



# PROFESSIONAL EXCHANGE OF RISK KNOWLEDGE PERK

## 2018 PERK Request Form

*Please provide at least four weeks' advance notice for session requests.*

*Please review the list of sessions below and select a PERK session. Sessions are alphabetized by partner. Send completed request form to [PERK@rims.org](mailto:PERK@rims.org) or by fax at 212-655-7422.*

*Submit one form per session request.*

**Chapter:**

**Contact Name:**

**Meeting City and Venue:**

**Email:**

**Phone Number:**

**Program Request Date:**

**Time:**

**Session Title:**

**PERK Partner:**

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*Cancellation Policy: Scheduled PERK sessions must be cancelled more than two weeks (10 business days) in advance of the presentation date. After that deadline, chapters will be responsible for covering any non-refundable travel expenses incurred by the PERK Partners.*

**2018 PERK Sessions:****1. NEW! Swipe Right on Insurance: Risks and Coverage Implications for Mobile Apps and Social Media Platforms (Presented by Anderson Kill)**

Consumers—and therefore businesses—rely on mobile apps to perform an ever-widening range of functions. As with any new technology, there are risks involved. Often, mobile app users input highly sensitive data, including financial and health details. Mobile app use has accordingly triggered new waves of regulatory actions and civil litigation. The FDA has provided examples of how its authority may apply to mobile medical apps, while the FTC and other regulators have brought app-related enforcement actions based on alleged violations of privacy. Mobile app users have brought their own suits. This session will cover risks associated with the use of mobile apps and social media, including types of insurance that may respond to these risks. We will address: (1) risks for businesses that conduct financial transactions and/or interact with customers via these platforms; (2) potential coverage under traditional commercial and cyber policies; (3) what can be learned from past coverage disputes over web-based businesses; and (4) whether policyholders need to consider new insurance options tailored to liabilities arising from their use of mobile apps and social media.

**2. Emerging Legal Issues in Risk Management (Presented by Anderson Kill)**

This program will address important issues of law and practice concerning property and liability insurance coverage claims. The emphasis will be upon emerging issues, including (1) the possible forfeiture of coverage under directors and officers and professional liability policies based upon a company's handling and settlement of lawsuits, (2) legal issues concerning anti-concurrent causation clauses which drastically reduce coverage for property and business interruption claims, and (3) developments in the law of coverage for product liability claims. The presentation will also discuss the importance of choice-of-laws and forum selection in coverage disputes, and provide practice tips on the role of counsel in guiding coverage claims to successful resolution.

**3. NEW! The Art and Science of Settling an Insurance Claim (Presented by Anderson Kill)**

Litigation should be a last resort in the quest to resolve large insurance claims. Insurance recovery litigation is not only costly and disruptive but often extraordinarily time-consuming. On the other hand, the business pressures to settle should not lead policyholders to unduly "discount" claims, particularly complex, multi-party claims. A well-reasoned strategy can be the best way to resolve these disputes quickly, inexpensively, and on terms favorable to policyholders. In this session, real-world examples will illustrate the insurance claim settlement dynamic and show how to maximize value in claims settlements.

**4. Managing “Hot-Potato” Claims: Best Practices to Anticipate and Avoid Finger-Pointing When Coverage May Apply Under Multiple Policies (Presented by Aon Global Risk Consultants)**

Whenever a loss occurs, the last thing risk managers and their claims teams need is anything that delays their recovery. Unfortunately, all too often overlapping first-party coverages cause different insurance company adjusters to point fingers at each other over which one bears

responsibility for the claim. These scenarios can play out in a variety of losses, including those involving such policies as: property vs. terrorism; crime vs. cyber; property vs. cyber; builders' risk vs. property; property vs. boiler & machinery; property vs. stock through put, and product recall vs. general liability, among others. In this session, an Aon claims specialist will discuss several different loss scenarios where insurer vs. insurer coverage disputes caused significant delays in recovery. It pinpoints the reasons why each problem arose, including vague wording in both policies that led to the dispute. We will also discuss measures to take in advance to avoid these outcomes, as well as the role risk managers, their brokers and claims professionals can play in getting these matters resolved favorably for the insureds. Sessions available to all RIMS Chapters (including Mexico & Canada).

#### **5. Crime Pays: Recovering Employee Dishonesty Claims (Presented by Aon Global Risk Consultants)**

An organized crime investigator and a forensic accountant discuss strategies to maximize recovery of employee dishonesty claims, including:

- Tips for a productive investigation, coverage and legal pitfalls to be avoided,

- Properly documenting liability and damages,

- Working with law enforcement and negotiating a successful settlement with your bond carrier.

