The APIG National Conference and Gala Dinner provides an excellent forum for people involved in Professional Indemnity and Directors’ & Officers’ insurance to come together to exchange ideas and learn more about the current state of the industry from leaders in the field.

There has not been a better time to attend this conference. Are the financial markets settling down, what is really happening out there?

Hear about issues that directly affect your daily practices and help unravel some of the complexities that face professional lines practitioners. The conference will have a practical, technical focus and includes breakout sessions and innovative structured panel discussions including topics on:

- The Global Insurance Market - Current experiences and where is it headed?
- Contagion Exposure - The Asbestos for Financial Lines
- Underwriting Agencies - Why this growing and innovative segment is so important to the Australian Market
- Electronic Commerce Capabilities - Is the future for SME Insurance online?
- Cyber Crime Liability - Where are the greatest potential risks?
- The State of the Market - An APIG Tradition

This year we have a special feature sponsored by Clayton Consultants: No Kidnap & Ransom Insurance? How bad can it get?
With Nigel Brennan, freelance journalist held hostage in Somalia for 462 days, as seen on ABC’s “Australian Story” 2010.

Plus, a special D & O Fundamentals workshop stream for members less familiar with D & O Insurance.

The conference will be followed by the Gala Dinner overlooking Darling Harbour. This is an exceptional opportunity to catch up with other members and guests for an entertaining evening.

Keynote Presentation:
Duncan West, Chief Executive Officer, CGU

Panelists & Moderators include:
Tim Andrews, Finity Consulting
Kathy Awanis, Chartis
Bill Bestic, Clayton Consultants
Alan Bishop, EBM Insurance Brokers
Damien Coates, Underwriting Council of Australia
Leon d’Apice, EBIX
Chris Harnett, QBE
Adrian Humphreys, Lloyds
Glenn Lambert, Austbrokers Holdings Ltd
Steve Lardner, Aon Risk Services Australia
Bob Lee, Macquarie Underwriting
Andrew McKenzie, Aon Risk Services Australia
John Morgan, Allens Arthur Robinson
Nick Murphy, General Reinsurance Australia
Timothy Powell, Catlin
Edward Rawnsley, Vero
Andrew Strain, Zurich
Andrew Taylor, Chubb Insurance Company of Australia
Marcus Thomas, Liberty International Underwriters
Tracie Thompson, Chartis International
Bruce van der Graaf, Fraud Squad - State Crime Command

Gala Dinner - Featuring great fun, fare and entertainment.
President’s and Chairman’s Invitation

APIG takes an active role in the provision of education and networking opportunities for its members. Our State seminars have always been keenly supported as they provide quality speakers and address relevant issues at a reasonable cost.

This year is no exception. We are delighted to be staging our fourth National Conference and Gala Dinner. The program has been designed specifically to focus on practical issues that affect the day to day working environment of members. This year we have again been fortunate to have a renowned line-up of industry experts willing to share their experiences.

The format intends to provide for optimum participation from attendees and we hope that this will result in an effective educational experience. The breakout streams will provide for both the newer members of the industry (the D & O “Fundamentals” course), and our more experienced professionals. As such, we encourage delegates to consider the topics being dealt with and be prepared, if they so choose, to enter into discussions about these issues relating to the “State of the Market”.

Following the conference, we will be hosting our Gala Dinner at the magnificent Darling Harbour location, Dockside. Join us for what we know will be an excellent opportunity to catch up with other members and guests for an entertaining evening. We look forward to seeing you there.

Be Quick!

We have been overwhelmed with the response since our initial announcement so ensure your position is reserved and make sure you book early. Register now and secure your place or table and invite your guests early.

Please Note: Due to the popularity of this event and number restrictions, we can only accept dinner registrations from delegates and their guests. If you wish to join a waitlist please contact us directly.

Thank You to Our Sponsors

The cost of this conference to participants has been minimised by obtaining the support of sponsors. APIG expresses its sincere thanks to all those who will be contributing and at the time of publication include:

Gold sponsors:
- Liberty International Underwriters
- Vero Profin
- Wotton + Kearney Insurance Lawyers

Silver sponsors:
- Norton Rose
- Gilbert Connell
- Mallesons Stephen Jaques

Bronze Sponsors:
- DLA Phillips Fox

Session Sponsors:
- Clayton Consultants

Morning Tea sponsors:
- Kenny's

Afternoon Tea sponsors:
- Curwoods Lawyers

Getting to Dockside

Via Foot: Walk down Market Street past the Darling Park monorail station on your right. Go down the escalators onto the Pyrmont Pedestrian Bridge level and turn left.

Via Train: Alight at Town Hall Station, follow directions as above.

Via Car: Turn left into Murray Street at the Harbourside intersection of Harris Street (towards the Novotel). The Harbourside Car park is approximately 150 metres on the left hand side. Once parked, there is a walkway which will take you across to Darling Harbour (between the Sydney Convention Centre and the Harbourside Shopping Complex). Dockside is just opposite on the City side of Darling Harbour. Or alternately, Darling Park car park is located at 201 Sussex Street and is the closest car park.

