

REGISTRATION FORM

2009 Commercial Surety Seminar

REGISTRATION FEES:

\$299 for SFAA Members and Subscribers

\$349 for Non-members

REGISTRANT

LAST NAME FIRST NAME MI

NAME AS YOU WISH IT TO APPEAR ON YOUR BADGE

COMPANY/FIRM

CITY STATE ZIP

(AREA CODE) TELEPHONE FACSIMILE

E-MAIL

CREDIT CARD AUTHORIZATION

Type of Card (circle one): Visa MasterCard

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DATE

If paying by check, make check payable to The Surety & Fidelity Association of America. Return this form with payment to Meetings Department, 1101 Connecticut Ave., NW, Suite 800, Washington, DC 20036. If paying by credit card, please enter the appropriate information and fax back to Janice Johnson at 202-463-0606.

THE SURETY & FIDELITY ASSOCIATION OF AMERICA
1101 CONNECTICUT AVENUE, NW SUITE 800
WASHINGTON, DC 20036

2009 COMMERCIAL SURETY SEMINAR



THE SURETY & FIDELITY ASSOCIATION OF AMERICA

2009 COMMERCIAL SURETY SEMINAR

Today's Challenges to the
Surety Industry



May 27-28, 2009
Renaissance Mayflower Hotel
Washington, DC

2009 COMMERCIAL SURETY SEMINAR

Today's Challenges to the Surety Industry

The current and unprecedented economic conditions are presenting significant challenges to commercial surety underwriting. The 2009 Commercial Surety Seminar presents various timely challenges in four separate modules:

- Discussion of the General Economy
- The Banking Industry
- How Case Law Affects Bond Form Terms
- Claims and the Bankrupt Principal

The seminar will be held on May 27 and 28, 2009 at the Renaissance Mayflower Hotel, 1127 Connecticut Avenue, NW, Washington, DC 20036. We will be accepting registrations on a first-come, first-served basis. However, priority will be given to employees of SFAA members and subscribers. To register, please fill out the attached form and return it with the registration fee (check or credit card) to: Meetings Department, The Surety & Fidelity Association of America, 1101 Connecticut Ave., NW, Suite 800, Washington, DC 20036. To verify that space is available, please call 202-463-0600.

HOTEL INFORMATION

SFAA has reserved a block of rooms at the Renaissance Mayflower Hotel. To make hotel reservations, please call the Hotel directly at (800) 468-3571. A special rate of \$199 per night is available for seminar attendees. All reservations must be guaranteed with a valid credit card and are subject to a 72 hour cancellation policy. Please mention that you are attending The Surety & Fidelity Association of America Seminar. **The deadline to make reservations at the special rate is May 5, 2009.**

PROGRAM SCHEDULE

Day 1 – May 27, 2009

8:30 a.m. to 9:00 a.m.

Registration and Continental Breakfast

9:00 a.m. to 9:15 a.m.

Welcome and Introduction

Module 1

9:15 a.m. to 10:15 a.m.

The U.S. Financial Crisis – A review and forecast

10:15 a.m. to 10:30 a.m.

Break

10:30 a.m. to 12:30 p.m.

Breakout Session – Case study (Utilizing sources of economic information to guide your underwriting)

Merritt Willits, Hanover Insurance Group

Helen Lally, Great American Insurance Company

12:30 pm to 1:30 pm

Lunch

Module 2

1:30 pm. to 2:30 p.m.

The U.S. Banking Industry – A review and forecast

Keith Leggett, American Bankers Association

2:30 p.m. to 3:15 p.m.

A Letter of Credit from a Failed Bank – A beneficiary's rights and protections

T. Scott Leo, Leo & Weber, P.C.

3:15 p.m. to 3:30 p.m.

Break

3:30 p.m. to 4:45 p.m.

Underwriter Panel Discussion:

- 1) Underwriting banks as bond principal
- 2) Collateral considerations
- 3) Sources of information regarding a bank's financial health

Merritt Willits, Hanover Insurance Group

Helen Lally, Great American Insurance Company

Scott Leone, Main Street America Group

6:00 p.m. to 7:30 p.m.

Reception

Day 2 – May 28, 2009

8:30 a.m. to 9:00 a.m.

Continental Breakfast

9:00 a.m. to 9:15 a.m.

Welcome and Introduction

Module 3

9:15 a.m. to 10:15 a.m.

The Effect of Case Law on a Bond's Terms & Conditions

Scott Sweeney, The Hustead Law Firm

10:15 a.m. to 10:35 a.m.

Break

10:35 a.m. to 11:45 a.m.

Breakout Session – Case study

Scott Leone, Main Street America Group

11:45 a.m. to 12:45 p.m.

Lunch

Module 4

12:45 p.m. to 2:15 p.m.

Surety Underwriting and Claims Handling with a

Principal in Bankruptcy - a detailed review of the surety underwriting and claims handling issues and procedures when the surety's principal goes into bankruptcy, including indemnity, post-petition renewal premiums, collateral, pre-petition and post-petition claims, the obligations of a post-petition debtor principal, post-petition bonding, canceling bonds and preferences when things go downhill

George Bachrach, Whiteford, Taylor & Preston LLC

2:15 p.m. to 2:30 p.m.

Break

2:30 p.m. to 3:30 p.m.

Breakout Session – Case study

Angela Lawrence, Penn National Insurance

Scott Leone, Main Street America Group

Alan Pavlic, Old Republic Surety

Chris Indelicato, Liberty Mutual Group

3:00 p.m.

Adjourn