Sessions available to all RIMS Chapters (including Mexico and Canada).

#### **6. Property Insurance Program Potholes (Presented by Aon Global Risk Consultants)**

Property insurance policies are very complex documents. When putting together programs and policies to cover an organization's physical assets and resulting time element losses, there are common "potholes" in these contracts that risk managers need to be aware of. Many of these can be eliminated with thorough negotiation, communication and documentation of the coverage terms and conditions. This program will help risk managers identify, avoid and fix the common potholes and minimize surprises in the event of a loss. Sessions available to all RIMS Chapters (including Mexico & Canada).

#### **7. Crime Insurance, An Often Overlooked and Misunderstood Line. (Presented by Berkley Crime)**

A lively entertaining lesson on the history of Fidelity/Crime Insurance, with an emphasis on the perils covered and misunderstandings in today's market. Mike Beranek an experienced and focused fidelity underwriter of 25 years, will take you along a journey, from the ancient Code of Hammurabi to the cybercrime of today with engaging stories and tales on the perils. An interactive session, ideal for luncheons, breakfasts or whenever your group wants to stay awake and engaged. Session available to the 48 contiguous US states.

**8. NEW! Criminals Don't Care Which Policy Form Covers the Loss. Why You Should (Presented by Berkley Crime and Berkley Cyber Risk Solutions)**

You've had a crime committed against your organization. A burglary in the night, a hacker has shut down your website, someone has stolen your information, a fraudster has tricked you into sending them money or manipulated data for financial gain, or malware is corrupting your systems; in all these scenarios, you've got to figure out which policy covers each element of loss, and where there's overlap. In an interactive session, Mike Beranek of Berkley Crime and Gail Arkin of Berkley Cyber Risk Solutions will help you sort out where coverage exists and doesn't exist for certain circumstances. Available to chapters in the 48 contiguous US states. Limited number of presentations available for 2018: first-come, first-served.

**9. NEW! Innovative Investigative Strategies for the Modern Risk Manager (Presented by Command Investigations)**

This presentation will give modern risk managers a better understanding of how new investigative tools and methodologies can uniquely and positively impact claim outcomes. Specific investigative tools that include social media monitoring platforms, investigative data analytics and enterprise deployment policies are highlighted and evaluated using real world examples. This detailed examination of contemporary investigative strategies will allow the participants to gain a clear understanding of the latest technologies that have previously been unavailable in the marketplace. Additional topics discussed are improving fraud awareness, how to effectively measure your vendors' performance, and how to increase your return on investment (ROI) of investigative dollars. Available to chapters in the 48 contiguous US states.

**10. SAFETY Act: Eliminating Emerging Enterprise-Threatening Third-Party Liability Suits against Owners/Operators of "Soft Targets" Attacked By Terrorists (Presented by Covington)**

After terror attacks at the Paris rock concert, San Bernardino holiday party, Orlando nightclub, Turkey airport, and Nice's Promenade, attacks on highly-vulnerable "soft targets" are the unfortunate "new normal." Even terrorism on the U.S. power grid was nearly accomplished in 2013, when snipers breached a power plant and shot out 17 transformers.

This session addresses the U.S. SAFETY Act — the single most potent tool to eliminate enterprise-threatening third-party tort liability from terrorist attacks at soft targets. Learn from the key author of the Act how it protects owners or operators of entertainment venues, sports venues, electrical power companies, etc., if they take steps to obtain SAFETY Act coverage from the U.S. Department of Homeland Security for their security procedures, physical security deployments and cybersecurity. These significant protections include a presumption of immediate dismissal from third-party tort suits; no punitive damages; and a cap on any liability to third-parties at terror insurance limits. Available to all U.S. chapters.

*Covington also offers the topic: "SAFETY Act and Cyber Insurance: The Most Potent Tools to Eliminate Enterprise-Threatening Third Party Liability Arising out of Cyber Terror Attacks."*

**11. NEW! Investigations in the Age of Geosocial Data (Presented by DigiStream)**

The current growth of social media and geosocial data is changing the face of risk management and investigations. Learn what geosocial data is, and exactly how this type of information is used to investigate insurance claims of all kinds. Understand how to gain eye-opening insight into accidents, site security, workplace harassment, and high exposure incidents, by locating social media photographs, videos and posts at specific locations and times anywhere in the world. This session utilizes real life case examples to demonstrate the impact of this new technology in the realm of risk management, law and insurance.

