



**INTERNATIONAL ASSOCIATION  
OF INSURANCE RECEIVERS**  
PROMOTING PROFESSIONALISM AND ETHICS

# **2022 TECHNICAL DEVELOPMENT SERIES IX (HYBRID)**

**OCTOBER 26-28, 2022  
SKIRVIN HOTEL  
OKLAHOMA CITY, OK  
OR VIA ZOOM**

**REGISTER VIA THE IAIR WEBSITE - [WWW.IAIR.ORG](http://WWW.IAIR.ORG)**

# 2022 TECHNICAL DEVELOPMENT SERIES IX

## WELCOME

The Technical Development Series is the International Association of Insurance Receivers' specialized educational program. Focusing on one issue, it provides advanced, focused education on the selected issue or topic and affords more specialized training for insurance receivers, regulators, guaranty system personnel, and other insurance professionals.

The 2022 TDS will be Hybrid event. For those of you who would like that "in person" experience with personal connections, networking and education, we look forward to welcoming you to the historic Skirvin Hilton Hotel in the heart of Oklahoma City, OK.

For those of you who would like to join us virtually, we will be live-streaming the educational sessions during the meeting. We are working with the Skirvin Hilton to make it an extraordinary experience for you!

A Special Thank You to our Corporate Sponsors for their Continued Participation and Support!

### A SPECIAL THANKS TO OUR CORPORATE SPONSORS FOR THEIR CONTINUED PARTICIPATION AND SUPPORT!

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## CONTINUING EDUCATION CREDITS

### COURSE DESCRIPTION

IAIR TDS IX will focus on claims related matters. This program is designed for those who already have extensive experience in insurance with particular interest in receivership proceedings. Panel topics include long term care insurance management, cyber security policies, new insolvency data transfer, strategies for handling surprise medical bills and other hardship matters in receivership. Case studies will be analyzed in depth to provide a "real world" context for the topics addressed.

### COURSE LEVEL

This program is intended for intermediate and advanced level insurance receivers, regulators, guaranty fund personnel, and other insurance insolvency professionals. There are no advance preparations or prerequisites required as this workshop will provide live delivery of materials and updates building on the knowledge and experience of each participant.

### FIELDS OF STUDY OFFERED

Specialized Knowledge

### INSTRUCTIONAL DELIVERY METHOD

Group-Live & Virtual

### LEARNING OBJECTIVES

After completing this workshop, participants will be able to:

- Identify challenges and potential obstacles in handling policyholder claims
- Formulate a strategy for managing long tail claims
- Ensure orderly and efficient claims handling in the liquidation of an insurance company.

### IAIR DESIGNATIONS

This workshop is approved for continuing education credit toward IAIR's CIRD and AIRD designations in accordance with IAIR's continuing education policy to maintain certification status.

Total IAIR credit hours 9.5.

### NASBA

The International Association of Insurance Receivers (IAIR) is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be submitted to the National Registry of CPE sponsors through its website: [www.nasbaregistry.org](http://www.nasbaregistry.org). In accordance with the standards of the National Registry of CPE Sponsors, 11.5 CPE credit hours will be granted based on a 50-minute hour.



### CLE

The program will be submitted for certification to the California and Texas State Bars for general credit. Though the program and workshop may qualify for continuing legal education credit in other states, participants will need to make their own filings. Upon request, IAIR can certify attendance and content.

OCTOBER 26-28, 2022 SKIRVIN HOTEL OKLAHOMA CITY, OK OR VIA ZOOM

## WORKSHOP AGENDA

### WEDNESDAY, OCTOBER 26

6:00 pm - 7:30 pm      **Opening Night Reception**

### THURSDAY, OCTOBER 27

8:00 am - 8:20 am      **Welcome: Commissioner Glen Mulready**

8:20 am – 9:20 am      **Policyholder Protection Schemes – A Global Perspective**

**Alex Hart**, Federal Insurance Office

**Alister Campbell**, Canadian Property & Casualty Insurance  
Compensation Corporation

The US system of policyholder protection/insurance guarantee schemes (PPS/IGS) has a common framework state-by-state...but around the world, many jurisdictions approach the same public policy challenge very differently. Recently, organizations such as the Financial Stability Board (FSB), the International Association of Insurance Supervisors (IAIS), as well as the World Bank, have all been exploring this area – particularly in the context of recovery and resolution issues – and begun to identify potential best practices. For this reason, it is important that American practitioners in the space learn more about how PPS/IGS mechanisms are designed in other developed financial services markets. Such matters can gain further relevance in the context of insurer failure impacting subsidiaries/branches in multiple jurisdictions around the world.

