



Annual Spring Conference

“Bridging the Gap” & “The Art vs. Science” of Insurance

March 6 - 7
Nittany Lion Inn
State College, PA



Agenda



Wednesday, March 6, 2019

5:30 pm - 7:00 pm

Networking Reception at the Nittany Lion Inn Board Room

Attendees from both Meet the Mutuals Day and Annual Spring Conference can attend.

Thursday, March 7, 2019

7:45 am - 8:20 am

Registration and Continental Breakfast

8:20am - 8:30 am

Welcome

Evelyn Schronce, CPCU CIC AU API, MMG Mid-Atlantic Regional Manager, PAMIC Education Committee Chairman

8:30 am - 9:20 am

The Art VS. The Science of Commercial Underwriting

*Tony Finnegan & Whitney Eck, Donegal Insurance Company
Jeffrey Clark, Inside Claims Supervisor, MMG Insurance*

We will explore the underwriting review process from the eyes of a “green underwriter” versus a more seasoned and experienced underwriter. Often times there may be more to the story for a new risk than what first appears on paper.

9:20 am - 10:20 am

Analytics in Action: The Provision of Underwriting Decision Support

Jeff Hay, Sr Director, Insurance Consulting & Technology, Willis Towers Watson
We will examine advances in the pricing of commercial accounts, but also business process engineering improvements through information ingestion and delivery, automated issuance, intelligent intervention, guided decision making, business intelligence and portfolio management.

10:20 am - 10:30 am

Morning Break

10:30am - 11:20 am

Industry Results for 2018, Emerging Issues and Trends in Insurance

Dr. Robert Hartwig, Director, Risk and Uncertainty Management Center, Clinical Associate Professor, Darla Moore School of Business, University of South Carolina
Join Dr. Hartwig via live stream as he reviews the industry results for 2018, discusses key trends, changes as a result of elections, impact of millennials in the industry.

11:20 am - 12:20 pm

Bridging the Gap - The President's Perspective

Jason Ernest, Esq. President & CEO, IA&B, Ron Gallagher, PAMIC President
Join Jason Ernest, and Ron Gallagher in discussing the changing market dynamics facing insurers and agents. They will cover topics such as the state of the mutual insurance market, product development, agency succession planning, insurtech, and regulatory challenges. In addition, Jason and Ron will share their legislative and regulatory priorities that can impact the market. Last, there will be a discussion on how PAMIC and IA&B can serve both insurers and agents in developing professional relationships that work.

12:20 pm - 1:30 pm

Buffet Luncheon & Adjournment