



2018 Conference Agenda

Sheraton Fisherman's Wharf: San Francisco, CA

General Session	Presidio Ballroom
Breakout Session	Embarcadero Ballroom
Breakfast + Lunch	Marina Ballroom
Breaks	Presidio Ballroom Foyer & Deck

MONDAY, June 18, 2018:

12:00 pm – 1:00 pm	Registration for CEIP™: Presidio Ballroom Foyer		
1:00 pm – 5:00 pm	Exhibit Set Up	Certified Environmental Insurance Professional: Exceptional Producer Training (Marina Ballroom)	
1:00 pm - 3:15 pm		Creating a Competitive Advantage	Selling Coverage Not Price
3:15 pm - 3:30 pm		Afternoon Break (Marina Ballroom & Courtyard)	
3:30 pm - 5:00 pm		How to Develop a Program	Applying the Training
5:00 pm – 6:00pm		SEIP 2018: Conference Registration: Presidio Ballroom Foyer	
6:00 pm – 8:00 pm		2018 SEIP WELCOME RECEPTION Location: Sheraton Fisherman's Wharf Courtyard *Embarcadero Ballroom if raining	

TUESDAY, June 19, 2018

7:00 am – 4:00 pm	Registration: Presidio Ballroom Foyer		
7:00 am – 8:00 am	Breakfast Buffet: Marina Ballroom		
8:00 am – 9:00 am	Exhibits Open	Welcome & Opening Remarks: (Presidio Ballroom) Angela Oroian Executive Director of SEIP 2018 Emerging Trend in Environmental Insurance Sara Brothers Divisional Vice President Great American Insurance Group	
9:00 am - 09:45 am		Why Pollution Buy-Backs in CGL Policies Don't Work Sarah Stogner Partner Carver Darden Koretzky Tessier Finn Blossman & Areaux LLC	
9:45 am - 10:30 am		The Current Environmental Insurance Market and Sales Opportunities in Japan: Pioneering brownfield development with environmental insurance tools Miki Mitsunari President and Chairman FINEV, Inc	

10:30 am - 10:45 am	Morning Break: (Presidio Ballroom Foyer & Deck)	
10:45 am - 11:30 am	Environmental Insurance Claims Panel Keith Moskowitz Partner DENTONS	
11:30 am - 12:15 am	Minimizing Loss Costs From Mold and Bacteria in Commercial Buildings Howard Wolf Principal HW3 & Standards Chairman of the IICRC	
12:15 pm – 1:00 pm	Lunch Break: Marina Ballroom	
1:00 pm – 1:45 pm	Environmental Insurance Case Law Update Miles Holden Partner Hanson Bridgett LLP	Recommended Solutions to Client Acceptance of the Environmental Insurance Product Line Kenn Anderson Senior Account Executive AON
1:45 pm – 2:30 pm	Solving the Problem of Insuring Pipelines Panel Peter Alvey Vice President ROUX ASSOCIATES, INC. Luna Bowser Regional Manager, Environmental - Ironshore Insurance	Helping Insurance Applicants Through the Underwriting Process Rebecca Gitig Senior Vice President, Environmental Lines Aspen Insurance
2:30 pm – 2:45 pm	Afternoon Break: (Presidio Ballroom Foyer & Deck)	
2:45 pm – 3:30 pm	Glyphosate Issues In California...And Beyond Dave Sadoff Senior Professional Geologist Western Region HETI	Sales Techniques in Mergers & Acquisitions Brad Maurer Regional Sales Manager ARMR.Network,LLC
3:30 pm – 4:15 pm	Wholesale Broker Round table David Dybdahl ARMR.Network,LLC Brad Maurer ARMR.Network,LLC Greg Schilz JLT Specialty USA Kenn Anderson AON	
4:15 pm – 5:00 pm	Keynote Address: Tony Cañas Chief Motivational Officer InsNerds.com Insuring Tomorrow: Engaging and Retaining Millennials in the Insurance Industry (Presidio Ballroom)	
6:00 pm – 8:00 pm	Networking Reception (TBD)	

WEDNESDAY, June 20th, 2018

7:00 am – 12:00 pm	Registration: Presidio Ballroom Foyer	
7:00 am – 8:00 am	Breakfast Buffet Marina Ballroom	
8:00 am – 9:00 am	Exhibits Open	<p>Opening Remarks: (Presidio Ballroom) Angela Oroian Executive Director of SEIP</p> <p>Analytics, Probability, and Accuracy Chip D’Angelo Founder & CEO WCD Group</p>
9:00 am - 09:45 am		<p>EIL Risks Impacting the North American Insurance Business Marcell Ricciardelli Senior Vice President Allied World Assurance</p>
9:45 am - 10:30 am		<p>Environmental Damage Claims Drivers and Insurance Coverage Issues Arising from CAFOS and Agricultural Operations Peter Mintzer & Liz Brockman Partners at Selman Breitman LP</p>
10:30 am - 10:45 am		Morning Break: (Presidio Ballroom Foyer & Deck)
10:45 am - 11:30 am		<p>Lending: How Environmental Risks Play into Decision Making Jeff Telego Risk Management Technologies Julie Kilgore President of Wasatch Environmental</p>
11:30 am - 12:15 am		<p>Using Predictive Analytics to Determine Levels of Environmental Risk and the Potential Insurance Solutions Greg Schilz Senior Vice President -JLT Specialty USA Zain Iqbal Assistant Vice President -JLT Specialty USA</p>
12:15 pm – 1:00 pm		<p>Panel: Legal Trends in Environmental Insurance David Dybdahl President of ARMR.Network, LLC Sheila Mulrennan Owner Insurance Archeology Group</p>
1:00 pm – 2:00 pm	Lunch- On-The- Go (Marina Ballroom)	

Map of the Conference Location And Floor Plan

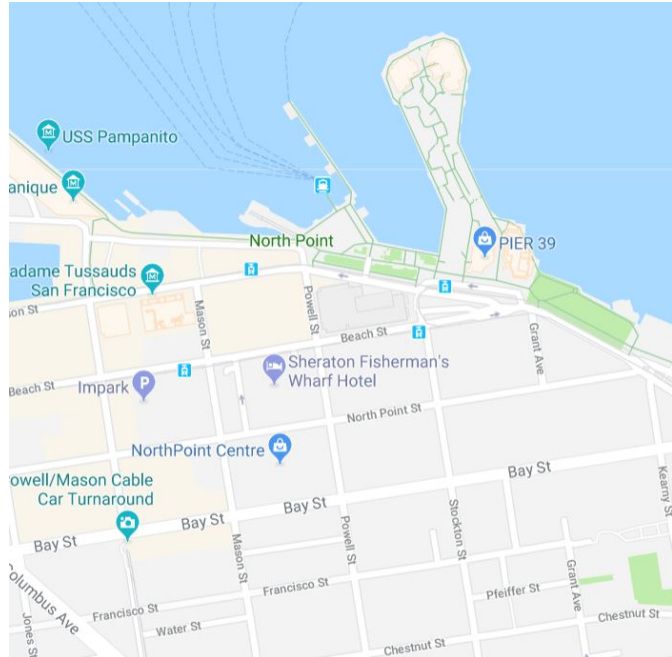
Local Attractions:

Alcatraz Island
0.1 MILES FROM HOTEL

PIER 39
0.3 MILES FROM HOTEL

The Golden Gate Bridge
2.0 MILES FROM HOTEL

And More!!



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