

American Conference Institute's 16<sup>th</sup> Annual Summit on

# D&O Liability

Coverage, Underwriting, and Claims Strategies for Managing Liability & Risks Through Market Changes and Increased Scrutiny

**No other D&O conference has ever had this level of in-house representation on the faculty. Hear from:**



**Michael W. Early**  
Chicago Underwriting Group, Inc.



**Kevin LaCroix**  
Oakbridge Insurance Services



**David F. Allen**  
Gen Re Global Casualty Facultative



**Norman Allen**  
Woodruff & Sawyer Co.



**Daniel Aronowitz**  
Ullico Casualty Co.



**Lawrence Fine**  
Chartis



**Lou Ann Layton**  
Marsh USA



**Rhonda Prussack**  
Chartis



**Steve Shappell**  
Aon Financial Services



**Christine Williams**  
Aon Financial Services



**Carol A.N. Zacharias**  
ACE North America

**Also, hear from these industry leaders:**

**Michael Karmilowicz**  
Zurich North America Specialties

**Dennis Kearns**  
Chubb Specialty Insurance

**Anthony Kornacki**  
XL Insurance

**Ann Longmore**  
Willis North America

**Cary B. Meiners**  
Travelers

**Scott Misson**  
Navigators Group, Inc.

**MEDIA PARTNERS:**

**The D&O Diary**

**Program updated this year to reflect industry fluctuation and financial overhaul. Here's a sampling of what's new:**

- The success of **shareholder derivative claims** and implications on coverage: How D&O defendants and insurers are responding to the increasing challenges posed by such claims
- Understanding the key issues surrounding the **separate representation of individual directors & officers**
- The impact of **financial institution litigation** on the D&O market
- **Concerns of the insured:** What do companies expect from their D&O policy and what are the foremost concerns of directors & officers today?

**Plus, up-to-the minute practical information on:**

- The latest trends and developments affecting the D&O marketplace
- Assessing the current state of **securities litigation** and how it's impacting D&O coverage and claims
- **Corporate indemnification rights:** Overcoming the increasing challenges facing defendants and insurers
- The impact of **increased regulatory scrutiny**, including the latest on where the **SEC** is setting its focus
- Managing coverage and costs, including concerns regarding the **reasonableness of defense costs**
- **Settlement negotiations** in the D&O context: Attaining a favorable result for your client
- **Side-A and Excess Coverage:** How to ensure your policies work as intended
- **D&O Activity Abroad:** Assessing risk and coordinating policies in a time of increased global litigation and enforcement

**Here's just a small sampling of companies who have benefited from ACI's D&O events:**

ACE	Chartis	Gulf Insurance	Oakbridge Insurance
AEGIS Insurance	Chicago Underwriting	Hartford	National Union Fire
Allstate	Chubb	HCC Global	Philadelphia Insurance
American Re	CNA Insurance	Hillman Company	Professional Indemnity Agency
Aon	CPA Mutual	Integra Bank	Progressive
ARC Excess & Surplus	ECM Insurance	Itau Seguros S/A	Quanta US Holdings
Arch Reinsurance	Energy Insurance Mutual	Liberty Mutual	Swiss Re
Arthur J Gallagher & Co.	Everest Re	Louis Dreyfus	Travelers
Astro National	Financial Services Group	Marsh	Ullico Casualty
AXA Equitable	Freddie Mac	Monitor Liability Managers	Willis
Axis Insurance	Gen Re	MSW Financial Services	Woodruff Sawyer
Boston Private Financial	Genesis Insurance	Navigators	XL Insurance
Brown & Brown	GMAC Financial Services		Zurich North America

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For the past 15 years, American Conference Institute's Annual D&O Liability forum has been the premier event for leading brokers, underwriters, claims counsel, and outside counsel for insurers and policyholders to come together in a collaborative and collegial setting to benchmark coverage, underwriting, and claims strategies. No other event can match the practical and detailed analysis of the entire D&O landscape, including the impact of litigation, regulatory action, and market conditions in today's tumultuous environment.