**12. Business Continuity Management for Risk Managers (Presented by DRI International)**

Outline: Managers and professionals in the risk management profession need to understand the role that Business Continuity Management (BCM) has on their organizations, clients and industry. This program includes information that will provide the attendee with better understanding of issues surrounding BCM and a starting point for understanding how BCM relates to Risk Management in general. The regulatory landscape, the business continuity continuum and the context with enterprise risk management are highlighted and evaluated using real world examples and case studies.

**13. Risk Management in the Era of Cyber Terrorism (Presented by DRI International)**

Faced with the new invisible threat of cyber terrorism, risk managers are being called upon by regulators, customers and their own organizations to take a leading role in combating this threat. This program will explore the issues using real life examples that are making headlines today. It will also provide information regarding the various insurance policies available and the requirements that an organization will have to maintain to be able to collect for damages caused by cyberattacks.

**14. Communication: Taking Your Insurance Risk Department to the C-Suite and Beyond (Presented by EPIC Insurance Brokers and Consultants)**

Having spent near the last 20 years being part of insurance risk and auditing insurance risk management functions, often we heard senior leadership comment “I don’t know what they do”, “how do I know we get what we pay for”, and “is our insurance program market competitive”? At times, Risk Managers can find themselves stuck in a negative perception box in the organization due to communication styles and are not sure how to break out of that. When you are the only one that speaks insurance, it is good practice to evaluate your communication style for others and flex to their needs. This session will focus on developing proactive and appropriate communication for leadership, the C-Suite, and the Board. The session will use numerous communication examples focusing on insurance renewals, new policy purchases, claims, staffing needs, etc., and highlight the areas that both add and remove value. The session will also highlight the importance of having key stakeholders in the organization that advocate for the risk function when you are not present

Learning Objectives:

1. Review the pitfalls that many stumble upon when communicating to senior management,

2. Understand the need for frequent and appropriate discussions with senior leadership
3. Understand the role key stakeholders in the organization can play in communicating the right insurance risk message

### **15. Moving Towards Centralization: Taking Control of Your Global Insurance Risk Program (Presented by EPIC Insurance Brokers and Consultants)**

In the age of global, fast, numerous, and large acquisitions, the synergies of consolidating insurance risk programs can get lost amidst a long list of justifications, such as; dissimilar operations; objection to risk program structure, control, etc. The session will focus on multiple case studies of organizations that were decentralized. We will highlight the lost efficiency, duplication in effort, extra expense, and insurance program redundancy and gaps. We will then show how these decentralized programs moved towards a centralized model to bring about cost reduction, efficiency, and coverage certainty. The session is geared towards international and multi-national participants and will focus on insurance purchasing, claims management, insurance vendor usage, and staffing. The session will seek to provide the participants with the appropriate knowledge and tools needed to evaluate a decentralized function and make strides towards centralization.

Learning Objectives:

1. Identify if you fall into a decentralized or semi-decentralized insurance function
2. Understand the process for evaluating lost efficiency and excess costs of a decentralized risk function
3. Understand the framework for transforming from a decentralized to centralized insurance risk function

### **16. The Deep Insurance Market: Tapping into an Undiscovered Marketplace (Presented by EPIC Insurance Brokers and Consultants)**

Similar to the deep web that remains unmined by traditional search engines, there is a deep insurance market that is not fully explored by many organizations, thereby limiting market competitiveness and the breadth of coverage available. Diversification of insurance program marketing to include both the retail (direct) and wholesale marketplace is a key strategy that enhances competition and brings the best of the insurance market to bear. Too often, insureds and brokers approach their standard market access points, completely missing other pockets of insurance capacity that can help to create constructive deal tension and ultimately broaden coverage and reduce cost. There are numerous market segments that should be explored to ensure the best underwriters for a risk are being approached, including direct and wholesale market, facultative and treaty reinsurers, capital markets, etc. The presentation will focus on educating attendees on the deep insurance market, provide insight into the ability to expand current insurance risk programs, address catastrophe exposures, and ensure companies are casting the widest net possible in the search for competitive risk transfer capacity.

