2018 ENVIRONMENTAL INSURANCE BOOT CAMP

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PRESENTED BY: **SOCIETY OF ENVIRONMENTAL INSURANCE PROFESSIONALS**

SPONSORED BY

HOSTED BY

American Risk Management Resources Network, LLC
7780 Elmwood Ave. Suite 130 | Middleton WI 53562

AGENDA

TUESDAY, AUGUST 7

WELCOME

9:00-9:30am

Environmental Insurance: Past, Present, and Future
David Dybdahl | Overview of the industry and what the boot camp will entail

DAY 1

ENVIRONMENTAL INSURANCE BASICS

Summary of Pollution Exclusions in Standard Property and Liability Policies
9:30-10:45am
Troy Baldwin

BREAK 10:45-11:00am

Restoration Contractor Insurance Needs, Claims Examples, and Insurance Solutions
11:00-12:00pm
David Dybdahl

LUNCH BREAK

12:00-1:00pm On your own

AFTERNOON SESSION

INDUSTRY TRENDS

Environmental Laws and Risks
1:00-2:30pm
Brad Maurer

BREAK 2:30-2:45pm

Environmental Laws and Risks Continued
2:45-4:00pm
Brad Maurer

CONCLUSION DAY 1

WEDNESDAY, AUGUST 8

DAY 2

9:00am-10:30am

Environmental Policies, Submissions, and Rating: An Underwriters Perspective
Mike Klima

BREAK 10:30- 10:45am

Environmental Policies, Submissions, and Rating: An Underwriters Perspective
Mike Klima
10:45- 12:00pm

LUNCH BREAK

12:00-1:00pm On your own

AFTERNOON SESSION

Sales Techniques in Mergers & Acquisitions
1:00-2:00pm
Brad Maurer

Environmental Risk Management and Insurance: Sustainability Case Study
2:00-3:00pm
David Dybdahl

BREAK 3:00 - 3:15pm

Insurance Needs on Development Projects and Commercial Properties
3:15-4:15pm
Kari Dybdahl

CONCLUSION DAY 2

Sessions will be made available post Boot Camp for Download! Join SEIP to receive updates!

www.seipro.org/join

AGENDA (CONTINUED)

All conference sessions at:
ARMR.Network, LLC |
7780 Elmwood Ave, suite 130, Middleton, WI 53562

THURSDAY, AUGUST 9

DAY 3

9:00-10:45am
Unbelievable Fun With Pollution Exclusions Pt. 1
David Dybdahl

- 4 CE Credits in the State of Wisconsin Available to this course

BREAK 10:45 – 11:00am

Unbelievable Fun With Pollution Exclusions Pt. 2
11:00am – 1:00pm
David Dybdahl

LUNCH BREAK

1:00-2:00pm On your own

AFTERNOON SESSION

Environmental Insurance Sales Techniques
2:00-3:00pm
David Dybdahl

CONCLUSION DAY 3

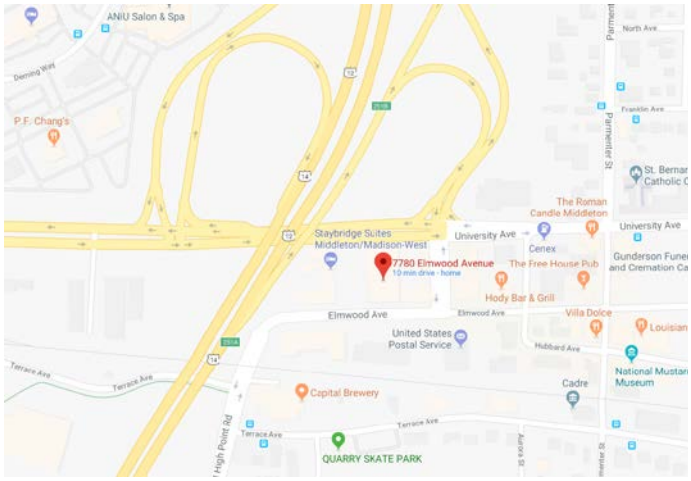
REGISTER HERE

LOCATION

TUESDAY, AUGUST 7th - THURSDAY, AUGUST 9th

8:00am-5:00pm

American Risk Management Resources Network LLC
7780 Elmwood Ave, suite 130
Middleton, WI 53562



