

SELF-INSURANCE INSTITUTE OF AMERICA, INC.
INTERNATIONAL CONFERENCE

June 10-12, 2013 • Newport Beach, California • Newport Beach Marriott Hotel & Spa



Beyond Emerging:
Innovations in Self-Insurance
Around the Pacific Rim



WWW.SIIA.ORG • 800.851.7789



ABOUT THE CONFERENCE

WELCOME MESSAGE

As the Chairman of the SIIA International Committee, it is my pleasure to invite you to attend the 2013 SIIA International Conference in Newport Beach, California. At this annual gathering we gather together the industry's top experts in the international arena to share their knowledge on helping companies with international management risk needs and the solutions available. We will have conference speakers and attendees from around the world share their expertise and best practices of the self-insurance/alternative risk transfer marketplace.

This year the conference theme is "Beyond Emerging: Innovations in Self-Insurance Around the Pacific Rim". The "Pacific Rim" refers to countries bordering both sides of the Pacific, including countries throughout Asia, South and Central America, and the U.S. Many of these countries have increased global significance and are experiencing unprecedented growth in trade, finance, energy, migration, and several other key industry markets. At this conference we will provide a deeper look into several countries that have led the way with innovative self-insurance solutions, including Japan, Chile, Mexico, U.S., China, and several other Asia countries. This 3-day conference is an excellent opportunity for you to meet and learn from the industry leading speakers and to network with attendees from companies located throughout the world.

I encourage you to join us at the conference being held this year at the Newport Beach Marriott Hotel & Spa in Southern California, a relaxing costal setting offering a blend of culture, cuisine, arts along with excellent shopping opportunities. I look forward to personally welcoming you and spending time with each of you there!

Greg Arms
Chair, International Committee

Clearly one of the most significant business trends over the past several years has been an increased focus on globalization. And as this trend has taken hold, self-insurance/alternative risk transfer solutions are being developed to respond to the specific needs of companies whose operations reach beyond specific geographic borders. Come join SIIA in California where several of the industry's top experts share their knowledge on helping companies with international risk management needs understand the self-insurance solutions available to them. This event will also provide unique networking opportunities for companies interested in establishing strategic partnerships with global reach.

SPONSORSHIP OPPORTUNITIES

This conference offers a wide range of sponsorship packages designed to fit any budget. Becoming a sponsor is a cost-effective and targeted tool that can help your company accomplish its marketing and sales goals and position you as an industry leader to attendees. Information on sponsorship opportunities can be accessed online at www.sii.org/international.

ATTIRE

Dress for this year's conference is business casual.

ABOUT SIIA

The Self-Insurance Institute of America, Inc. is a non-profit trade association that represents companies involved in the self-insurance/alternative risk transfer marketplace. Additional information about the association can be accessed online at www.sii.org.

SPECIAL SERVICES

If you require special accommodations to fully participate, please attach a written description of your needs to your registration.



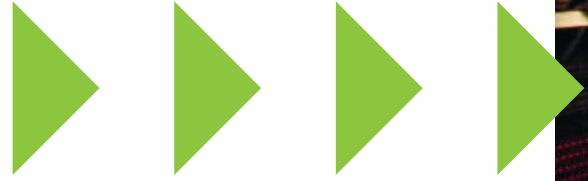
HOTEL ACCOMMODATIONS

Newport Beach Marriott Hotel & Spa

900 Newport Center Dr.
Newport Beach, CA 92660
(866) 440-3375

Discover unparalleled beauty and relaxing luxury at the Marriott Newport Beach Hotel and Spa. Retreat to elegant accommodations and enjoy sweeping Pacific views, vibrant decor and plush furnishings. After a day in meetings or sightseeing, you can escape to the tranquility of Pure Blu, the all-new spa, which soothes the soul with innovative therapies, a saltwater lap pool, private cabanas, and a state-of-the-art fitness center. Nearby, you'll find championship golf, colorful attractions, and world-class shopping. Indulge in the classic SoCal lifestyle at this one-of-a-kind hotel in Newport Beach.

The SIIA group rate is \$159.00 per night + tax and resort fee for single/double occupancy. Please make your reservations early as the SIIA group rate ends May 20, 2013. Hotel reservations should be made directly with the hotel by calling (866) 440-3375.





