



Hinshaw's Annual Insurance Services Symposium

An Ounce of Prevention:

Proactive Risk Management for Agents, Brokers and Insurers

October 21, 2010

Chicago Marriott
Downtown Magnificent Mile
540 North Michigan Avenue
Chicago, Illinois

8:50 a.m. – 4:00 p.m.

Registration and Continental Breakfast
begin at 8:00 a.m.



HINSHAW

& CULBERTSON LLP

Register Online Today for this Symposium at
www.hinshawlaw.com/annual-insurance-services-symposium

Symposium Speakers

Sina Bahadoran is a Partner in Hinshaw's Miami office. Mr. Bahadoran focuses his practice on the representation of insurers in complex insurance coverage disputes and common law and statutory bad faith litigation. His emphasis is on CGL, E&O, OCIP, CCIP and D&O policies.

Beth Culp is a Partner in Hinshaw's Minneapolis office and Chair of the firm's Specialty Litigation & Insurance Coverage Department. In 20-plus years of representing insurance companies, she has litigated coverage disputes in 32 states, and has worked with both insurers and reinsurers in handling difficult coverage issues that arise in complex cases and mass tort litigation.

Marissa I. Delinks is a Partner in Hinshaw's Boston office and Chair of the firm's Professional Lines Practice Group. She focuses her practice in the area of professional liability litigation, including the defense of insurance agents among others. She also handles commercial litigation, insurance coverage litigation and has an active appellate practice.

Joseph J. De Hope, Jr. is Senior Counsel in Hinshaw's San Francisco office. He focuses his practice in insurance coverage, professional liability defense (attorneys, accountants, insurance and real estate professionals and directors and officers) and complex litigation in the state and federal courts.

Rachel K. Ehrlich is Vice President of Specialty Claims for Navigators. Prior to joining Navigators in 2009, Rachel was with Travelers for more than 11 years where she was a Managing Counsel in the Claim Legal Group.

David A. Grossbaum is a Partner in Hinshaw's Boston and Providence offices and Chair of the firm's Insurance Services Practice Group. He concentrates his practice in the areas of professional liability defense and insurance coverage, including commercial general liability and automobile, professional liability, and environmental coverages.

Thomas M. Hamilton, Jr. is a Partner in Hinshaw's Chicago office. With his insurance expertise and 35 years of practice in the Chancery Courts of Illinois, he is highly experienced in all phases of his insurance coverage practice, including resolution of commercial and professional liability claims, excess of limits liability issues, responding to claim management errors and excess-primary relationships.

James M. Hofert is a Partner in Hinshaw's Chicago office. He is an experienced trial lawyer with substantial experience in complex tort litigation, including construction injury, insurance, bad faith, product liability, toxic tort and medical malpractice.

Fritz K. Huszagh is a Partner in Hinshaw's Chicago office. He represents parties in insurance disputes under commercial property and casualty policies, E&O policies, reinsurance agreements and insurance intermediary arrangements. He handles disputes involving litigation and arbitration among insurers and insureds, other insurers, reinsurers, and insurance brokers.

Ronald L. Kammer is a Partner in Hinshaw's Miami office. He represents insurers nationally and has been involved in many significant cases that interpreted an insurance company's duty to defend and indemnify, breach of policy conditions, claims involving bad faith and unfair and deceptive trade practices, as well as

coverage obligations for construction defect, pollution and patent infringement claims. Mr. Kammer has also recently been selected by the American Bar Association as a National Co-Chair of the Insurance Coverage Litigation Committee.

Thomas R. Legenhausen is a Vice President and Assistant General Counsel with The Hartford where he handles high exposure claims involving general liability, automobile, E&O and D&O policies. He previously practiced law in Connecticut and New York.

Frank J. Lindner is Director of Professional Liability Claims with Fireman's Fund Insurance Company, a company of Allianz. In this position, Frank leads a group of claims professionals handling multiple lines of professional liability claims, including medical malpractice, insurance agents E&O, lawyers professional liability and accountants professional liability.