Learning Objectives:

1. Learn how and where the various sources of risk transfer capacity can be accessed
2. Understand what a truly diversified marketing campaign is and its benefits
3. Understand how to reach insurers' very best access points maximizing competition and yielding the most competitive results

**17. NEW! Selecting and Safeguarding Cyber Coverage: Getting the Right Policy for Your Company and Avoiding Missteps that Can Jeopardize Coverage (Presented by Hanover Stone Partners)**

In the wake of continuing cyber attacks and increased cyber and privacy regulation, more companies are looking to cyber insurance to transfer some of the associated risks. Although the purchase of cyber insurance is almost certainly a positive step, companies must recognize that all cyber insurance policies are not created equal, and one size definitely does not fit all insureds. It's imperative, therefore, for prospective policyholders to ensure that they purchase the appropriate cyber coverage to address their entity's unique cyber risk profile. And when coverage is bound, it's critical for the policyholder to have a full understanding of its affirmative obligations under the policy and take steps to ensure compliance, so that coverage will not be jeopardized in the event of a claim.

If preferred, the proposed session could be broken down into two sessions; one on selecting the right cyber coverage, and one on understanding and operationalizing the many policyholder requirements included in most cyber policies.

**18. NEW! Duty of Care (Presented by The IMA Financial Group)**

Duty of Care is a frequently overlooked legal obligation for companies large and small. All companies have a duty to care for their employees appropriately when traveling abroad, but few have the resources in place to respond if an accident were to happen during an international trip. Part and parcel of certifying these resources are in place is providing appropriate insurance and the related assistance mechanisms to provide guaranteed services to employees who travel if something was to go wrong. Sean Jackson's duty of care presentation will cover the different manifestations of duty of care and specific insurance coverages and services available including: Foreign Voluntary Workers Compensation, Business Travel Accident and Kidnap insurance along with emergency medical evacuation, political evacuation, natural disaster evacuation and other services. This presentation will help your firm create a true travel risk management plan.

**19. NEW! Diverse Travel Safety: Managing the Health, Safety and Security of a Diverse Mobile Workforce (Presented by International SOS)**

Diversity doesn't just touch LGBT; it also touches race, religion, age, sex and more. Supporting diversity is all about inclusion. How can we better understand inclusion in the workplace? And how does that translate to ensuring travelers, workers and expatriates are kept healthy and safe, no matter their gender, skin color, religious preference. It's important for us to understand that people are different, in their behavior, cultures, religion, and paramount that corporations understand this landscape. Available to all US and Canada chapters.

**20. NEW! Cognitive Bias: Why Smart Travelers Do Dumb Things (Presented by International SOS)**

Cognitive bias is growing in business travel and presents a risk seasoned travelers alike. Understanding why your mobile workforce may be making simple travel mistakes is an essential part of travel risk management. Learn how cognitive bias, heuristics and logical fallacies impact business travel and corporate policy. Available to all US and Canada chapters.

## **21. NEW! Natural Disaster Preparedness: Ensuring Business Continuity in an Unsure World (Presented by International SOS)**

When we talk about business continuity today, the first thing that often comes to mind is a major disaster or high-profile crisis. There seems to be terrible events every time we turn on the news. If your organization is in the path, would you be prepared? Do you have a plan? Understand how to prepare for the unexpected, manage during the improbable and continue after the impact. Available to all US and Canada chapters.

## **22. NEW! The \$37 Billion Problem: Managing the Risk of Workplace Errors (Presented by JMA and Jake Mazulewicz)**

Workplace errors waste over \$37 billion per year. Many errors lead to serious accidents, injuries or worse. Some companies try to mitigate this risk by enforcing strict adherence to detailed procedures and holding employees accountable for all deviations and unexpected results. This “Person-Based Approach” has proven to be deeply flawed and in reality tends to increase errors, accidents and injuries. There is a far better way to manage the risk of workplace errors—a “System-Based Approach.” In this one-hour interactive seminar, you’ll learn the basics of the System-Based Approach including:

- The hidden liabilities of the popular “Person-Based” approach
- What actually happens when people get punished for making errors
- How a “System-Based” approach has helped industries like aviation become dramatically safer, more reliable and more efficient all at the same time
- Three immediate steps you can take to start applying a System-Based Approach with your team
- Four advanced resources you can explore to learn more about the System-Based Approach to managing workplace errors

Live, virtual presentations are available worldwide at no cost. For on-site delivery within the 48 contiguous states, chapters will be responsible for travel expenses and a discounted \$625 speaker fee.

