



**NALC FALL CONFERENCE
STOWEFLAKE RESORT
STOWE, VERMONT
SEPTEMBER 22-24, 2010
(TENTATIVE SCHEDULE)**

WEDNESDAY, SEPTEMBER 22

8:30 a.m. - 11:30 a.m.

BOARD MEETING

(Board Room)

12:00 p.m. - 5:00 p.m.

REGISTRATION

(Atrium)

1:30 p.m. - 2:30 p.m.

ACTUARIAL MEETING "A discussion forum open to all non-regulator attendees."

(Green Mountain Room A&B)

3:00 p.m. - 5:00 p.m.

SMALL POLICY/SPECIALTY

MARKETS MEETING "A discussion forum open to all non-regulator attendees."

(Green Mountain Room A&B)

6:00 p.m. - 6:30 p.m.

**NEW & POTENTIAL
MEMBER RECEPTION**

(Atrium)

6:30 p.m. - 7:30 p.m.

WELCOME RECEPTION

(Atrium)

DINNER ON YOUR OWN

THURSDAY, SEPTEMBER 23

7:30 a.m. - 8:30 a.m.

**REGISTRATION
& CONTINENTAL BREAKFAST**

(Atrium)

8:30 a.m. - 11:30 a.m.

GENERAL SESSION

(Stowe Room)

8:30 A.M.

WELCOME

LYNN LOWE

NALC PRESIDENT

8:45 a.m. - 10:15 a.m.

SPEAKERS:

MICHAEL BERTRAND

INSURANCE COMMISSIONER
VERMONT

ROGER SEVIGNY

INSURANCE COMMISSIONER
NEW HAMPSHIRE

10:15 a.m. - 10:30 a.m.

REFRESHMENT BREAK

(Atrium)

10:30 a.m. - 11:30 a.m.

SPEAKERS:

MICHAEL MCRAITH

INSURANCE COMMISSIONER
ILLINOIS

WAYNE GOODWIN

INSURANCE COMMISSIONER
NORTH CAROLINA

NOON

NALC GOLF TOURNAMENT

(Stowe Country Club)

DINNER ON YOUR OWN

FRIDAY, SEPTEMBER 24

7:30 a.m. - 8:30 a.m.

**REGISTRATION
& CONTINENTAL BREAKFAST**

(Atrium)

8:30 a.m. - 12:15 p.m.

GENERAL SESSION

(Cypress)

8:30 a.m. - 9:00 a.m.

SPEAKER:

SUSAN VOSS

INSURANCE COMMISSIONER
IOWA

9:00 a.m. - 9:30 a.m.

HEALTHCARE LEGISLATION

SPEAKER:

LEON LANGLITZ

VICE PRESIDENT
LEWIS & ELLIS

9:30 a.m. - 10:00 a.m.

AGENT FRAUD

SPEAKER:

RICK DUGGER

PRESIDENT
VECTOR ONE

10:00 a.m. - 10:30 a.m.

**THE STATE OF THE US
COMMERCIAL REAL ESTATE
MARKET – IMPLICATIONS FOR
THE INSURANCE INDUSTRYS
CMBS AND DIRECT LOAN
PORTFOLIOS"**

SPEAKER:

SEAN O'CONNELL

VP & PORTFOLIO MANAGER
ADVANTUS CAPITAL MGMT.



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FRIDAY, SEPTEMBER 24 (cont.)

10:30 a.m. - 10:45 a.m.

REFRESHMENT BREAK

(Atrium)

10:45 a.m. - 11:15 a.m.

**BENCHMARKING FOR
PERFORMANCE IMPROVEMENT**

SPEAKER:

JEFF REIDER
PRESIDENT
WARD GROUP

11:15 a.m. - 11:45 a.m.

**UNIFORMITY-PRODUCER
LICENSING ISSUES**

SPEAKER:

SUZANNE LOOMIS
SR. VP - GOVERNMENT RELATIONS
PRIMERICA

11:45 a.m. - 12:15 p.m.

**ANNUITY PRODUCT
DEVELOPMENT**

SPEAKER:

RICK LASSOW
CONSULTANT
4SCOR

AFTERNOON AT LEISURE

6:00 p.m. - 6:30 p.m.

SPONSOR RECEPTION

(Atrium)

6:30 p.m. - 7:00 p.m.

GENERAL RECEPTION

(Atrium)

7:00 p.m. - 9:30 p.m.

DINNER BANQUET

(Stowe Room)

ENJOY VERMONT!