"Anti-corporate" sentiment is at an all time high. Over the course of the past few years, the public has witnessed egregious corporate and financial scandals, ranging from Enron to the Madoff Ponzi Scheme. Wall Street has faced unprecedented volatility, thanks in large part to the after effects of the sub-prime mortgage crisis and subsequent credit crisis. In the wake of these problems, major financial institutions have found themselves facing increasing concerns over litigation and, in some instances, fears of bankruptcy.

As the public's trust has been shaken, directors & officers have come under fire more and more. With such turmoil, *D&O Liability coverage is a necessity* in the face of these "bet-the-company" claims. Defendant companies and their directors & officers will often find themselves fighting legal battles on multiple fronts. Regulatory bodies have become increasingly aggressive in investigating, examining, and prosecuting corporate misdeeds. These actions will often be followed by private claims, in the form of securities class actions and increasingly common shareholder derivative suits — not to mention the criminal charges which may be filed against these same directors & officers.

As this occurs, defendants will be looking for coverage under the same D&O policies. However, as these cases can be long, drawn out, and complicated, the costs of settling and defending such claims can sky rocket. Will a company's policy adequately respond to such challenges? Concerns are further exacerbated by the question of whether "pre-litigation" costs are covered under a policy. *It is thus imperative that the players involved understand the key areas which expose directors & officers to liability and the obligations which arise under D&O policies, whether representing the insurer or the insured.*

ACI's 16<sup>th</sup> Annual Summit on D&O Liability is the only event that provides you with the opportunity to hear from the industry's top experts, including D&O professionals from ACE, Aon, Chartis, Chicago Underwriting Group, Chubb & Son, General Re, Marsh, Navigators, Oakbridge Insurance Services, Travelers, Ullico Casualty, Woodruff Sawyer, XL Insurance, and Zurich. In a year of continued market volatility, you cannot afford to miss this timely event, which offers the unique opportunity to learn from the best in the field and network with senior practitioners. Benchmark your ability to assess, manage, and defend against the rising tide of D&O lawsuits.

Plus, be sure to also register for the Pre- and Post-Conference Workshops:

Pre-Conference Workshop:

A. The Fundamentals of D&O Liability Coverage

Monday, November 29, 2010: 2:00 p.m. - 5:00 p.m.

Post-Conference Workshop:

B. Crafting D&O Policies, Conducting Renewals, and Negotiating Favorable Terms

Wednesday, December 1, 2010: 3:30 p.m. - 6:00 p.m.

Register now by calling 888-224-2480, faxing your registration form to 877-927-1563 or registering online at [www.AmericanConference.com/DandO](http://www.AmericanConference.com/DandO)

## WHO YOU WILL MEET:

- Underwriters
- Claims Managers
- Brokers
- Product Leaders
- Corporate Counsel/  
Risk Managers
- Attorneys Specializing In:
  - D&O Insurance (for both insurers and policyholders)
  - Securities Litigation/  
Enforcement
  - White Collar Crime

## Continuing Legal Education Credits



Accreditation will be sought in those jurisdictions requested by the registrants which have continuing education requirements. This course is identified as nontransitional for the purposes of CLE accreditation.

ACI certifies that the activity has been approved for CLE credit by the New York State Continuing Legal Education Board in the amount of 15.5 hours. An additional 3.5 workshop A and 3.0 workshop B credit hours will apply.

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You are required to bring your state bar number to complete the appropriate state forms during the conference. CLE credits are processed in 4-8 weeks after a conference is held.

ACI has a dedicated team which processes requests for state approval. Please note that event accreditation varies by state and ACI will make every effort to process your request.

