



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	
9:00 am - 09:45 am		2018 Emerging Trend in Environmental Insurance Sara Brothers Divisional Vice President Great American Insurance Group	
9:45 am - 10:30 am		Why Pollution Buy-Backs in CGL Policies Don't Work Sarah Stogner of counsel Carver Darden Koretzky Tessier Finn Blossman & Areaux LLC	
10:30 am - 10:45 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	<p align="center">Environmental Insurance Claims Panel Keith Moskowitz Partner DENTONS</p>	
11:30 am - 12:15 am	<p align="center">Minimizing Loss Costs From Mold and Bacteria in Commercial Buildings Howard Wolf Principal HW3 & Standards Chairman of the IICRC</p>	
12:15 pm – 1:00 pm	<p align="center">Lunch Break: Marina Ballroom</p>	
1:00 pm – 1:45 pm	<p align="center">Environmental Insurance Case Law Update Miles Holden Partner Hanson Bridgett LLP</p>	<p align="center">Recommended Solutions to Client Acceptance of the Environmental Insurance Product Line Kenn Anderson Senior Account Executive AON</p>
1:45 pm – 2:30 pm	<p align="center">Solving the Problem of Insuring Pipelines Panel Peter Alvey Vice President ROUX ASSOCIATES, INC. Luna Bowser Regional Manager, Environmental - Ironshore Insurance Cindy Hunter Senior Vice President of Specialized Risk Claims at Navigators Group Inc</p>	<p align="center">Helping Insurance Applicants Through the Underwriting Process Rebecca Gitig Senior Vice President, Environmental Lines Aspen Insurance</p>
2:30 pm – 2:45 pm	<p align="center">Afternoon Break: (Presidio Ballroom Foyer & Deck)</p>	
2:45 pm – 3:30 pm	<p align="center">Glyphosate Issues In California...And Beyond Dave Sadoff Senior Professional Geologist Western Region HETI</p>	<p align="center">Sales Techniques in Mergers & Acquisitions Brad Maurer Regional Sales Manager ARMR.Network,LLC</p>
3:30 pm – 4:15 pm	<p align="center">Wholesale Broker Round table David Dybdahl President ARMR.Network,LLC Brad Maurer Regional Sales Manager ARMR.Network,LLC Greg Schilz Senior Vice President JLT Specialty USA Kenn Anderson Senior Account Executive AON Stacy Brown President and CEO Freberg Environmental Inc.</p>	
4:15 pm – 5:00 pm	<p align="center">Keynote Address: Tony Cañas Chief Motivational Officer InsNerds.com Insuring Tomorrow: Engaging and Retaining Millennials in the Insurance Industry (Presidio Ballroom)</p>	
6:00 pm – 8:00 pm	<p align="center">Networking Reception Location The Grotto 2847 Taylor St, San Francisco, CA 94133</p>	

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 President Risk Management Technologies & RTM Communications, Inc Julie Kilgore President 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 John E. DeLascio Partner Hinshaw & Culbertson LLP</p>
1:00 pm – 2:00 pm	Lunch- On-The- Go (Marina Ballroom)	

Map of the Conference Location And Floor Plan

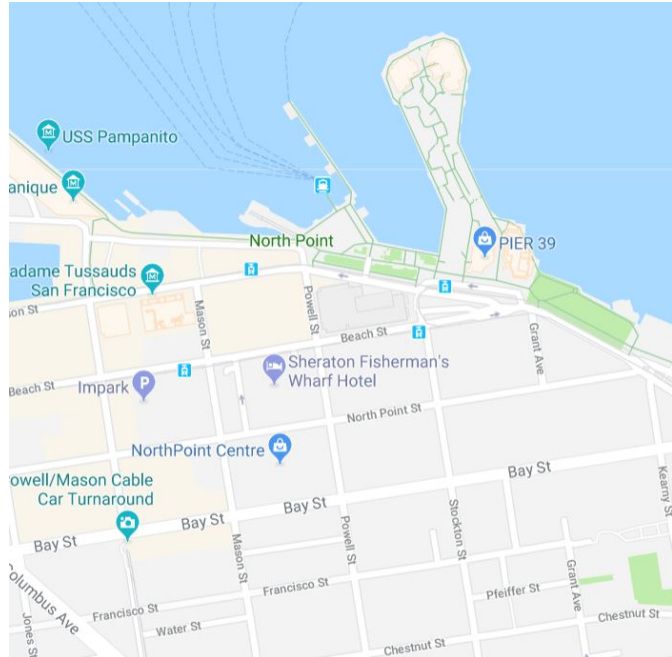
Local Attractions:

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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