PROGRAM

8.00am 9.00am Registration Opens Welcome Address - Robin Singh, National President, APIG

9.00am - 9.10am KEYNOTE ADDRESS The Global Insurance Market - Current experiences and where is it headed?

9.10am - 9.50am Session 1: Risk and how it affects the market. A panel discussion with industry experts.

10.10am - 10.50am Session 2: An overview of emerging risks and how they impact the market. A panel discussion with industry experts.

11.00am - 11.40am Session 3: The role of technology in risk management. A panel discussion with industry experts.

12.00pm - 2.00pm Lunch

2.30pm - 3.10pm Session 4: The impact of regulatory changes on the market. A panel discussion with industry experts.

3.30pm - 4.10pm Session 5: The importance of collaboration in risk management. A panel discussion with industry experts.

4.30pm - 5.10pm Session 6: The role of professional indemnity in risk management. A panel discussion with industry experts.

5.30pm - 6.30pm Gala Dinner
9.50am - 10.30am Contagion Exposure—the Asbestos for Financial Lines

Locally we saw a contagion event in its full glory with the Westpoint collapse and how that spread through financial planners PI, Westpoint themselves, lawyers, and even some construction/engineering risk weren’t immune. This turned out to be a small precursor for the Global Financial Crisis which brought home to many insurers, reinsurers, and brokers the real risk of contagion events in the Professional and Financial Lines and their affect on portfolio loss ratios, as globally Sub-Prime, Madoff, and general recessionary affects still wind their way through PI and D&O portfolios. In Australia we haven’t been immune to the GFC affects and have also added our own unique local conduit in margin lending.

How do we manage contagion exposure?
Are the affects of the GFC a thing of the past or just beginning from a Professional & Financial Lines portfolio perspective?
Where else can contagion appear?

This session will be facilitated by:
John Morgan, Partner, Allen Arthur Robinson
Panel Participants:
Nick Murphy, Treaty Manager, General Reinsurance Australia
Marcus Thomas, Regional Underwriting Manager SPC, Liberty International Underwriters
Tim Andrews, Principal, Finity Consulting

10.30am - 11am Morning Tea sponsored by: Kennedys

11am - 12pm Underwriting Agencies

Underwriting agencies represent the growing and innovative segment of the Australian insurance market. An expert panel representing underwriting agency distribution will provide an overview in this growing market. We have put together a panel representing three different distribution channels that will provide an overview, their opinion and insight on why this segment is important to the Australian Market.

Moderator: Bob Lee, Managing Director, Macquarie Underwriting
Panel Participants:
Damien Coates, Chairman, Underwriting Council of Australia
Adrian Humphreys, General Representative, Lloyd’s Australia
Chris Harnett, General Manager, Underwriting Agencies, QBE

12pm - 12.45pm No Kidnap & Ransom Insurance?
How bad can it get?

Australian freelance journalist Nigel Brennan was captured on his way to a refugee camp just outside the Somali capital, Mogadishu and held hostage for 462 days. To secure his eventual release his family sold houses and cars to raise the required money. His survival was miraculous, but the legacy is debt, family hardship and mental anguish.

With kidnap risks increasing for Australians working abroad in mining and exploration, economic projects, NGOs and of course journalism, Nigel’s experience is a stark warning of how difficult life can be with only limited access to the funds, expertise and resources needed in a hostage situation.

Kidnap & Ransom insurance cover is often sold as an extension to or as a companion policy alongside D&O and Crime policies. For many professional risks specialists it has been a sleeper issue. This session is a unique insight into how Kidnap & Ransom insurance works.

Nigel will discuss his experience in an interview with kidnap response consultant Bill Bestic of Clayton Consultants and together they will explore how things could have been very different if Nigel was insure.

This session will be facilitated by Tracie Thompson, Vice President, Worldwide Liabilities Group, Chartis International who will provide insight into Kidnap and Ransom insurance cover.

This session is brought to you by:
Clayton Consultants specialize in the prevention and resolution of kidnap-for-ransom and extortions, whose consultants are experts in the field of crisis resolution with decades of government, military, Foreign Service and private industry experience. Clayton Consultants have resolved more than 1,500 confirmed kidnap-for-ransom and extortion incidents worldwide.
APIG National Conference and Gala Dinner 2010

General Information
ACCREDITATION
7 QPIP/CPD/MCLE
Brokers may earn 7 QPIP points if they attend the conference. NSW & Victorian solicitors who find any of our program relevant to their immediate or long term needs in relation to their professional development and practice of law, may claim MCLE units for their participation in the courses. One unit can be claimed for each hour of attendance, excluding refreshment and lunch breaks. For NSW Bar Members, this conference has been accredited with 1CPD point per hour of attendance (excluding breaks) with a maximum of 6 points to be claimed.