## **23. Taking a Holistic Approach to Managing Your Organization’s Total Cost of Casualty Risk (Presented by Marsh)**

Identifying cost drivers and developing a 6- to 36-month holistic and integrated strategy for each element of your organization’s total cost of casualty risk is key to gaining a competitive advantage. Learn how to align initiatives supporting pre-loss (safety), post-loss (claim & managed care) and placement. This session will explore some of the latest analytical tools, metrics, and brokerage and consulting resources available to help organizations optimize their total cost of casualty risk by reversing adverse risk trends, reducing costs, and driving positive return on investment (ROI). Available to all US Chapters.

## **24. Managing your Workers' Compensation Program to Optimize your Total Cost of Casualty Risk Spend (Presented by Marsh)**

This session will provide an overview of current conditions in the workers' compensation insurance market and what you should know ahead of your next renewal. We'll also provide an overview of key statutory regulations, industry trends and emerging issues that could affect your workers' compensation program, in addition to highlighting strategies you can use to rein in workers' compensation costs. Available to all US chapters.

## **25. NEW! Blindsided: How to Respond When a Vendor Gets Hacked (Presented by Ncontracts)**

It's easy to forget that some vendors store a tremendous amount of sensitive company data. If you get notified that your vendor has been breached, naturally you'd be blindsided by the event, having to deal with lost staff time, organizational focus, or worse: sensitive customer data. Which would you rather be: prepared to handle the situation or floundering and worrying about what to do?

This workshop will help risk managers have a game plan with how to incorporate a vendor incident management plan into the vendor management program. Specific topics include:

- Issues to handle in vendor data breach incidents
- Best practices for managing third-party risk in every department
- Responses to each issue and documentation to create
- Contingency plans in case the responses are ineffective

Join us as we examine how companies can best protect their blindside by having a documented vendor incident management plan to further mitigate their risk in working with vendors. Session is available to all US chapters.

## **26. NEW! Actuarial Slice and Dice: Tools to Allocate Claims Costs (Presented by Oliver Wyman)**

Are you interested in assigning claim costs to specific divisions, locations, or states for your property and casualty insurance programs? If so, an allocation model can help you divvy up unpaid and ultimate losses by division to fulfill your accounting needs or for general use as a risk management tool. This presentation will cover key actuarial ingredients for cooking up an effective allocation model that captures variations by division in development patterns, frequency, severity, loss costs, and changes in exposure levels and mix through the use of company and/or industry data. We'll also review some key data points that can be captured through the use of an allocation model. You'll leave with a basket of tools to assign costs and identify key segments driving your loss experience so you can better control losses across your organization!

## **27. Settlement of Underlying Claims When the Policyholder and Insurance Company Disagree (Presented by Perkins Coie LLP)**

Policyholders and their liability insurance companies sometimes do not see eye-to-eye on the settlement of an underlying claim against the policyholder. They may disagree on the settlement

value of the claim, or the extent to which a settlement would be covered, or both. These disputes can impede efforts to reach a settlement that ultimately would benefit both parties, and raise a number of questions: Can one settle without the other's consent, possibly suing the other for reimbursement of all or part of the amount paid? When does an insurance company have an obligation to settle an underlying action, and how is this affected by questions of coverage? How are these questions affected by the language of the insurance policy, and the position the insurance company has taken on coverage? This presentation provides tips to policyholders on navigating these issues while ensuring that their own interests are being protected. Available to all US chapters.

### **28. NEW! Cyber Incidents and Coverage: What You Need to Know (Presented by Perkins Coie LLP)**

The session will provide an overview of the evolving environment regarding cyber incidents such as hacking and theft of confidential data, cyber extortion, cyber terrorism, and denial or service attacks, including recent examples of these types of incidents. There will also be a discussion of the particular risks associated with each type of incident, such as business interruption, danger of repeat occurrences, or lawsuits and potential liability for directors and officers. The session will then provide an overview of insurance coverage available for cyber incidents, with a focus on evolving cyber policies, including suggested approaches to obtaining appropriate cyber coverage, important policy terms, and exclusions and other policy provisions to watch out for.

