February 28 - March 1, 2024 Underwriting Symposium

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Agenda

Wednesday, February 28 3:00 pm – 5:30 pm

Registration – Plaza Registration Desk

6:30 pm – 7:30 pm Welcome Reception – Highball and Harvest

7:30 pm – 9:30 pm Welcome Dinner – Highball and Harvest

Thursday, February 29 7:00 am – 8:00 am Breakfast – Plaza Ballroom Salon 1

8:00 am – 8:15 am Welcome – Plaza Ballroom Salon 2-3

Kevin Oldani Senior Vice President & Chief Underwriter

8:15 am – 9:00 am A Review of Alcohol and Substance Use in the Life Insurance Setting.

Nico van Zyl, MBBCh, MSc Vice President and Chief Medical Director

From risky use to use disorder this presentation will examine various classes of drugs including alcohol, opioids, and stimulants.

9:00 am – 9:50 am Al Regulation and Risk Management Strategies

Scott Kosnoff Partner Faegre Drinker Biddle & Reath LLP This session will include updates on key regulatory and legislative developments impacting the insurance industry and other sectors. Scott will survey a host of federal initiatives, the game-changing NAIC model bulletin and the latest news from Colorado. He will also discuss the strategies life insurers should employ to mitigate their exposure to regulatory, litigation and reputational risk.

9:50 am – 10:00 am Break

10:00 am – 10:45 am Cognitive Screening in the Underwriting Process

Shawn Lemerise Chief Science Officer Neurotrack

This session will review Neurotrack and Hannover Re's partnership study to identify Dementia.

10:45 am – 11:00 am Closing Comments

Kevin Oldani Senior Vice President & Chief Underwriter

11:00 am Lunch – Plaza Ballroom Salon 1

12:00 pm Golf Tee Times Begin - The Ritz-Carlton Golf Club

12:30 pm Depart for the Universal Theme Parks Experience

6:30 pm – 7:30 pm Reception - Da Vinci Lawn and Terrace 7:30 pm – 10:00 pm Dinner – Da Vinci Lawn and Terrace

Friday, March 1

7:00 am – 8:00 am Breakfast – Plaza Ballroom Salon 1

8:00 am - 8:15 am Welcome - Plaza Ballroom Salon 2-3

Kevin Oldani Senior Vice President & Chief Underwriter

8:15 am – 9:30 am Open Forum: Winds of Change

Jeremy Vest, FALU, FLMI, MBA Vice President, Underwriting

Leaders must adapt to changing trends, regulations, and philosophies in underwriting. How are we adjusting the sails? This session is your opportunity to ask questions and collaborate with your peers.

9:30 am – 9:45 am Break

9:45 am – 10:30 am Risk Selection in Automated Underwriting

Dan Bouchard, FSA, CERA Assistant Vice President, Actuary – Data & Analytics

Highlighting best practices, tips, tricks and lessons learned from selecting risk with automation.

10:30 am – 11:00 am Ascent – It's All That!

Jodi McDonald, FALU, FLMI Vice President, Facultative Underwriting An overview of new hr | Ascent conditions and updates to existing conditions, including multiple cancer updates, calculator enhancements, marijuana/vaping updates, and much more!

11:00 am – 11:15 am Final Remarks

Kevin Oldani Senior Vice President & Chief Underwriter

11:15 am Lunch – Plaza Ballroom Salon 1

12:30 pm Program Concludes

Optional Activities

Golf

The Ritz-Carlton Golf Club[®], Orlando, Grande Lakes 12:00 pm Tee Times Begin

In designing The Ritz-Carlton Golf Club, Orlando, Grande Lakes, two-time British Open Champion Greg Norman and his team put special emphasis on preserving the area's wellbalanced ecosystem, thriving with ponds, wetlands, live oaks, and cypress heads. The result is a breathtakingly beautiful course enhanced by rare natural elements. Wide fairways, strategically placed hazards, generous landing areas, and subtly contoured greens provide a challenging but fair test of a golfer's abilities.

Universal Theme Parks Experience 12:30 pm Hotel Departure

Take an unforgettable journey as the world's most cuttingedge rides, shows and interactive attractions bring your favorite stories, myths, cartoons, comic books and children's tales to life. There are 31 rides and attractions between its two theme parks, including Harry Potter-themed rides, thrilling coasters and drops, and immersive rides with state-of-the-art features. There are even some slow-paced and nostalgic rides to choose from. Your entrance ticket will include access to both Universal Studios and Islands of Adventure Park along with the Universal Express Pass allowing you to skip the regular lines at most of your favorite rides and attractions.

(Participating rides and attractions subject to change without notice.)

Guest Speakers



Scott M. Kosnoff Partner Faegre Drinker Biddle & Reath LLP

Trusted by industry and regulators alike, Scott helps insurance clients capitalize on opportunities and address regulatory and legal issues related to artificial intelligence, big data and algorithms.

- Scott helps clients stay on top of the emerging standards and regulations that will govern Al. There's a lot going on, at every level.
- Scott helps clients implement a risk management framework and minimize their risk of regulatory, litigation and reputational exposure. Effective risk management calls for a holistic, multi-disciplinary approach throughout the Al life cycle.
- Working with the firm's data consulting subsidiary, Scott uses his first-hand knowledge of evolving regulatory standards to help insurers assess their algorithms for unintended discrimination. It's important, cutting-edge work.
- At the request of the NAIC, Scott has briefed the nation's top insurance regulators regarding AI on multiple occasions, including in closed-door sessions. Most recently, he has briefed insurance regulators on how insurers can employ AI risk management and governance to mitigate their regulatory, litigation and reputation risk.



Shawn Lemerise Chief Growth Officer Neurotrack Technologies, Inc.

Shawn Lemerise is the Chief Growth Officer of Neurotrack. Shawn brings over 20 years of experience working across operations, along with a track record for driving early commercialization strategy, has allowed Shawn to build and lead successful go-to-market teams across the acute, payer and non-acute care settings. Shawn has spent much of his career working within some of the country's leading health systems, has deep knowledge on how best to deploy change management in a healthcare setting and appreciates what it takes to improve clinical, operational and financial outcomes. Shawn developed his foundation as an Analyst within Huron Consulting Group's healthcare practice where he managed performance improvement and cost reduction initiatives for its clientbase. He later built on that experience when he was asked to build out and manage an onsite team of consultants for one of the largest health systems in New York, working for Vizient, the country's largest Group Purchasing Organization. It is here where Shawn built on his healthcare foundation and developed a passion around the selling and delivery of consulting engagements and SaaS solutions across the system. A passion for learning how technology can play a role in accelerating our country's shift toward value based care, led Shawn to CipherHealth, a digital patient engagement company, where he was part of the founding leadership team. He played a critical role in developing their early sales process and cultivating the company's relationship with service line leaders and C-suite execs at many large health systems. After helping to establish a strong footprint in acute health systems, Shawn was then tapped to establish and oversee CipherHealth's non-acute sales strategy, and most recently led all post-sale functions, including Customer Success, Implementation, Operations, Technical Support, Enablement, Analytics, Corporate Development, Strategy and Clinical Services. Shawn holds a B.A. in Economics from Wesleyan University in Middletown, Connecticut, and an M.B.A. in Management Systems from Fordham University. Shawn currently lives in Westchester County, New York, where he lives with his wife Reka and his two children: Kiran and Karthik. He loves to play tennis and enjoys coaching youth sports in his community.

the healthcare industry. A deep understanding of provider