SPONSORSHIP
A limited number of sponsorship opportunities exist. Please contact Rosie Traill for a comprehensive proposal. Sponsorship of such a dynamic event delivers many key benefits to raise your profile including:
- Access to highly targeted niche audience
- Enables profile building opportunities
- Gives direct access to decision-makers at executive levels through interaction with delegates and speakers
- Service existing and attract potential clients through showcasing
- Is a cost-effective way of advertising products/services
- Brand association and quality lead generation for your database
- Offers long-term exposure through documentation inserts and post-event marketing campaign
- Build relationships from face to face contact, facilitating in successful follow-up and marketing campaigns

For more details phone Rosie on 02 9449 8919.

ACCOMMODATION
Metro Apartments, 27-29 King Street, Sydney
Tel: 02 9290 9200
Rates from $175.00 for a one bedroom apartment

Four Points by Sheraton, 161 Sussex Street, Sydney
Tel: 02 9290 4000
Rates from $200 per room per night – city view

Medina Grand Harbourside, 55 Shelley Street, King Street Wharf, Sydney
Tel: 02 9249 7000
Rates from $170.00 per night for a studio queen


Please note rates are subject to availability and may not be available at time of booking. Alternatively please contact www.wotif.com.au

Privacy
This information is added to our delegate database to register you for this event and provide you with details of our upcoming conferences in your field. We may also from time to time share some of this information with event sponsors, exhibitors and speakers so they know who is in their audience and can deliver accordingly (subject to strict conditions). From time to time, we may contact you about other related events. If you DO NOT wish to receive this information or you do not wish to have your details made available to other organizations as above tick here [       ].

Disclaimer
The Organisers reserve the right to change some elements of the program at any time in the event of unforeseen circumstances. APIG and its agents accept no liability for any loss or damage suffered by any person as a result of any act or omission on the part of any other person however that loss or damage is caused including but not limited to negligence on the part of any other person. Information obtained at the event does not constitute legal advice and should not be relied upon as such.

Cancellation Policy
We will refund your registration in full, less $110 service charge (incl. gst) provided we receive cancellation in writing up to twenty working days prior to the event. A substitute is welcome at no extra charge. Regrettably, no refunds can be made less than twenty days prior to the event as all suppliers invoices are based on estimated numbers of attendees and are paid in advance.

Important Security Notice
We want to take good care of you, so for venue requirements, security and safety reasons, highly visible official name badges must be worn at all times by all attendees. If you wish to take advantage of limited substitution privileges you may nominate an additional person per registration only - no later than one week prior to the event. The substitute delegate must identify themselves at the registration desk with your name badge prior to entry and be issued with their official identification which has been prepared in advance. If you have any queries please contact us.

Organised on behalf of APIG by Rosie Traill:
For comments/suggestions please phone Rosie Traill on 02 9449 8919 or 0405 136 001. The contents of this conference program are the copyright of APIG®2010.

Conference Details
Date Monday 6th September 2010
Times 8.00am Registration Opens
9.00am Conference Begins
5.30pm Conference Closes
5.30pm Informal Drinks
7.00pm Gala Dinner (for 7.30pm)

Venue Dockside, Cockle Bay, Sydney
Note Dinner is not included in the cost of the conference.
Cost APIG is now registered for GST, prices inclusive:
Early Bird closes Friday 27th August.
Early Bird APIG members (conf only) $336.36 + $33.64GST total $370.00
Early Bird non-members (conf only) $500.00 + $50.00GST total $550.00
Standard APIG members (conf only) $418.18 + $41.82GST total $460.00
Standard non-members (conf only) $545.45 + $54.55GST total $600.00
Dinner APIG members $168.18 + $16.82GST total $185.00
Dinner non-members $177.27 + $17.73GST total $195.00
Dinner table of 10* $1681.82 +$168.18GST total $1850.00

- Tables of 10 - please attach name and company details for guests (Tables of 12 available on application)

**Membership to APIG is available from $55.00 at www.apig.com.au

How to Register
Please fill in the form below and post to - Rosie Traill: Traill & Associates, 88 Lymbara Avenue, St Ives 2075 or Fax to 02 9440 9920. Cheques payable to: Australian Professional Indemnity Group Inc.

Registration Form
[ ] Member [ ] Non-Member
Please tick your preferred choice: [ ] Stream 1 [ ] Stream 2
Title First Name Surname
Position
Organisation
Address
Phone Fax
Email
Payment Method: [ ] Cheque [ ] AMEX
Credit Card Type: [ ] Visa [ ] MasterCard
Credit Card # Expiry Date /
Cardholder Name
Cardholder Signature
Total Amount: 

Note: all credit card payments will appear as “Traill & Associates” on bank statements.

Enquiries - Rosie Traill, APIG National Conference Organiser
Phone: 02 9449 8919 or 0405 136 001
Email: rtrail@traillassociates.com.au
APIG: www.apig.com.au

APIG ABN 39 923659503