SCHEDULE at a Glance

MONDAY, JUNE 10, 2013

Monday, June 10, 2013

- 4:00 p.m. – 5:00 p.m. Educational Session
- 5:00 p.m. – 6:30 p.m. Welcome Reception



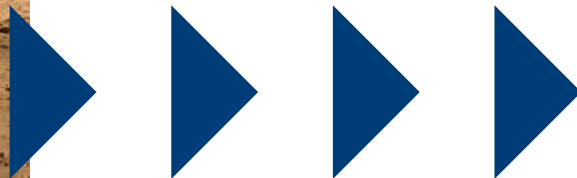
TUESDAY, JUNE 11, 2013

- 8:00 a.m. – 8:30 a.m. Networking Breakfast
- 8:30 a.m. – 9:00 a.m. Welcome Remarks
- 9:00 a.m. – 11:00 a.m. Educational Sessions
- 11:00 a.m. – 11:15 a.m. Networking Break
- 11:15 a.m. – 12:00 p.m. Educational Sessions
- 12:00 p.m. – 1:00 p.m. Hosted Luncheon
- 1:15 p.m. – 2:15 p.m. Educational Sessions
- 2:15 p.m. – 2:30 p.m. Networking Break
- 2:30 p.m. – 3:30 p.m. Educational Sessions
- 3:30 p.m. – 3:45 p.m. Networking Break
- 3:45 p.m. – 5:00 p.m. Educational Sessions
- 5:00 p.m. – 6:30 p.m. Networking Reception



WEDNESDAY, JUNE 12, 2013

- 8:00 a.m. – 8:30 a.m. Networking Breakfast
- 8:30 a.m. – 10:30 a.m. Educational Sessions
- 10:30 a.m. Conference Concludes



SESSIONS

MONDAY, JUNE 10, 2013

4:00 p.m. to 5:00 p.m.

Health Management Options for Employers in Japan's Universal Healthcare Model

While Japan's Universal Healthcare System dictates design of the medical plan, there are still options for employers. This session will focus on various Health Insurance Association opportunities that employers can consider to meet the universal healthcare system requirements. It will also cover government regulations designed to address health risks for its citizens that are the responsibility of the Health Insurance Association. We will share an example of employers taking a stronger role in health management to augment their responsibility to provide health insurance to their employees while better managing the cost of their care.

SPEAKER K. Andrew Crighton, MD
Chief Medical Officer
Prudential Financial

5:00 p.m. to 6:30 p.m.

Welcome Reception

TUESDAY, JUNE 11, 2013

8:00 am to 8:30 am

Networking Breakfast

8:30 am to 9:00 am

Welcome Remarks

SPEAKER Greg Arms
Chairman, International Committee
Self-Insurance Institute of America, Inc.

9:00 am to 10:00 am

U.S. Health Care Reform - What's Next and What Does it Mean?

As major reforms to the United States' health care system continue to be implemented, employers and their business partners are being forced to adapt. This session will provide an overview of major reform developments, preview what's next and explain what it means for those with a vested interest in the future of health care delivery and financing in the U.S.

SPEAKER Mike Ferguson
Chief Operating Officer
Self-Insurance Institute of America, Inc.

10:00 am to 11:00 am

Employee Benefits and Risk Management in Chile

This session provides an overview of employee benefits in Chile, a Latin American country which began health care reform in the 1980s. Chile has been a leading light in the development of social policy since the mid 1970s, moving the role of the State in pension and healthcare provision to a more subsidiary role; leaving the private sector to offer services and risk management to the contribution working population; and focusing its attention and resources on those who are unable to contribute on a regular basis.

SPEAKER Jonathan Callund
Managing Director
Callund y Compania, Ltd.

11:00 am to 11:15 am

Networking Break

11:15 am to 12:00 pm

Growing Demand for Dental Treatment and Insurance - Developments in Asia and Latin America

As more people around the world rise into the middle class, there is greater demand for better health treatment. Naturally healthcare is the most obvious service sought. But Dental care, and the associated need for dental insurance plans, is quickly rising on the list of services most desired. Once considered a luxury for the affluent, dental is becoming a routine part of health care planning. Our speakers discuss the rising demand, and highlight recent new dental products launched in Korea and China. Additionally, Dental Tourism to Latin American countries such as Costa Rica and Panama will be covered. You will leave knowing more about affordable, valuable, profitable dental solutions

SPEAKERS Jiong Du
Chief Actuary
Chubb Accident & Health, Asia Pacific

Donald R. Lawrenz
President
Best Re, Inc.

