

San Francisco
2018



SOCIETY OF ENVIRONMENTAL INSURANCE PROFESSIONALS

The Premier Event for Environmental Risk Managers
and Insurance Professionals

2018 Expanding the Market

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Conference Location

**HYATT
CENTRIC™**
FISHERMAN'S WHARF
San Francisco

Additional Room blocks are available, directly
across the street, at the Holiday Inn Express



FISHERMAN'S WHARF

June 18th - 20th, 2018

Up to 20 CE&CLE Credits Available!

Please use group code: SEI

OPEN TO ALL EXPERIENCE LEVELS

SEIP brings the industry's leading experts together in one place to share best practices and experiences, all with the single goal of expanding the sale of environmental insurance products. The presenters are all experts in their fields, with diversified backgrounds in, insurance underwriting, law, engineering, lending, corporate finance, insurance brokerage and remediation. Learn from real-world case studies and gain business solutions, while having the opportunity to network with peers and colleagues.

Society of Environmental Insurance Professionals

7780 Elmwood Ave. Suite 130 | Middleton, WI 53562 | 608 824-3340 | seipro.org | Fax: 608 836-9565

Who Should Attend

- INSURANCE BROKERS & AGENTS
- UNDERWRITERS
- ATTORNEY'S
- ENGINEERS
- LENDERS
- CONSULTANTS
- PUBLIC POLICY OFFICIALS
- RISK MANAGERS
- CLAIMS PROFESSIONALS

Why Attend SEIP 2018: *EXPANDING THE MARKET*

Bold Solutions

The SEIP Conference will provide an educational environment for professionals from around the world, working in environmental risk management and insurance, to come together to share new solutions, insurance product innovations, and fresh approaches to the industry's most pressing issues.

Grow Your Knowledge

There are more opportunities in the environmental insurance product line than any time in the past 37 years! Attendees get first-hand knowledge of how to excel in the sale of a product line that only has a 1% market penetration rate.

Reliable Direction

Veteran presenters will offer insight into the industry's emerging trends impacting sales, claims, legislation, and more. Concepts presented at SEIP conferences are 5 -10 years ahead of their time! No other conference will give you this industry insight and business advantage.

Network With Industry Leaders

In a day of virtual conferences and webinars, SEIP 2018 provides a unique opportunity to interact and engage with industry leaders all gathered in one place at one time! Join us at our Welcome and Networking receptions included with your registration!

AMAZING SPONSORSHIP OPPORTUNITIES!!!

SEIP 2018: Expanding the Market is the only conference of the year dedicated to Environmental Risk Management and Environmental Insurance! As the premier event for this industry, the 2018 Sponsorship opportunities are irresistible! Grow your brand with this target class! Packages are limited!

Sponsor today! www.seipro.org



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We look forward to seeing you in San Francisco!
Register here: <http://seipro.org/seip2018/>

Topics of 2018: For the Full Agenda Visit: www.Seipro.org

Sheraton Fisherman's Wharf Courtyard

Welcome Reception

Please join us for complimentary beer, wine, and appetizers to start our 3rd SEIP conference!

Insuring Tomorrow!

Engaging and Retaining Millennials in the Insurance Industry!

Tony Cañas | Chief Motivational Officer · InsNerds.com

EIL Risks Impacting the North American Insurance Business

Marcell Ricciardelli | Senior Vice President
Allied World Assurance

2018 Emerging Trends in Environmental Insurance

Sara Brothers | Great American Insurance Group

Environmental Damage Claims Drivers and Insurance Coverage Issues

Peter Mintzer & Liz Brockman Partners at Selman Breitman LP

The Current Environmental Insurance Market and Sales Opportunities in Japan

Miki Mitsunari | FINEV, Inc · President and Chairman

Helping Insurance Applicants Through the Underwriting Process

Rebecca Gitig | Sr. Vice President, Environmental Lines

Constructing Environmental Insurance Solutions

Greg Schilz | JLT Specialty USA · Sr. Vice President

Analytics, Probability, and Accuracy

Chip D'Angelo | WCD Group · Founder & CEO

Sales Techniques in Mergers & Acquisitions

Brad Maurer | ARMR.Network, LLC

Why Pollution Buy-Backs in CGL Policies Don't Work

Sarah Stronger

Carver Darden Koretzky Tessier Finn Blossman & Areaux LLC

Minimizing Loss Costs From Mold and Bacteria in Commercial Buildings

Howard Wolf | HW3 & Standards Chairman of the IICRC

Panel: Legal Trends in Environmental Insurance

David Dybdahl | President · ARMR.Network, LLC

Sheila Mulrennan | Owner · Insurance Archeology Group

Wholesale Insurance Brokers Round Table

A wholesale brokers perspective on the barriers in the market and recommended solutions to expanding the education and use.

Recommended Solutions to Client Acceptance of the Environmental Insurance Product Line

Kenn Anderson | AON Senior Account Executive

Solving The Problem of Insuring Pipelines

W. Kent Muhlbauer | P.E., Managing Partner

Environmental Insurance Case Law

Miles Holden | Partner Hanson Bridgett LLP

Environmental Insurance Claims Panel

Keith Moskowitz | DENTONS

Impact of Climate Change on Global Climate Finance

Lending: How Environmental Risks in Play into Decision Making

More Sessions To Be Announced

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