9:25 am – 10:25 am      **Cyber Security Policies: The Five “W’s”  
(Who, What, When, Where, Why)**

**Melina Kountouris**, Locke Lord

**Bobbie Duke**, INSURICA

This panel will review cyber security policy coverages, terms, services provided and claims outlook. Attendees will obtain a general understanding of cyber insurance policies and the claims made under this type of coverage.

# 2022 TECHNICAL DEVELOPMENT SERIES IX

## THURSDAY, OCTOBER 27

10:25 am – 10:40 am **Networking Break**

10:40 am – 11:40 am **Cyber Claims for Troubled & Insolvent Companies:  
Are We Ready?**

**Barb Cox**, NCIGF

**Arthur Russell**, Mississippi Insurance Guaranty Association

**Harold Horwich**, Morgan Lewis Bockius

This panel explores the new challenges presented by an insurance insolvency with cyber claims and how the current system might need to change to address them.

11:40 am – 1:00 pm **Lunch**

1:00 pm – 2:00 pm **Highlands/Workers Compensation Liabilities**

**Brian Reiwe**, Texas Insurance Department

**Burnie Burner**, Mitchel Williams Law Firm

Case study of Highlands Insurance Company Rehabilitation and resolution of Workers Compensation liabilities.

2:05 pm – 3:30 pm **Long Term Care Insurance Management –  
You're not in Kansas Anymore!**

**Anne Ingoldsby**, Davies Life & Health Inc.

**Shelly Leshko**, Davies Life & Health Inc.

**Bart Boles**, Texas Life & Health Insurance Guaranty Association

Explore the unique aspects and challenges of Long-Term Care Insurance claim management. This presentation will include a background of long-term care principles/terminology, interactive case studies and a discussion of management options with the attendees.

# 2022 TECHNICAL DEVELOPMENT SERIES IX

## THURSDAY, OCTOBER 27

3:30 pm – 3:45 pm      **Networking Break**

3:45 pm – 4:45 pm      **The Texas Two-Step Bankruptcy Strategy and Related Issues**

**Scott L. Davis**, Husch Blackwell

**John J. Cruciani**, Husch Blackwell

**Kirsten Byrd**, Husch Blackwell

The Texas Two-Step bankruptcy strategy is used to isolate liabilities via a divisive merger, resulting in the company allocated the liabilities then filing bankruptcy. The panel will discuss how this controversial strategy works, including recent examples of its use. The panel will also discuss related insurance implications and issues, as well as, what it means for the world of insurance receivers.

4:45 pm – 4:55 pm      **Day 1 Wrap Up**

6:00 pm – 7:00 pm      **Reception**

## FRIDAY, OCTOBER 28

7:00 am – 8:00 am      **Breakfast**

8:00 am – 8:05 am      **Welcome**

8:05 am – 9:05 am      **New Insolvency Data Transfer: The Funds Perspective**

**Devo Heller**, Guaranty Support Inc.

**Corey Neal**, American Guaranty Fund Group

**John Wells**, Louisiana Insurance Guaranty Association

The Receiver must provide accurate and timely information for the Guaranty Funds to function. The panel will discuss approaches that have been successful as well as those which have been less successful. The panel hopes to provide guidance that helps Receivers and Guaranty Funds work better together.