Questions about CLE credits for your state? Visit our online CLE Help Center at [www.americanconference.com/CLE](http://www.americanconference.com/CLE)

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8:00 Registration and Continental Breakfast Begins

8:40 **Co-Chairs' Opening Remarks**



*Michael W. Early*

Assistant General Counsel  
Chicago Underwriting Group (Chicago, IL)



*Kevin LaCroix*

Partner  
Oakbridge Insurance Services (Beachwood, OH)

9:00 **The State of the D&O Marketplace: The Latest in Coverage and Legislation Impacting D&O Liability**

*Michael Karmilowicz*

Executive Vice President, Head of Management Solutions  
Zurich North America Specialties (New York, NY)



*David F. Allen*

Vice President  
Gen Re Global Casualty Facultative (Stamford, CT)



*Kevin LaCroix*

Partner  
Oakbridge Insurance Services (Beachwood, OH)



*Carol A.N. Zacharias*

Deputy General Counsel  
ACE North America (New York, NY)

The D&O Liability insurance market has been in a state of flux for the last few years. While securities litigation continues to greatly impact the market, other types of claims have found increasing significance. With anti-corporate sentiment at an all time high, directors & officers continue to face greater scrutiny, from both regulators and private plaintiffs making the need for adequate coverage more important than ever before. This session will discuss:

- How Financial Reform and other legislative initiatives impact the D&O market and coverage
- What will be the impact of executive compensation bills and SEC guidance on D&O risk and coverage
- The effect of new entrants into the D&O market – is coverage broadening?
- Has the market hardened or softened?
- The latest trends in coverage
  - What policies are covering
  - What are the new offerings?
  - Are pre-litigation expenses covered, including costs associated with regulatory investigations and examinations?
  - Whether capacity is increasing
- How a more aggressive and contentious Plaintiffs' Bar has changed the D&O landscape
- The effect of evolving Supreme Court case law and the potential impact of pending Supreme Court cases

- The changing mix of cases involved in D&O litigation, and the implications for claims frequency, severity, and insurance coverage
- How the record number of criminal FCPA prosecutions and increasing regulatory emphasis has impacted directors & officers today, in terms of their liability and D&O insurance
- How rising bankruptcies affect D&O exposure and coverage, and what policy tools are available to provide protection
- Will climate change guidance and rules affect D&O insureds and D&O insurance?

10:30 **Morning Refreshment Break**

10:45 **The Concerns of the Insured: What do Companies Expect from their D&O Policy?**



*Angela R. Elbert*

Partner & Chair, Directors' & Officers' Insurance Group  
Neal, Gerber & Eisenberg LLP (Chicago, IL)



*Matthew L. Jacobs*

Partner  
Jenner & Block LLP (Washington, DC)



*Carl E. Metzger*

Partner  
Goodwin Procter LLP (Boston, MA)



*William G. Passannante*

Shareholder, Co-Chair, Insurance Recovery Group  
Anderson Kill & Olick, P.C. (New York, NY)

- What companies expect from their brokers, risk managers, and outside counsel
- Taking into account policyholder goals: key issues brokers should address when pitching to prospective clients and discussing available policy
- What coverage concerns do directors & officers have in regards to coverage and liability
- Assessing the amount of coverage their directors & officers need
- Which claims most concern directors & officers – liability concerns regarding securities class actions and derivative suits
- Strategies for negotiating the best possible coverage and protecting the personal assets of directors & officers
- How companies are coping with increased regulatory scrutiny
- Communication and privilege issues between parties

12:00 **Networking Luncheon for Delegates and Speakers**

1:15 **What's New With Side-A and Excess Coverage: How to Ensure Your Policies Work as Intended**

*Dennis C. Kearns*

Vice President and Executive Underwriter  
Chubb Specialty Insurance (New York, NY)



*Norman Allen*

Senior Director, Corporate & Executive Protection  
Woodruff & Sawyer Co. (San Francisco, CA)





*Nancy D. Adams*

Member  
Mintz, Levin, Cohn, Ferris, Glovsky and Popeo, P.C.  
(Boston, MA)



