Speaker: <b>Greg Heidrich</b>, Chief Executive Officer, Society of Actuaries</p>
9:30–10:15 AM	<p><b>GENERAL SESSION: IMPACT OF WEATHER</b> Once thought of as a non-life insurance problem, climate change has now begun to affect the life insurance industry. Wildfires, flooding, storms and earthquakes have killed thousands of people worldwide in 2023 alone. These numbers will undoubtedly grow in years to come. Stakeholders are also putting demands on how insurers invest trillions of assets, pressuring them to stop supporting carbon-friendly businesses. Learn about how the insurance industry is handling these pressures and what the future might hold. Moderator: <b>Jeff Poulin</b>, Chief Executive Officer, Canada Life Reinsurance Speaker: <b>Karen Clark</b>, Co-Founder, Karen Clark &amp; Company</p>
10:15–10:45 AM	<p><b>REFRESHMENT BREAK</b> Sponsored by:</p> 
10:45–11:45 AM	<p><b>GENERAL SESSION: CONVERGENCE OF ASSET MANAGEMENT AND INSURANCE</b> The convergence of the alternative asset management industry and the life insurance industry which began in earnest circa 2007 has accelerated meaningfully over the past 15+ years, and in the process, transformed both industries. The life insurance has been able to shed lower returning blocks of business and enhance their returns while alternative asset managers have grown their AUM meaningfully and used insurance-related assets to help seed new private credit strategies. Asset manager strategies to gain exposure to the life insurance industry have evolved over the past 15 years to meet the changing needs of the life insurance industry as well as those of the asset managers. Please join this session to learn more about this important trend in the life insurance industry. Moderator: <b>Philip Salem</b>, Managing Director, Goldman Sachs Speakers: <b>David Schieldrop</b>, Managing Director, Wells Fargo Securities <b>Tom Vandever</b>, Managing Director, Head of FIG M&amp;A, Americas, Barclays</p>
12:00–2:00 PM	<p><b>NETWORKING LUNCH</b> Sponsored by:</p> 

2:00–2:45 PM

**GENERAL SESSION: STATE OF INSURTECH/SUSTAINABILITY OF INNOVATION INSURANCE**

Over the past 10 years, insurtech has helped foster and accelerate innovation around underwriting, claims, customer service/distribution and management information. This has been fostered by Venture Capital, Private Equity and Carriers/Reinsurers Strategic Investment arms. With over \$15B invested in insurtech, are we getting the results we expected - in terms of return, actual acceleration of innovation? Do we still see this as a viable option for helping to drive/support innovation? How has the past experience and challenges in implementing insurtech partnerships change the buy versus partner paradigm? How well are we equipped to drive innovation without the insurtech seed?

Moderator:

**Brian Winikoff**, President & Chief Executive Officer, MIB

Speakers:

**Ori Ben-Yishai**, Partner, Viewpoint Ventures

**Chris Murumets**, Senior Vice President, Strategic Growth, Americas, RGA Reinsurance Company

**Troy Thompson**, Chief Actuary, Ethos

2:45–3:15 PM

**REFRESHMENT BREAK**

Sponsored by:



3:15–4:00 PM

**GENERAL SESSION: GENERATIVE AI – PEARLS, PITFALLS, AND PROMISE IN LIFE INSURANCE**

The use case for technologies based on generative AI and Large Language Models is marked in equal parts by opportunity and risk. The growing consensus, however, is that having *no* approach is no longer a viable option. True to its multi-disciplinary nature, we’ve assembled a panel of leading life industry, insurtech, and big tech executives who all share one commonality: they are actively leveraging these tools beyond the theoretical and into practice.

Moderator:

**Amanda Hug**, Director, Insurance Consulting & Technology, WTW; President- Elect, Society of Actuaries Company

Speakers:

**Chris Behling**, Vice President, Underwriting, Northwestern Mutual

**Tony Jacob**, Worldwide Financial Services Go-to-Market (GTM) Lead, Amazon Web Services (AWS)

**Yuval Man**, Chief Executive Officer, DigitalOwl

**Don Vu**, Senior Vice President and Chief Data and Analytics Officer, New York Life

4:00–5:00 PM

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Entertainment sponsored by:



7:45–10:00 AM

**REGISTRATION**

8:00–9:00 AM

**NETWORKING BREAKFAST**

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9:00-10:00 AM

**GENERAL SESSION: REINSURANCE MOCK ARBITRATION**

Have you ever wondered what goes on behind the scenes at a reinsurance arbitration? Enjoy a front row seat as you watch an arbitration unfold. You will hear arguments from two sets of attorneys as they arbitrate interesting fact patterns. A seasoned panel of arbitrators will then deliberate right in front of you and render a final decision. We will then take a vote as to whether the audience agrees. Join us for an entertaining and insightful experience.

**Counsel for the Cedent:**

**Beth Clark**, Of Counsel, Steptoe & Johnson LLP

**Michele Jacobson**, Partner, Steptoe & Johnson LLP

**Counsel for Reinsurer:**

**Kristina Matic**, Partner, Foley & Lardner LLP

**Andrew Meerkins**, Senior Counsel, Foley & Lardner LLP

**Arbitration Panel:**

**Ronnie Klein**, Founder, Obtutus Advisory GmbH

**Donald Solow**, President, Vista Life & Casualty Reinsurance

**Jeremy Starr**, President, Jeremy Starr Consulting, LLC

**Witness:**

**Mike Pado**, Founder & President, Convergence Re LLC