# 2022 TECHNICAL DEVELOPMENT SERIES IX

## FRIDAY, OCTOBER 28

9:10 am – 10:10 am **Wild West of Weed! Oklahoma's Growing Marijuana Industry (Budding a Booming Insurance Concern)**

**John Spark**, Odom & Sparks PLLC

**Michael Ridgeway**, Odom & Sparks PLLC

**Joe Marcantel**, Talisman Casualty Insurance Company

When Oklahoma legalized marijuana for medical use in 2018, it created a market that is less regulated than in states that have approved recreational use. The number of growers and dispensaries far exceeds the demand of the local market, so Oklahoma has become a major source for export of illegal cannabis to other states and countries. What is an insurer to do with standard policy provisions that exclude coverage for illegal operations? What about ADA and workers compensation claims by employees who were injured while under the influence, but hold a medical prescription for marijuana? How will dram shop liability evolve? Should medical insurance include coverage for medical marijuana? These and other questions illustrate why Oklahoma's medical marijuana industry is a complicated and uncharted territory filled with both risks and opportunities.

10:10 am – 10:25 am **Networking Break**

10:25 am – 11:25 am **Strategies for Handling Surprise Medical Bills and Other Hardship Matters in Receivership**

**Elena Byron**, Risk & Regulatory Consulting LLC **Eric Scott**, Risk & Regulatory Consulting LLC

**Sonni Peterson**, Ohio Life & Health Guaranty Association

An overview of the types of hardship claims often encountered in a receivership (rehab or liquidation), criteria for identifying, managing and resolving them.

11:25 am – 11:30 am **Wrap Up**

# 2022 TECHNICAL DEVELOPMENT SERIES IX

## REGISTRATION INFORMATION

Register online at [www.iair.org](http://www.iair.org)

### HOTEL ACCOMODATIONS

SKIRVIN HILTON HOTEL, Oklahoma City, OK

IAIR's reduced group room rate of \$189.00 per night plus applicable tax (currently 14.125 %) will be available until 5:00pm on SEPTEMBER 25, 2022, or until the group block is sold out, whichever occurs first.

Reservations can be made online by [clicking on this link](#), or by calling 1-800-HILTONS and mention IAIR Meeting (or group code IAIR). The group rate will be offered three days prior and three days after the workshop, based on availability. All reservation requests need to be guaranteed by a major credit card for the reservation to be processed and confirmed. Please note individual guestroom reservations may be cancelled up to 72 hours prior to arrival with no penalty. Reservations cancelled within 72 hours of arrival will be charged one night room and tax.

Check-in time is 3:00pm and check-out time is 12:00 p.m. Guests arriving prior to 3pm will be assigned accommodations as they become available.

The Skirvin Hilton is 100 years of tradition, elegance and luxury. The contemporary-classic hotel features 225 recently renovated rooms and suites and is at the center of Oklahoma City's vibrant culture. Situated at the corner of Broadway and Park Avenue, the Skirvin Hilton is conveniently located at the center of Downtown Oklahoma City near Bricktown.

### DRESS CODE

The dress code for the event is business casual. The average daily high temperature for Oklahoma City in October is 73°F; average daily low temperature is 50°F.

### DIETARY RESTRICTIONS

If you have a dietary restriction, please contact IAIR Headquarters by October 1 or make note of your requirements on the registration form.

### WORKSHOP REGISTRATION RATES

	In Person	Virtual
Regulator - Member	\$500	\$450
Regulator - Non-Member	\$700	\$650
Small Firm*/NFP** - Member	\$700	\$650
Small Firm*/NFP** - Non-Member	\$900	\$850
Corporate/Large Firm - Member	\$900	\$850
Corporate/Large Firm - Non-Member	\$1,100	\$1,050
Spouse/Guest	\$225	

(All rates include all scheduled food and beverage functions. The Spouse/Guest rate is not available to IAIR members.)

\*Sole proprietor or less than 5 full time employees \*\* Not for Profit

### CANCELLATION POLICY

Refunds less a \$100 administrative fee are offered through September 26, 2022. Twenty-five percent (25%) of the amount paid will be refunded after September 26, 2022.

### REFUND REQUESTS AND CANCELLATIONS MUST BE SUBMITTED IN WRITING TO

Martha Heinze, IAIR Account Manager  
610 Freedom Business Center, Suite 110  
King of Prussia, PA 19406  
Phone: 610-992-0015, Fax: 610-992-0021, [martha@iair.org](mailto:martha@iair.org)

For additional questions or for more information, please contact Martha Heinze at IAIR Headquarters at (610) 992-0017 or at [martha@iair.org](mailto:martha@iair.org).

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