*Mary E. McCutcheon*

Partner  
Farella Braun & Martel LLP (San Francisco, CA)

- What are the significant claims and concerns currently affecting Side-A and Excess coverage markets
- Analyzing the varying forms of Side-A and Excess coverage available, and determining which best fits the needs of directors & officers
- Preventing a situation where coverage is exhausted or limited
- The impact of derivatives claims on Side-A and Excess coverage
- At what point does coverage drop down?
- Bankruptcy and insolvency concerns related to Side-A and Excess coverage
- How much should be had in proportion to normal limits?
- Working through Excess coverage concerns
  - Managing relationships among the various parties
  - The importance of monitoring claims
  - Why excess carriers must evaluate coverage issues carefully
  - Unique defenses, rights and duties that apply to excess carriers

2:30 **Afternoon Refreshment Break**

2:45 **Assessing the Current State of Securities Litigation and How It's Impacting D&O Coverage and Claims**



*Daniel Aronowitz*

President  
Ullico Casualty Co. (Washington, D.C.)



*Steve Shappell*

Managing Director, Global Legal and Claims Practice  
Aon Financial Services Group (Denver, CO)



*Jordan Eth*

Partner  
Morrison & Foerster LLP (San Francisco, CA)



*Joseph G. Finnerty III*

Partner  
Chairman of US Litigation Practice on the East Coast  
DLA Piper (New York, NY)

- Current trends in the securities litigation landscape as it affects D&O liability insurance
- Where we stand with activity related to Section 11 claims
- The effect of new and pending case law, including Supreme Court decisions on securities class actions
- How statute of limitation concerns will affect and D&O policies
- The lasting effects of Subprime Mortgage and Credit Crisis litigation: whether more claims are on the horizon and the status of claims which accrued during the past few years

4:00

**Shareholder Derivative Actions, Corporate Indemnification Rights, and Separate Representation of Individuals: Overcoming the Increasing Challenges Facing Defendants and Insurers**

*Ann Longmore*

Executive Vice President  
Willis North America (New York, NY)



*Keith Hanson*

Managing Partner  
Hanson Peters Nye (Barrington, IL)



*Joseph M. McLaughlin*

Partner  
Simpson Thacher & Bartlett LLP (New York, NY)



*Robert P. Varian*

Partner  
Orrick Herrington & Sutcliffe (San Francisco, CA)

**Derivative Litigation**

- What to expect from increasingly common shareholder derivative suits
- Are derivatives suits being dismissed or gaining steam in light of recent decisions?
- Stock option backdating case law: where do we stand regarding dismissal for demand futility
- Understanding the role and effectiveness of Special Litigation Committees
- What are these claims settling for?

**Corporate Indemnification Rights**

- Have companies been successful in limiting or severing indemnification for "black hat" defendants?

**Overcoming the Challenges Posed by Representing Separate Directors & Officers**

- Strategies for working with multiple defendants and separate counsel
- Managing costs for each individual defendant
- Insights on how the new SEC cooperation policy impacts D&O litigation
- Are insurer's paying Side-A coverage for individuals or for global settlements?

5:30

**Conference Adjourns**

## DAY 2 – Wednesday, December 1, 2010

7:30 Registration and Continental Breakfast Begins

8:00 **The Impact of Increased Regulatory Scrutiny on D&O, Including the Latest on Where the SEC is Setting It's Focus**

*Cary B. Meiners*

D&O Product Manager  
Travelers (New York, NY)



*Rhonda Prussack*

Executive Vice President, Fiduciary & Executive Liability  
Chartis (New York, NY)



*Barry W. Rashkover*

Partner  
Sidley Austin LLP (New York, NY)  
(former senior official in the SEC's Division of Enforcement)



*Norman J. Blears*

Partner  
Hogan Lovells (Silicon Valley, CA)