Christine O. McTigue is a Partner in Hinshaw's Chicago office. She is an appellate lawyer whose appeals have involved insurance coverage including both commercial and personal lines; professional negligence, including medical, legal and accountant liability, among others.

Maureen G. Percy is Senior Counsel in Hinshaw's Miami office. She is an appellate practitioner who focuses her practice primarily in the area of insurance coverage disputes. She also has litigation experience with an emphasis on insurance coverage, in particular professional liability matters, commercial litigation, and product liability, among others.

Tim Pedersen is the President of Travis-Pedersen and Associates, which he co-founded 26 years ago. Travis-Pedersen and Associates is an independent, wholesale insurance broker specializing in commercial general liability, commercial umbrella liability, commercial property insurance, professional liability and Florida & coastal coverage.

Robert J. Romero is the Partner-in-Charge of Hinshaw's San Francisco office and sits on the firm's seven-member Management Committee. He has been lead trial counsel in insurance coverage and bad faith cases throughout California and the western United States. He serves as national bad faith counsel to a major insurer.

Richard A. Spiers is a Vice President of Genesis Underwriting Management Company in Chicago. He has been in the insurance industry since 1980 and has extensive, nationwide experience handling a wide array of primary, excess and reinsurance claims.

Stephen R. Swofford is a Partner in Hinshaw's Chicago office and Chair of the firm's Appellate Practice Group. His appellate cases encompass a broad range of substantive legal areas, including professional liability, commercial liability, product liability, ERISA litigation and governmental liability cases.

Johnathan P. Wynn is Co-Leader of the Lawyers' Professional Liability Services Team at Lemme Insurance Group, Inc. Lemme is a specialty insurance brokerage, specializing in professional liability. Prior to joining Lemme, John was a professional liability underwriter and practiced law in Chicago.

Symposium Schedule

8:00 a.m. – 8:50 a.m. **Registration and Continental Breakfast**

8:50 a.m. – 9:00 a.m. **Opening Remarks**

David A. Grossbaum, Partner, Hinshaw & Culbertson LLP, Boston | Providence, RI

9:00 a.m. – 10:00 a.m. **Truth or Consequences: The Importance of Making Truthful Disclosures in the Application Process**

Truth – The Broker's Obligation to Provide Accurate Information During the Application Process
Consequences – The Insurer Can Sue the Broker Instead of Rescinding the Policy

Marissa I. Delinks, Partner, Hinshaw & Culbertson LLP, Boston

Maureen G. Percy, Senior Counsel, Hinshaw & Culbertson LLP, Miami

Johnathan P. Wynn, Vice President, Lemme Insurance Group Inc., Arlington Heights, IL

10:00 a.m. – 11:15 a.m. **When the Barn Is Blazing: Recent Developments in Law on Montrose Endorsements, "Prior Knowledge" Exclusions and Limitations, and the True Meaning of Fortuity**

Fritz K. Huszagh, Partner, Hinshaw & Culbertson LLP, Chicago

Ronald L. Kammer, Partner, Hinshaw & Culbertson LLP, Miami

Frank J. Lindner, Professional Liability Claims Director, Fireman's Fund Insurance Company, Chicago

Richard A. Spiers, Vice President, Genesis Underwriting Management Company, Chicago

11:15 a.m. – 11:30 a.m. **Break**

11:30 a.m. – 12:15 p.m. **Between a Rock and a Hard Place: The Risks and Rewards of Broker Involvement in Coverage Disputes**

Beth Culp, Partner, Hinshaw & Culbertson LLP, Minneapolis

Joseph J. De Hope, Jr., Senior Counsel, Hinshaw & Culbertson LLP, San Francisco

Tim Pedersen, President, Travis-Pedersen and Associates, Chicago

12:15 p.m. – 1:15 p.m. **Lunch**

1:15 p.m. – 2:15 p.m. **Is It Ok to Be Wrong?: Can an Insurer Avoid An Extra-Contractual Liability if Its Position is Fairly Debatable?**