12:00 p.m. to 1:00 p.m.

Hosted Luncheon





SESSIONS Continued

1:15 p.m. to 2:15 p.m.

Self-Insured and Global Workers' Compensation Benefits in Mexico

This session will give a brief understanding of how the healthcare is structured in Mexico, specifically we will explore the most important health government programs and we will give a national outlook of the new government initiatives in terms of health and social security. Additionally, we will show a comparative analysis of the government benefits versus the benefits given by a leading Mexican company to their workers through the implementation of self-funded programs, with a special emphasis on the health coverage.

SPEAKERS Noé Calvo Morales
Human Resources Director
Cooperativa La Cruz Azul, S.C.L.

Apolinar Ortiz Hernández
Workers' Compensation & Benefits Manager
Cooperativa La Cruz Azul, S.C.L.

Gilberto Oscoy
Corporate Manager of Claims Management
Cooperativa La Cruz Azul, S.C.L.

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

Networking Break

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

Trends and Opportunities in Personal Lines of Insurance: Latin America and Caribbean

This session will explore emerging trends in the Latin America and Caribbean markets, opportunities to structure insurance and non-insurance products to meet the changing needs of these individual populations as well as the corporate employee benefits needs and challenges in the region.

SPEAKER Robb A. Suchecki
VP, International Group Insurance
Pan-American Life Insurance Group

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

Networking Break

3:45 p.m. to 4:15 p.m.

Health Care Distribution, Longevity, and Its Wellness Initiatives in Japan

This session will review the Health Care distribution in Japan and its association of how Japan has become the leading global longevity country. However, in recent years Japan has struggled to finance the universal coverages as well as corporate coverages. With the increase in healthcare expenditure, Japan has taken initiatives towards wellness. You will hear how the Japanese Universal Healthcare has helped manage the leading longevity as well as wellness initiatives to curb their healthcare costs.

SPEAKER Mario Fukuda
Principal
Mercer - Asia Client Services

4:15 p.m. to 5:00 p.m.

2011 - The Year of the Cat; A Retrospective Look at How Catastrophic Events Impacted the Reinsurance Market

2011 was an eventful year with elevated catastrophe loss activity, volatile stock market conditions, record low investment yields, a downgrade of U.S. debt and the European sovereign debt crisis. These events tested coverage definitions, deductibles, policyholder co-participations and government/private insurer partnerships. This session will explore the impact of these events on the reinsurance marketplace including losses sustained, available capacity, terms and conditions and contractual language.

SPEAKERS Kimiko Jarrett
Director, AHL Catastrophe Modeling
Aon Benfield

Patrick Malloy
Managing Director, AHL Reinsurance
Aon Benfield

Ellsworth P. Whiteman
Executive Managing Director,
AHL Reinsurance
Aon Benfield

5:00 p.m. to 6:30 p.m.

Networking Reception

WEDNESDAY, JUNE 12, 2013

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

Networking Breakfast

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

Employee Benefits and Self-Insurance Trends for Asia-based Employers

This session will begin by providing an overview of relevant Asian cultural norms that affect employee benefits offerings and compare the cost of health care in Asia with other major regions. The session's speaker will share unique expertise on the early self-insurance trends, including local experience rating, pooling and captives.

SPEAKER Jim Peiffer
Sr Vice President, Global Employee Benefits
MetLife Global Employee Benefits

9:30 a.m. to 10:30 a.m.

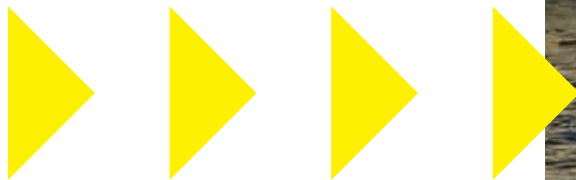
The Chinese Approach to Health Care Reform

A leading expert will present an overview of China's healthcare reform approach in the twelfth "five-year plan" period (2011-2015). He will outline major legislative and policy initiatives, highlighting areas where private participation is being explicitly encouraged by the authorities. He will also provide an assessment of China's evolving payer system landscape, with a focus on the development of commercial health insurance and opportunities for foreign participation.