- How SEC reorganization and prioritization has and will continue to impact directors & officers
- How increased enforcement activity and prosecutions by the SEC and other regulators are affecting companies
- The latest on State Attorney General activity, including how AG's are handling corporate investigations
- Department of Justice initiatives affecting D&O and fiduciary policies
- Trends in settlements with regulators
- ERISA and regulators

9:30 **Managing Coverage and Costs: Significant Claim Concerns and the Reasonableness of Defense Costs**

*Anthony Kornacki*

Claims Counsel  
XL Insurance (Hartford, CT)



*Thomas H. Bentz, Jr.*

Partner  
Holland & Knight LLP (Washington, D.C.)



*Mary Craig Calkins*

Partner  
Howrey LLP (Los Angeles, CA)



*Joseph P. Monteleone*

Partner  
Tressler LLP (New York, NY)

### Significant Coverage Issues

- Understanding what is covered under a D&O policy
- When a "claim" is a "claim" under coverage
- How the SEC's initiation of "formal" investigations (without the need for Commission approval) is impacting coverage

- Understanding coverage as it relates to pre-litigation costs:
  - Does your D&O policy cover regulatory investigations and examinations?
  - Subpoenas of directors and officers as non-party witnesses
  - "Interviews" of directors and officers
  - Avoiding the dangers of depleting D&O coverage

### Reasonableness of Defense Costs

- Dealing with the rising cost of defense on multiple fronts
- Insurers' litigation management and billing guidelines
- Expenses in responding to regulatory investigations and examinations – are "pre-claim expenses" covered?
- Determining when separate representation is necessary
- How recent decisions, including those from the Delaware Chancery Court, have impacted the reasonableness of legal fees awarded, and how this affects D&O coverage and shareholder derivative suits
- Second bites at the apple by excess insurers – *Royal Indemnity Co. v. C.H. Robinson Worldwide, Inc.*
- Allocation concerns, including the problems posed by increasingly common criminal investigations and prosecutions
- Arbitration of defense costs disputes

11:00 Morning Refreshment Break

11:10 **Evaluating the Impact of Financial Institution Litigation on the D&O Market**



*Lou Ann Layton*

Managing Director  
FINPRO US Practice Leader  
Marsh USA (New York, NY)



*Anjali C. Das*

Partner  
Wilson Elser Moskowitz Edelman & Dicker LLP  
(Chicago, IL)



*Daniel J. Standish*

Partner  
Wiley Rein LLP (Washington, D.C.)

- Financial services litigation and the impact of such cases on D&O coverage
- Allocation concerns relating to different coverage policies held by financial institutions
- What has been the success of 10B-5 claims on the commercial banking industry to this point
- Have financial institutions found a hard market where others have not?
- Whether "regulatory exclusions" are finding their way into coverage
- To what extent the FDIC and other regulators have handled financial institution failures, and how this has impacted the D&O marketplace
- The latest on private investors bringing action against banks, both large and small
- Bankruptcy and insolvency considerations to take into account as they relate to D&O coverage

- Ensuring protection of directors & officers in the face of bankruptcy and insolvency
- Amending D&O contracts to respond adequately to bankruptcy proceedings
- Understanding who has priority in bankruptcy proceedings

12:10 **Networking Luncheon for Delegates and Speakers**

1:10 **A Focus on Settlement Negotiations in the D&O Context: Attaining a Favorable Result for Your Client**



*Lawrence Fine*

Senior Vice President & Chief Technical Officer  
Financial Lines, Chartis Claims, Inc. (New York, NY)



*Michael R. Goodstein*

Member  
Bailey Cavalieri LLC (Columbus, OH)



*Kenneth E. McNeil*

Partner  
Susman Godfrey LLP (Houston, TX)



*Angelo G. Savino*

Member  
Cozen O'Connor (New York, NY)

**Moderator:**



*Michael W. Early*

Assistant General Counsel  
Chicago Underwriting Group (Chicago, IL)