### **29. Insurance Coverage for Government Investigations (Presented by Perkins Coie LLP)**

Many liability policies define a covered "claim" broadly enough to include government investigations well before they result in a traditional lawsuit. Policyholders need to be aware of the broad range of investigations that could trigger such coverage in order to take full advantage of the policies they purchased. Even more importantly, a policyholder needs to be aware of when such an investigation is a "claim" requiring notice to its insurance company, to avoid the risk of forfeiting all coverage for the investigation and any related claims that arise from it, on the grounds of untimely notice. When purchasing coverage, policyholders should be aware of what language extends coverage to government investigations, and what language, while perhaps looking like a grant of coverage, may be a significant reduction compared to other variations. This presentation addresses each of these topics, as well as the particular insurance coverage issues that frequently arise when the government is the claimant. Available to all US chapters.

### **30. How to Talk to the C-suite about Risk (Presented by PwC)**

Your C-Suite wants to hear from you! In a 2014 survey of US CEOs only 42% said that their risk management function was well prepared to capitalize on transformative global trends. And 73% of CEOs said that they are executing or planning changes to their risk management approach. The C-Suite is focused on emerging risk, but confused about the size of the exposures and the available techniques for measuring and managing them. How can risk managers ensure that they stay relevant and elevate their communications with senior management? In this session we'll present an analytical framework used in the risk consulting business to guide C-Suite discussions, and share some ideas about how risk managers can build on the framework to

improve risk management and transfer discussions at the highest levels within the organization. Sessions will be offered to all North American RIMS Chapters including Alaska, Hawaii, Canada and Mexico.

### **31. Protecting the Crown Jewels: A Risk Manager's Guide to Cybersecurity Strategy (Presented by PwC)**

The cyber world is rapidly changing and you need to stay updated. PwC has just completed The Global State of Information Security Survey 2016 which provides valuable insight to help protect your company's Crown Jewels. Be on the leading edge of cybersecurity, not one of the breach statistics. We got great feedback about this presentation in 2015 so we've updated it with the latest data. You may already know the average information security budget for 2014 was down 4% from 2013, but did you know it is up 24% in 2015 from 2014? Did you know detected security incidents are up 38% in 2015? Make sure you are up to date on nation-state threat actors, hacktivists and other types of adversaries and learn some basics about protecting and educating your organization.

### **32. Never Let a Good Crisis Go to Waste! (Presented by PwC)**

You have heard the clichés. Every cloud has a silver lining. Or quoting Oscar Goldman from the Six Million Dollar Man "We have the technology... Better, stronger, faster." But when your company suffers from a crisis will you improve? Or just survive? This session will use case studies from real companies that suffered disastrous losses, but recovered better, stronger, and faster. Partnering with their insurers they changed their business models and wowed their customers and their investors. This session will also get you thinking about your current insurance coverage and how it would function in the face of crisis. Are you prepared only for survival mode or can you be better?

### **33. Harmonizing Risk Transfer in Commercial Agreements and Insurance Policies (Presented by ReedSmith)**

On a daily basis nearly every company enters into some form of contractual risk transfer arrangement. To further effectuate risk transfer, commercial policyholders frequently seek to extend their insurance to provide additional insured coverage to the entities whose risk they have agreed to assume. For example, a seller who agrees to indemnify a purchaser for product liability also may agree to add the purchaser as an additional insured under an insurance policy. In each of these ways, and many others, commercial parties, on a daily basis, enter into risk transfer arrangements as a means to define the responsibilities of the parties. Far too often, however, the parties' intent is frustrated and the risk is not transferred as desired. Through this program, we will discuss the various risk transfer mechanisms that can be utilized in commercial agreements and in insurance policies from the perspectives of companies on both sides of the risk transfer equation. We also will discuss how to harmonize the various complex provisions used to transfer risk in commercial agreements and highlight potential pitfalls that can cause risk not to be transferred as intended. This program should be of great interest to risk managers and in-house lawyers practicing on the transactional or litigation side. Sessions available to RIMS US Chapters in the 48 contiguous states

### **34. Transferring Cyberliability Risks Through Indemnification and Insurance Provisions (Presented by ReedSmith)**

Cyber breaches and other liability are in the news daily. Can you protect yourself by transferring the risks to contractual partners? How do you make sure your indemnification provision covers such risks? How do you make sure you have not taken on another company's negligence? Do you have the insurance you promised to provide? Sessions available to All RIMS US Chapters in the 48 contiguous states

### **35. How to Show the Value of Your Risk Management Department During Corporate Transactions (Presented by ReedSmith)**

Risk Management should be a key player during any type of corporate transaction, whether your organization is selling or acquiring. Historical policies may have great value. Your ability to help ensure that the insurance follows the liabilities going forward is of paramount importance. Your broker relationships will be a vital asset during the transaction. In this program you will learn best practices for working with your organization, your broker, and the deal lawyers throughout the transaction process to show your value. Sessions available to All RIMS US Chapters in the 48 contiguous states

