



2015 CLM Annual Conference
Palm Desert

REINSURANCE FUNDAMENTALS

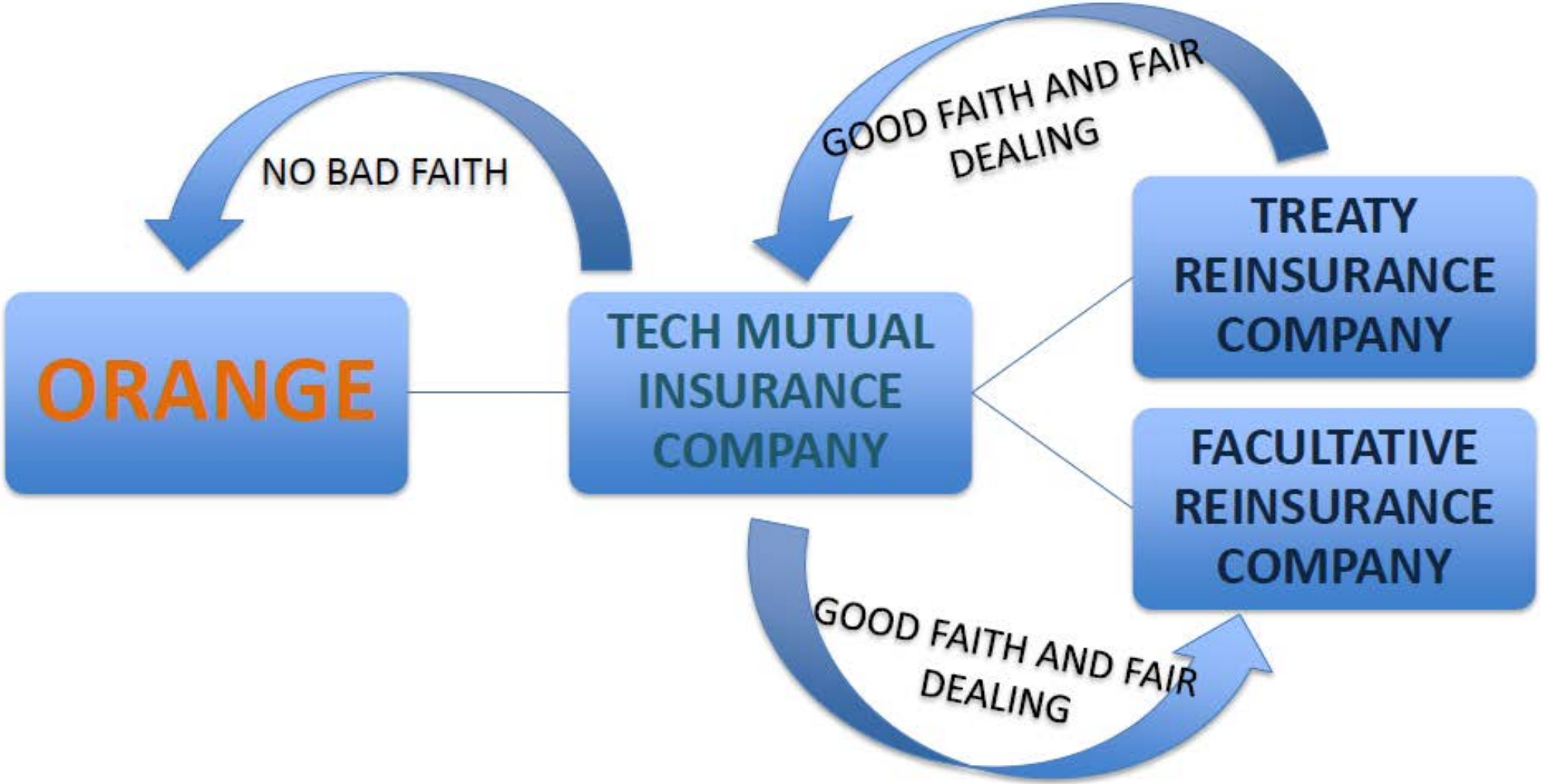
Presenters: *Ann Field, Zurich North America*
 Lawrence Greengrass, Mound Cotton Wollan & Greengrass
 Susan Grondine-Dauwer, SEG-D Consulting, LLC
 Norma Newell, FM Global
 Scott Seaman, Meckler Bulger Tilson Marick & Pearson

Any statements made in the course of this presentation by the speakers are for educational purposes only and do not necessarily represent the opinions or positions of the companies and firms they work for and/or represent. Thank you.

REINSURANCE FUNDAMENTALS

- Insurance for Insurance Companies
- Utmost Good Faith
- Group Of Risks Vs. Individual Assureds
 - Treaty Vs. Facultative
 - Pro Rata Vs. Xol
- Follow the Settlements And Follow The Fortunes

REINSURANCE FUNDAMENTALS



REINSURANCE FUNDAMENTALS

PRESENTATION OF FACT PATTERN SUMMARY

REINSURANCE FUNDAMENTALS

- Underlying Claims Settlements
- Insurance Coverage Settlement Terms
- Reinsurance Presentations

REINSURANCE FUNDAMENTALS

**CEDING TO FACULTATIVE
REINSURER**

**CEDING TO TREATY
REINSURERS**

REINSURANCE FUNDAMENTALS

FACULTATIVE BILLING

REINSURANCE FUNDAMENTALS

TREATY BILLING

REINSURANCE FUNDAMENTALS

MEETING WITH FACULTATIVE REINSURER

REINSURANCE FUNDAMENTALS

MEETING WITH TREATY REINSURER

REINSURANCE FUNDAMENTALS

**CEDING COMPANY REPLY
TO FACULTATIVE REINSURER**

**CEDING COMPANY REPLY
TO TREATY REINSURERS**

REINSURANCE FUNDAMENTALS

POTENTIAL ISSUES:

Rescission

Late Notice

Follow the Settlements

Follow the Fortunes

Access to Records

Allocation

Handling of Defense Costs

ECO/ XPL

Punitive Damages and Bad Faith

REINSURANCE FUNDAMENTALS

THE ARBITRATION PROCESS

BINDING CONTRACTS

CONFIDENTIALITY

FEDERAL ARBITRATION ACT

STATE ARBITRATION ACTS

AWARDS

FINALITY

CHALLENGES

RECENT TRENDS AND HOT TOPICS