- The effect of “anti-corporate” sentiment on the claims resolution process
- The use and effectiveness of “pre-litigation” settlement negotiations
- Taking into account pre-settlement considerations, including managing your client’s expectations and correctly valuing claims
- What are claims settling for?
- How effective is mediation in settling D&O claims?
- The effect of “shaving-of-limits” endorsements in excess policies
- Strategies on how to work with the claims counsel, brokers, clients, and the insured
- Effective tools and settlement strategies to achieve the best possible results
- What impact aggressive Plaintiffs’ attorneys have had on the settlement negotiation process
- Determining if and when a settlement is in your client’s best interest
- How to work with a client who does not wish to settle

2:25 **D&O Activity Abroad: Assessing Risk and Coordinating Policies in a Time of Increased Global Litigation and Enforcement**

*Scott Misson*

President, Management Liability Division  
Navigators Group, Inc. (New York, NY)



*Christine Williams*

Senior Vice President  
Financial Services Group, Division of Aon Risk Services  
Northeast, Inc. (New York, NY)



*Mary Pat Cormier*

Partner  
Edwards Angell Palmer & Dodge LLP (Boston, MA)

- Responding to the increased exposure concerns of being sued abroad, as companies continue to expand their international presence
- What coverage is available for companies with operations outside US
- How directors & officers can protect themselves from claims filed by foreign regulators, including the Ontario Securities Commission (OSC)
- Insights on how far a D&O policy will go – does a U.S. policy hold up abroad or should companies seek local policies?
- Key challenges facing multinational insurance programs
- Dealing with foreign suits against foreign registered companies
- Securities and derivative suits being brought from abroad
- What to take into account when opening subsidiary operations abroad or redomiciling overseas
- How the Foreign Corrupt Practices Act affects D&O coverage

3:20 **Conference Ends and Registration for Workshop B begins**



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ACI’s highly trained team of attorney-producers are dedicated, full-time, to developing the content and scope of our conferences based on comprehensive research with you and others facing similar challenges. We speak your language, ensuring that our programs provide strategic, cutting edge guidance on practical issues.

**Unparalleled Learning and Networking**

ACI understands that gaining perspectives from – and building relationships with – your fellow delegates during the breaks can be just as valuable as the structured conference sessions. ACI strives to make both the formal and informal aspects of your conference as productive as possible.

## WORKSHOPS

**A** Monday, November 29, 2010 | 2:00 p.m. – 5:00 p.m.

### The Fundamentals of D&O Liability Coverage



*Daniel Aronowitz*  
President  
Ullico Casualty Company



*Lou Ann Layton*  
Managing Director  
FINPRO US Practice Leader, Marsh USA



*Angelo G. Savino*  
Member  
Cozen O'Connor

This workshop will provide participants with detailed information on all of the legal and coverage concerns impacting D&O policies. Those new to D&O liability coverage can be easily overwhelmed by the complex language, terms and conditions contained in policies. It is imperative for those involved in the claims process to understand what constitutes a claim, exclusion, and along with many other key definitions, whether counsel, brokers, risk managers, or financial services professionals. Participants will come away from this session with a firm grasp on the nuts and bolts of the issues associated with D&O liability insurance, including:

- How D&O Liability insurance works
- Understanding when a “claim” is a “claim”
- What is Side-A and Excess coverage, and when are they necessary
- What constitutes an exclusion from coverage
- Relevant regulatory agencies impacting D&O liability
- What legal claims open directors & officers to liability

**B** Wednesday, December 1, 2010 | 3:30 p.m. – 6:00 p.m.

### Crafting D&O Policies, Conducting Renewals, and Negotiating Favorable Terms



*Joseph P. Monteleone*  
Partner  
Tressler LLP



*Angela R. Elbert*  
Partner & Chair, Directors' & Officers' Insurance Group,  
Neal, Gerber & Eisenberg LLP