### **36. Achieving True Integrated Risk Management (Presented by Riskconnect)**

Integrated risk management addresses all of the risks to the objectives of the enterprise, from high-level strategic objectives down to individual tactical activities. Effective implementation of integrated risk management can produce a number of benefits to the organization not available from the traditional limited-scope siloed risk process. Implementing an integrated risk management approach with a GRC (Governance, Risk and Compliance) framework allows you to monitor and enforce rules and procedures, and manage business continuity across the enterprise. Successful programs enable organizations to better manage risk, reduce costs incurred by redundant processes, and demonstrate risk relationships - how individual risks impact other risks. Ultimately, this will allow you to focus efficiently and effectively on what matters most in your organization. In this session, you'll learn exactly what true integrated risk management looks like and how to implement it in your organization. We will also discuss the GRC journey and help you better protect your organization against both predictable and unforeseen risks.

### **37. Managing Your Supply Chain: Is the Biggest Risk to Your Organization Coming from Other Organizations? (Presented by: Riskconnect)**

One of the top five risks for most organizations is interruption to or destruction of your supply chain. Severe weather, natural disasters, disease outbreaks and other catastrophes can seriously disrupt or even destroy the organizations on which you depend for products or services. This session is intended to help you understand:

- The full scope of your supply chain risks.
- Which of your specific products and processes are dependent on which vendors?
- How to effectively severity-tier your vendor's own business continuity programs to determine proper expectations to set and enforce?

- How to put the right contingencies in place to manage this risk effectively without over-controlling for it?

### **38. NEW! Managing Digital Risks (Presented by Riskconnect)**

The more we become dependent on the digital world, the more severely its inherent risks can affect us. In recent years, cybersecurity has exploded from a secondary concern to a priority initiative. But since many of these risks are new, many companies do not have protocols in place in the event that their company's systems come under attack. A carefully planned digital risk strategy can be the difference between a successfully defended cyberattack and a breach with disastrous consequences. In this session, risk officers will learn more about the importance of actively monitoring digital risks, the steps they can take to develop a digital risk strategy and best practices for protecting their company from digital risk.

### **39. NEW! Presentation Skills That Will Make Your Point Stick (Presented by RWH Myers)**

Distinguish yourself by defining, designing and developing powerful presentations that are interesting entertaining and effective. This session will cover skills to engage your audience and make your message memorable such as asking open-ended questions, telling relatable stories and key message repetition.

### **40. NEW! FEMA Claims Management and Accounting (Presented by RWH Myers)**

Learn risk management techniques to maximize recovery from both insurance and FEMA claim submissions. Knowing how to handle claim preparation during a declared disaster brings order to a chaotic situation and reduces time and aggravation with this complicated claim process.

### **41. NEW! Managing the Risks of Claim Recovery (Presented by RWH Myers)**

Calculating business interruption for insurance recovery may seem straightforward, but even the simplest BI loss may have a variety of complexities. There are numerous factors in play from notification to presenting the claim. Getting to the best answer is just as much of an art as it is a science.

### **42. NEW! High Performance Risk Management: Managing Risk to Make a Difference (Presented by Sedgwick CMS)**

The value of risk management is often a question about which the C-suite and business unit management often press for better answers. Total Cost of Risk (TCOR) is a common and usually well-received measure but risk managers need more ways to prove their value and gain management and board commitments to greater investment in managing risk. However, over the last decade, practitioners have found new and innovative ways to gain influence, show value, measure success differently and fuel their own personal success as a result. For some this has been the path from middle management to the C suite. This session, based on Chris Mandel's book of the same name in development, will review the various ways successful risk managers tell their story, drive innovation in their function, gain deeper commitment to their

strategies and the effect it has on their career trajectories. It will include key learnings from well known risk management experts, also profiled in the book.

#### **43. NEW! The Digitization of the Risk Profile (Presented by Sedgwick CMS)**

As all aspects of life become increasingly digitized, managing organizational risk profiles is becoming increasingly complex. In many ways, cyber risk is attached to more and more exposures forcing risk leaders to consider new mitigation and control strategies. As one example, social media exposures are creating more and more reputational risk for many organizations and it's only becoming more pervasive and intrusive. Digital exposures and cyber risk are becoming increasingly ingrained in peoples' and companies' everyday lives. Boards have realized that the magnitude of these exposures are growing exponentially and need immediate and expert attention. This session will peel the onion back on this increasingly complex and challenging landscape and provide guidance on improving your response to them.