SPEAKER Hanson Li
Co-Founder and Managing Director
Huatone Sage strategic Solutions, Inc.
and
Secretary General
China Commercial Health Insurance Forum

10:30 a.m.

Conference Concludes



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SPONSORSHIP & ADVERTISING INFORMATION

ALL Sponsors will receive the following benefits:

- Promotional materials displayed on the Sponsor Table located near Registration
- Company listing including 50-word description of products and services in the Official Conference Program
- Sponsors of \$1,000 or more will receive full conference registrations at \$425
- Sponsor ribbon for company attendees
- Opportunity to participate in pre and/or post conference mailing to attendees for \$125 plus postage costs

Note: Due to confidentiality reasons, SIIA does not provide attendees' full contact information.

WELCOME RECEPTION (MONDAY) \$2,000

- One complimentary exhibit space in the conference area
- One complimentary full conference registration
- Signage at the event
- Full page b&w ad to run in the Official Conference Program distributed to all attendees upon registration check-in
- For added exposure, send us cups and napkins emblazoned with your company logo for use during the reception

EVENING RECEPTION (TUESDAY) \$2,000

- One complimentary exhibit space in the conference area
- One complimentary full conference registration
- Signage at the event
- Full page b&w ad to run in the Official Conference Program distributed to all attendees upon registration check-in
- For added exposure, send us cups and napkins emblazoned with your company logo for use during the reception

CONFERENCE NOTEPADS \$1,500

- Company logo on the notepads placed at every seat for each of the educational sessions throughout the conference
- Full page b&w ad to run in the Official Conference Program distributed to all attendees upon registration check-in

OFFICIAL CONFERENCE PROGRAM \$1,250

- Company logo printed on the cover of the Official Conference Program which is distributed to all attendees upon registration check-in

REGISTRATION SPONSOR \$1,000

- Company logo on the online registration page
- Company logo on the registration confirmation page displayed when attendee registers via online form
- Company logo on the confirmation email sent to all attendees after registration is complete
- Full page b&w ad to run in the Official Conference Program distributed to all attendees upon registration check-in

LANYARDS (provided by sponsor) \$1,000

- Company name and logo prominently displayed on official conference lanyards worn by attendees (Sponsor is responsible for all production costs in addition to the sponsorship fee.)
- Full page b&w ad to run in the Official Conference Program distributed to all attendees upon registration check-in



COMMUNICATION SPONSOR **\$1,000**

- Company logo with link on all blast emails promoting the conference
- Half page b&w ad to run in the Official Conference Program distributed to all attendees upon registration check-in

ATTENDEE LIST SPONSOR **\$1,000**

- Company logo printed on the cover page of the attendee list
- Half page b&w ad to run in the Official Conference Program distributed to all attendees upon registration check-in

DIRECTIONAL SIGNAGE **\$750**

- Company logo printed on all conference directional signage

REGISTRATION DESK SPONSOR **\$750**

- Company logo printed on signage at the registration desk

CONTINENTAL BREAKFAST (TUESDAY or WEDNESDAY) **\$500 EA**

- Signage at the sponsored breakfast
- For added exposure, send us cups and napkins emblazoned with your company logo for use during the breakfast

REFRESHMENT BREAK (TUES-AM or TUES-PM) **\$500 EA**

- Signage at the sponsored break
- For added exposure, send us cups and napkins emblazoned with your company logo for use during the break

PRE/POST CONFERENCE MAILINGS **\$500 + FEES**

- Put your company on the forefront of the attendees' minds by reaching them before the conference begins
- Keep your company on their minds by reaching them even after the conference concludes

ADVERTISING OPPORTUNITIES:

- Outside Back Cover (live area 8.5" x 11", full color) \$650
- Inside Front Cover (live area 8.5" x 11", full color) \$550
- Inside Back Cover (live area 8.5" x 11", full color) \$450