Directors & officers are more vulnerable than ever to claims holding them personally liable. In this intensive and practical workshop, learn the intricacies of crafting, negotiating, and renewing highly specialized and complicated D&O policies. Plaintiffs are seeking larger settlements, regulators have become increasingly aggressive, and securities class actions and shareholder derivative claims implicating directors & officers are on the rise – All of this can significantly drain a company's resources if policies are not properly in place. It is more critical than ever for underwriters, risk managers, counsel, and financial advisers to understand the protections needed in the current climate, and how to adequately insure directors & officers. You will leave this workshop with the valuable tools and strategies necessary to successfully craft, negotiate, and renew D&O insurance policies. Topics will include:

- How to best negotiate policies given current enhancements in the market
  - What is covered, and what should be covered in every policy?
  - When are conduct exclusions triggered?
  - What products and processes have appeared as a result of the current state of the market?
  - How do underwriters react to market forces, and what is the subsequent impact policy negotiations
  - Techniques for negotiating rescission and severability terms
- Crafting Policies
  - Best practices for analyzing which coverage is necessary, including taking into account any pending claims
  - Key information which must be disclosed
  - Analysis of key terms, clauses, and considerations
  - Detecting and clarifying uncertainty in contract language
  - Matching risk profiles
  - Exclusions to watch out for
- Navigating the complicated D&O Renewal Process
  - How the renewal process works, including timelines which must be adhered to
  - Avoiding pitfalls and overcoming common challenges in the renewals process
  - Understanding the role of a broker in the renewals process
  - Internal controls which should be in place to ensure the renewal process works properly
  - The impact of operating losses, debt, and liquidity concerns on the renewals process
  - The Law of Unintended Consequences
    - Diluting protection by adding additional features
    - Broadening claim definitions means need for more vigilance in what and when to report
    - Use of sub-limits



November 30 - December 1, 2010 | Flatotel | New York, NY

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# D&O Liability

Coverage, Underwriting, and Claims Strategies for Managing Liability & Risks Through Market Changes and Increased Scrutiny

No other D&O conference has ever had this level of in-house representation on the faculty. Hear from:

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Chubb & Son • General Re • Marsh • Navigators  
Oakbridge Insurance Services • Travelers • Ullico  
Casualty Company • Willis • Woodruff-Sawyer  
XL Insurance • Zurich North America

Plus, be sure to also register for the Interactive Pre- and Post-Conference Workshops:

- A. The Fundamentals of D&O Liability Coverage: Monday, November 29, 2010, 2:00 - 5:00 p.m.
- B. Crafting D&O Policies, Conducting Renewals, and Negotiating Favorable Terms: Wednesday, December 1, 2010, 3:30 - 6:00 p.m.

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### Registration Fee

The fee includes the conference, all program materials, continental breakfasts, lunches, refreshments and complimentary membership of the ACI Alumni program.

### Payment Policy

Payment must be received in full by the conference date. All discounts will be applied to the Conference Only fee (excluding add-ons), cannot be combined with any other offer, and must be paid in full at time of order. Group discounts available to individuals employed by the same organization.

### Cancellation and Refund Policy

You must notify us by email at least 48 hrs in advance if you wish to send a substitute participant. Delegates may not "share" a pass between multiple attendees without prior authorization. If you are unable to find a substitute, please notify **American Conference Institute (ACI)** in writing up to 10 days prior to the conference date and a credit voucher valid for 1 year will be issued to you for the full amount paid, redeemable against any other ACI conference. If you prefer, you may request a refund of fees paid less a 25% service charge. No credits or refunds will be given for cancellations received after 10 days prior to the conference date. **ACI reserves the right to cancel any conference it deems necessary or remove/restrict access to the ACI Alumni program and will not be responsible for airfare, hotel or other costs incurred by registrants. No liability is assumed by ACI for changes in program date, content, speakers, venue or arising from the use or unavailability of the ACI Alumni program.**

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Venue: Flatotel  
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