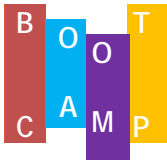


PRESENTED BY: SOCIETY OF ENVIRONMENTAL INSURANCE PROFESSIONALS

# 2018 ENVIRONMENTAL INSURANCE BOOT CAMP

© SEIP | 2018 All Rights Reserved



SPONSORED BY



SEIP

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](http://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

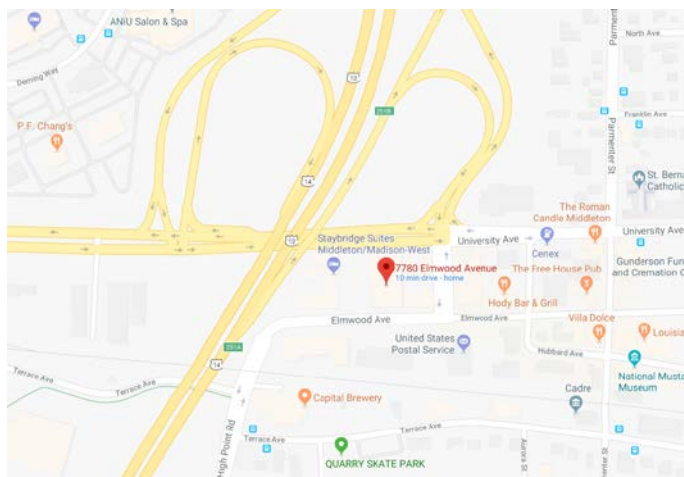
[REGISTER HERE](#)

## LOCATION

TUESDAY, AUGUST 7<sup>th</sup> -  
THURSDAY, AUGUST 9<sup>th</sup>

8:00am-5:00pm

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



### RECOMMENDED HOTELS

#### STAYBRIDGE 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.