#### **44. Ten Building Blocks to Risk Leader Success (Presented by Sedgwick CMS)**

Developing a strategy for career success in risk management has been on one hand, everyone's goals and on the other, less than clear to many just how to maximize the chance of accomplishing your personal vision. Based on the August 2014 IRMI Risk Report by the same name, this session will present ten critical elements to charting a successful career in risk management and especially helpful to leadership development at the highest levels. Written by Chris Mandel, the 2004 Risk Manager of the Year and former RIMS president, this session will provide the basis for understanding key things to do and not do in order to achieve long term career goals in risk management.

#### **45. NEW! Leveraging a Captive to Add Enterprise Value (Presented by Soraya Wright of SMW Risk)**

This session will discuss strategies on how to leverage a captive to generate financial and operational benefits and in support of a holistic risk program.

Financial Benefits: manage retained risk to improve the operating margins of the corporation as a whole and of each operating division.

Operational Benefits: create operational efficiencies and bring disciplined focus and centralized control to risk management processes.

Chapters to cover the cost of expenses and travel from the San Francisco Bay area.

#### **46. NEW! Building a Sustainable ERM Program that Aligns with Strategy and Other Business Processes (Presented by Soraya Wright of SMW Risk)**

Illustrating the value of ERM at all levels of the organization can be challenging. This session will discuss how to leverage existing business processes to demonstrate ERM's value proposition and implement a sustainable program. Chapters to cover the cost of expenses and travel from the San Francisco Bay area.

#### **47. NEW! Network Security and Privacy's Important Role in Enterprise Risk Management (Presented by Starr Companies)**

Many consumers express interest in cyber risk insurance, but do not understand the different ways coverage intersects with other policies. This is a fairly new product category and has a certain degree of complexity based on the lack of standardization in the marketplace.

Traditional cyber risk insurance is designed to cover non-physical damage, but what happens if a cyberattack leads to bodily injury or property damage? Risk managers and insurance agents/brokers can utilize information from this course in ways to better serve their clients by properly addressing all their exposures relating to cyber, both physical and non-physical. Most agents/brokers are not clear about the provisions of the policies they are advising on, making it difficult for them when it comes time to acquiring the right coverage and making a claim properly. Available to RIMS chapters in the 48 contiguous US states.

#### **48. Deploying Risk Capital in Innovative Ways to Solve Risk Management Challenges (Presented by Swiss Re Corporate Solutions)**

In the rapidly evolving risk and exposure landscape facing organizations, risk managers are increasingly encountering challenges that are not adequately addressed by traditional property-casualty insurance products. At the same time, many risk managers are being tasked to challenge the status quo by uncovering innovative and alternative solutions in risk financing/transfer to support strategic organizational goals. This session will explore solutions to the aforementioned challenges that pose significant threats to organizations - be it "Black Swan" scenarios or volatility in catastrophe coverage pricing – and will equip attendees with a broader view of solutions available to meet a variety of risk challenges and add value within their organization. Some of the challenges/solutions to be explored are:

- Protecting a corporation's balance sheet against low probability "Black Swan" events that aren't addressed by traditional insurance.
- Allowing a corporation to take greater risk across a portfolio of insurance coverage lines by providing a cap on the aggregation of low layer losses.
- Obtaining a commitment of insurance capacity for 3 to 5 years into the future (versus more typical offerings limited to a 12 month period) to address a Board level concerns or contractual requirements.
- Securing a quick payment to provide liquidity after a disruptive event.\

#### **49. Insuring Black Swans; Understanding Non-physical Damage Business Interruption Coverage (Presented by Swiss Re Corporate Solutions)**

In today's global economy, companies rely less on tangible properties for their continued operations and become more dependent on complex, world-wide supply chains. In addition, regulatory, reputational, cyber and other fortuitous risks threaten the long-term outlook of businesses. Unfortunately, traditional property damage and business interruption (PD/BI) policies do not necessarily protect corporations from all of the risks that may lead to a business interruption loss. In this session, we'll discuss the various approaches to insured perils, defining triggers, structuring and indemnity for non-physical damage business interruption (NDBI) insurance. While we obviously cannot provide you with all the answers, we hope to stimulate

your imagination about unique approaches to business interruption insurance that drive further discussions and solutions.