RECOMMENDED HOTELS

STAYBRIDE SUITES MIDDLETON, WI
Address: 7790 Elmwood Ave, Middleton, WI 53562
Phone: (608) 664-5888

HILTON GARDEN INN MADISON WEST
Address: 1801 Deming Way, Middleton, WI 53562
Phone: (608) 831-2220

LOCAL AIRPORTS

DANE COUNTY REGIONAL AIRPORT
13 Miles | 25 Mins

GENERAL MITCHELL INTERNATIONAL AIRPORT
90.9 Miles | 1h 35 min

MEET THE INSTRUCTORS

DAVID DYBDAHL, CPCU, ARM, MBA

David Dybdahl is a uniquely qualified instructor. Mr. Dybdahl is a license P&C insurance broker, consultant, and expert witness. In his 35 year career specializing in environmental insurance he has:
- Created the first programs for EPA Superfund contractors while working as a consultant to the US EPA
-Invented Contractors Pollution Liability insurance coverage line
-Worked as the insurance consultant for the Army Corps of Engineers for the procurement of $500M of guaranteed fixed priced remediation contracts
-Served as an insurance consultant to the US Justice Department and the US EPA
-Placed and serviced thousands of environmental insurance policies
-Directed the Global Environmental Practice Group of Willis. One of the largest brokerages in the world

BRAD MAURER, J.D., CPCU

Brad Maurer JD CPCU is an Environmental Risk Management and Insurance executive for American Risk Management Resources Network with over 25 years of experience specialized in environmental risk management, professional and contracting liability programs for environmental and construction industries, guaranteed fixed price remediation (GFPR), environmental liability transfer and contaminated real estate redevelopment. Mr. Maurer was an underwriting director for a major environmental insurer, headed the environmental risk practice of a national insurance broker and has been in-house counsel for a GFPR company and a brownfield investment company as well as a $50mm remediation services company.

TROY H. BALDWIN, CPCU, AU, AIDA, CIC, CISR, MBA

Troy has over 25 years of experience in the insurance industry. He has worked in senior management, underwriting, sales/marketing and training/development. Troy has a bachelor's degree in Marketing from Weber State University and a Masters in Business Administration from Utah State University. Troy is active in the insurance industry. He is currently the CPCU Society President. He has also served on the CPCU Society's Budget and Finance Committee, CPCU Society's Leadership Council, and CPCU Society Annual Meeting Task Force. He is past President of the Utah CPCU Chapter. Troy has also taught many insurance classes to all levels of participants on a local and national level.

KARI DYBDAHL, BA

Kari started at American Risk Management Resources Network, LLC when she was 19, while going to school full time graduating high honors with a Bachelors in Business Administration. While working at ARMR and going to school full time she assisted in the placement of environmental Insurance for the cleaning and and restoration industry, where she learned how to negotiate and design insurance placements. At 20 years old she attended her first industry convention and thrived. Each year after 19 she grew her client base consecutively over 200% earning her the award of top 3rd insurance broker in America in Insurance Business America by the age of 26. Over the year's Kari has continued to advance and challenge herself, while keeping her true passion of designing comprehensive insurance programs. Kari currently leads a production team and assists with the day to day operations of the brokerage firm.

MIKE KLIMA, J.D.

Michael Klima has 16 years of experience within the insurance underwriting and insurance law fields with a focus on environmental insurance. Over his career, he has worked for various companies including AmWins, RPS, Ace (now Chubb), AIG and Rockhill.
He obtained his J.D. from Kent College of Law, with certificates in environmental law and international law. He is a licensed attorney in Illinois. Over his career he has developed numerous new policy forms and has help negotiate several claim settlements. He also has an undergraduate degree in Risk Management & Insurance from Illinois Wesleyan University.