**Artwork is due May 3, 2013 and should be e-mailed to jmiller@siia.org in high-resolution PDF format.
Premium placement ads can be in full-color, full-bleed.**

2013 SPONSORSHIP & ADVERTISING REGISTRATION

Company _____
 Contact _____
 Address _____
 City, State, Zip _____
 Telephone _____ Fax _____
 Email _____ Website _____

Please Reserve

SPONSORSHIP OPPORTUNITIES

- Welcome Reception (Monday) \$2,000
- Evening Reception (Tuesday) \$2,000
- Conference Notepads \$1,500
- Official Conference Program Logo \$1,250
- Registration Sponsor \$1,000
- Lanyards (sponsor to provide lanyards) \$1,000
- Communication Sponsor \$1,000
- Attendee List \$1,000
- Directional Signage \$750
- Registration Desk Sponsor \$750
- Continental Breakfast Tuesday \$500
- Continental Breakfast Wednesday \$500
- Refreshment Break Tuesday Morning \$500
- Refreshment Break Tuesday Afternoon \$500
- Pre or Post Conference Mailings (circle one) \$500 + fees

ADVERTISING OPPORTUNITIES

- Outside Back Cover \$650
- Inside Front Cover \$550
- Inside Back Cover \$450

PAYMENT INFORMATION

Total Amount Due: \$ _____ Enclosed is my check made payable to SIIA in US Funds.
 Please charge: MC Visa American Express Discover
 Credit Card Number _____
 Exp Date: _____ Val. Code _____ (last 3 digits on card back; Amex 4 digits on front)
 Cardholder's Name _____
 Billing Address _____
 City, State, Zip _____
 Signature _____

Note: Sponsorship and advertising reservations are made on a first-come, first-served basis based on the date your reservation form is received. Reservation Forms will not be processed unless accompanied by payment in full.

Cancellations: All sponsorship and advertising fees are non-refundable.

Please return completed form with payment to:

SIIA • P.O. Box 1237 • Simpsonville, SC 29681 • Phone 800.851.7789 • Fax 864.962.2483

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To register, please type or print all information requested below. For multiple registrations, please photocopy this form. A separate form must be completed for each conference registrant.

Name _____

First Name for Badge _____

Title _____

Company _____

Address _____

City, State, Zip _____

Telephone _____ Fax _____

Email _____ Website _____

Conference Fees	Early Bird (Received by 3/22/13)	Regular (Received 3/22/13 - 6/9/13)	Onsite (Received after 6/9/13)
Member	\$675	\$795	\$875
Add'l Registrant -Same Member Organization	\$495	\$575	\$695
Non-Member	\$895	\$1095	\$1195
Government Rate	\$625	\$625	\$625

HOTEL RESERVATIONS

Hotel reservations must be made directly with the hotel.

Newport Beach Marriott Hotel & Spa
900 Newport Center Dr.
Newport Beach, CA 92660
(866) 440-3375

The SIIA group rate is \$159.00 plus taxes and resort fees for single/double occupancy.

Early reservations are strongly advised. The room block for the special group rate ends **May 20, 2013**. Reservations made after **May 20, 2013** will be made on space and rate availability basis only.

CANCELLATION POLICY

Written Cancellation received on or before **May 3, 2013**, will receive a refund of 50% of the registration fee. Due to hotel and staffing commitments, all registrations and cancellations received after **May 3, 2013**, and all no-shows are not eligible for a refund. However, substitutions are permitted in advance and on-site.

PAYMENT INFORMATION

Total Amount Due: \$ _____

Enclosed is my check made payable to SIIA in US Funds.

Please charge: MC Visa AMEX Discover

Card No. _____

Card in the Name of _____

Billing Address _____

City, State, Zip _____

VAL Code _____

(MC, Visa, Discover—last 3 digits on card back; AMEX—4 digits on card front)

Exp. Date _____

Signature _____

FOUR EASY WAYS TO REGISTER | **MAIL:** SIIA • PO Box 1237 • Simpsonville, SC 29681 **FAX:** (864) 962-2483
PHONE: (800) 851-7789 or (864) 962-2208 **ON-LINE:** www.sii.org



P.O. Box 1237
Simpsonville, SC 29681
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