



The brochure for this event is in production and will be available at this location soon. In the meantime, here is the full agenda for the seminar, in downloadable format. Sponsorship opportunities still exist for breakfast, luncheon and breaks on Day 2. Call Chris Mancini at 860.276.9775 for more information.

**CAPTIVE.COM/CAPTIVE EDUCATION AND INFORMATION SERVICES
CAPTIVE WORKSHOP AGENDA AND OUTLINE**

DATE: July 13-14

LOCATION: Foxwoods Resort Casino

TITLE: **Captive Insurance: Helping Businesses Create and Preserve Assets in an Uncertain World.**

Learn the Five Lessons of Captive Insurance and understand:

- **Why** offshore insurance remains a poorly understood and under utilized financial tool
- **How** savvy business owners manage risks that the commercial insurance marketplace won't touch
- **What** you have to do to access the "Alternative Risk Transfer" industry.

PRESENTERS: Kate Westover
Wayne Fields, Partner, PricewaterhouseCoopers

Tuesday July 13 – Day 1: Registration opens at noon.

1.30 p.m. **Opening Session: Taking the Mystery Out of "Offshore Insurance"**
How and why captives are used to finance risk
Types of captives: insured owned, rental captives and producer owned
The steps for captive formation

3.00 Break Sponsored by Milliman USA

3.30 **Lesson #1: To be effective, it must be real insurance!**
How captives qualify as "real" insurance companies

- The reason for risk pooling
- The necessity to put capital at risk
- The purpose of an alternative regulatory environment

4.45 p.m. close of day one – **Reception Sponsored by Barbados Government**

Day 2: Wednesday, July 14

9 a.m. Lesson #2: It's A Long Term Investment

How a captive feasibility study is used to quantify the long terms benefits of captive insurance compared to commercial insurance

- What contributes to captive loss and expense ratios
- Determining the amount of capital required
- Setting rates and selecting coverages to be insured
- Explaining the return on investment

10.15 break

10.45 a.m. Lesson #3: It Has Its Own Jargon

Understand the terminologies and program structures used when putting together a captive business plan

- Direct writing
- Risk assumption
- Limitation of risk
- Risk concentration
- Loss volatility

12.15 – 1.30 p.m. lunch

1.30p.m. Lesson # 4: It is an effective Risk Management Tool

Establishing the risk management purpose of the captive

- Identifying, quantifying and allocating risk costs
- Loss control incentives
- Claims management
- Budgetary stability
- Financial statement impact
- On versus off balance sheet risk financing

2.45 break

3.00 Lesson #5: It assists in the creation and preservation of shareholder value

Key differences between onshore and offshore insurance

Utilize risk financing techniques that assist in asset protection and wealth transfer

4.45 p.m. end of workshop