Rachel K. Ehrlich, Vice President, Specialty Claims, Navigators, San Francisco

James M. Hofert, Partner, Hinshaw & Culbertson LLP, Chicago

Robert J. Romero, Partner, Hinshaw & Culbertson LLP, San Francisco

2:15 p.m. – 2:30 p.m. **Break**

2:30 p.m. – 3:30 p.m. **From the Outside Looking in: Effective Management of Underlying Litigation Where Coverage Is Disputed**

Sina Bahadoran, Partner, Hinshaw & Culbertson LLP, Miami

David A. Grossbaum, Partner, Hinshaw & Culbertson LLP, Boston

Thomas M. Hamilton, Jr., Partner, Hinshaw & Culbertson LLP, Chicago

Thomas R. Legenhausen, Vice President and Assistant General Counsel, The Hartford, Hartford, CT

3:30 p.m. – 4:00 p.m. **To See and Foresee: The Pro-Active Use of Monitoring and Appellate Counsel at Trial**

Christine O. McTigue, Partner, Hinshaw & Culbertson LLP, Chicago

Stephen R. Swofford, Partner, Hinshaw & Culbertson LLP, Chicago

Hinshaw's Annual Insurance Services Symposium

Symposium Information at a Glance

Who Should Attend?

- ✓ Adjusters
- ✓ Brokers
- ✓ Claims and Underwriting Professionals
- ✓ Coverage Lawyers
- ✓ Risk Managers

Why Attend?

This Symposium brings together representatives from major insurance companies, brokers and insurance coverage attorneys to explore recent decisions and the impact those decisions have on the insurance industry.

Where is it Located?

Chicago Marriott Downtown
Magnificent Mile
540 North Michigan Avenue
Chicago, Illinois

Register Online



To register for this Symposium, please go to the Events section on Hinshaw's website at www.hinshawlaw.com/annual-insurance-services-symposium and click on "Register." Please contact Renee Odom at 312-704-3050 if you have any questions regarding registration.

Lawyers may earn up to **5.50 hours** of Continuing Legal Education credit. Approval of CLE credit is pending and may vary by state.

Illinois Brokers may earn up to **5.50 hours** of Continuing Education credit. Approval of CE credit is pending.

For additional information regarding Hinshaw or our Insurance Services practice, please visit the firm's website at www.HinshawLaw.com.

Date / Time



The 2010 Insurance Services Symposium will take place on October 21, 2010. The program will begin with a continental breakfast and registration at 8:00 a.m. The presentations will begin at 8:50 a.m. and conclude at approximately 4:00 p.m.

Registration Fee



The \$35 non-refundable registration fee includes continental breakfast, Symposium materials and lunch.

Location



The Symposium will take place at the Chicago Marriott Downtown Magnificent Mile located at 540 North Michigan Avenue, Chicago, Illinois. Upon arrival, Symposium attendees will be directed to Salon 3 on the seventh floor. Please note that the Marriott has a smoke free policy. For more information regarding the Chicago Marriott Downtown Magnificent Mile, visit www.marriott.com.

Parking Information



The Marriott offers valet parking to its guests at a rate of \$48 for the duration of the event. There is also nearby garage parking available at a rate of \$33 for the day.

Directions



Directions from O'Hare Airport

Follow Airport exit signs. Take I-190 East into I-90 (Kennedy Expressway) East to the Ohio Street Exit (50B). Ohio Street is a one-way street eastbound. Take Ohio Street to Rush Street. Turn right on Rush for the hotel entrance.

Directions from Midway Airport

Take Cicero Avenue north to I-55 North into I-90/94 West, (signs say To Wisconsin). Take Ohio Street Exit (50B), Ohio Street is a one way street eastbound. Turn right on Rush for the hotel entrance.

Overnight Accommodations



A block of guest rooms has been set aside for Symposium attendees at the Chicago Marriott Downtown Magnificent Mile. The room rate begins at \$259 plus tax. Rooms are available for the night of October 20, 2010. Make your reservation directly with the Marriott by calling (800) 228-9290 by September 29, 2010. When making your reservation, please reference Hinshaw & Culbertson LLP to receive this discounted rate. Check-in time is 4:00 p.m.