



**ST. JOHN'S
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THE PETER J. TOBIN
COLLEGE OF BUSINESS

Maurice R. Greenberg
School of Risk Management, Insurance and Actuarial Science

Insurance Industry Resilience, Post-Pandemic

Co-organized by
The Society for Law & Insurance
and
The Center for the Study of Insurance Regulation (CSIR),
Maurice R. Greenberg School of Risk Management, Insurance
and Actuarial Science (GSRM), St. John's University

Wednesday, May 24, 2023
One Vanderbilt Avenue, New York, NY
Seating by invitation only



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2023 Insurance Regulation Conference – Insurance Industry Resilience, Post-Pandemic

Organized by the **Center for the Study of Insurance Regulation (CSIR)**, Greenberg School of Risk Management, The Peter J. Tobin College of Business, St. John's University, and **The Society for Law & Insurance**

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Time	Session	Location
11:30 AM – 12:30 PM	Registration and Lunch	Greenberg Traurig Office (29th Floor)
12:40 PM – 12:45 PM	Opening Remarks Brandon W. Sweitzer, Dean, Greenberg School of Risk Management, Insurance and Actuarial Science	The Vandy Club (3rd Floor)
12:45 PM – 1:30 PM	Panel: Nat Cats, Reinsurance Availability and Social Inflation Fred E. Karlinsky, Shareholder, Co-Chair, Insurance Regulatory & Transactions Practice, Greenberg Traurig, P.A. Sean Kevelighan, President and Chief Executive Officer, Insurance Information Institute, Inc. Rob McKenzie, Managing Director, Guy Carpenter & Company Michael J. Tricarico, Partner, Kennedys Jeff Waters, Manager, Model Product Strategy, Risk Management Solutions (RMS)	The Vandy Club (3rd Floor)
1:30 PM – 1:45 PM	Ted Talk: Claims/Practical Side of CATS Paul Aviles, SVP Claims, Allied World Assurance Company, Ltd. Costantino P. Suriano, Partner, Mound Cotton Wollan & Greengrass LLP	The Vandy Club (3rd Floor)
1:45 PM – 2:15 PM	Networking Break	The Vandy Club (3rd Floor)



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2:15 PM – 3:00 PM	Panel: AI and Predictive Models Joe Knight, Senior Managing Director, FTI Consulting John S. Pruitt, Partner, Eversheds Sutherland (US) LLP Meghana Shah, Partner, Eversheds Sutherland (US) LLP Cynthia Shoss, Partner, Eversheds Sutherland (US) LLP	The Vandy Club (3rd Floor)
3:00 PM – 3:15 PM	Ted Talk: Cybersecurity Sachin Bansal, Chief Business Officer, SecurityScorecard	The Vandy Club (3rd Floor)
3:15 PM – 3:45 PM	Networking Break	The Vandy Club (3rd Floor)
3:45 PM – 4:30 PM	Fireside Chat A conversation with Anthony F. "Tony" Markel, Retired Vice Chairman, President and Chief Operating Officer, Markel Corporation <i>Interviewer: Brandon W. Sweitzer, Dean, Greenberg School of Risk Management, Insurance and Actuarial Science</i>	The Vandy Club (3rd Floor)
4:30 PM – 5:30 PM	Cocktail Reception	Greenberg Traurig Office (29th Floor)



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Speakers



Paul Aviles, SVP Claims, Allied World Assurance Company, Ltd.

Since 2003, Mr. Paul Aviles has served as the Vice President and now Senior Vice President of Allied World's General Property, Energy and Inland Marine Claims Department for offices in the US, Bermuda, Canada, and London. Now located in New York, he concentrates in the management of staff adjusting commercial policyholder claims arising from first party losses. Paul has more than 30 years of property claim adjusting experience in various technical and senior managerial roles.



Sachin Bansal, Chief Business Officer, SecurityScorecard

Sachin Bansal is the Chief Business & Legal Officer at SecurityScorecard and works closely with the CEO to help operate the company, runs a P&L business unit focused on the public sector, and has the legal function report up to him. He has been with SecurityScorecard since September 2019, and built and scaled the company's legal department and government affairs function, turning it into a cross-department vertical. He is a mission-driven operator who is focused on metrics and getting to yes. Sachin has been a key participant in all of the company's strategic transactions, including its \$180 million Series E round completed in March 2021, and he is a frequent speaker, writer and media commentator, particularly on cybersecurity matters, and has been featured in the Wall Street Journal, Bloomberg Law, Arianna Huffington's Thrive Global, Law360, Authority Magazine, and many more. He has also been featured in *Aspioneer's* "20 Under 40: Influential Leaders to Watch." Sachin graduated magna cum laude from Duke University and magna cum laude from Duke University School of Law.



Fred E. Karlinsky, Shareholder, Co-Chair, Insurance Regulatory and Transactions Practice, Greenberg Traurig, P.A.

Fred Karlinsky is a Shareholder and Co-Chair of Greenberg Traurig's Global Insurance Regulatory and Transactions Practice Group. Fred has nearly 30 years of experience representing the interests of insurers, reinsurers, and a wide variety of other insurance-related entities. He is a recognized authority on national insurance regulatory and compliance issues, has taken a leadership position in many insurance trade organizations, and has been listed in *The Best Lawyers in America*, *Super Lawyers*, *Florida Trend 500*, and *Florida Trend's "Legal Elite"* for his work in insurance law. Recognized as the only Band 1 Florida insurance lawyer by *Chambers & Partners* and one of the most influential leaders in Florida politics by *City & State Florida* and *INFLUENCE Magazine*, Fred has in-depth knowledge of insurance compliance matters and has been a primary strategist in virtually all types of Florida insurance-related legislative initiatives. In addition to his role with Greenberg Traurig, Fred



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has been an Adjunct Professor of Law at Florida State University College of Law since 2008. Since 2014 Fred has served on and currently chairs the Florida Supreme Court Judicial Nominating Commission (JNC), where four of the six current sitting Justices of the Florida Supreme Court have been appointed during Fred's tenure on the JNC.



Sean Kevelighan, President and Chief Executive Officer, Insurance Information Institute, Inc.

Sean Kevelighan joined the Insurance Information Institute as President and Chief Executive Officer in 2016. Previously, he was Group Head of Public Affairs for Zurich Insurance Group where he oversaw Government and Industry Affairs as well as Corporate Responsibility. He joined Zurich in May 2013 as Head of Government and Industry Affairs for North America, with responsibility for driving the public policy agenda in the region. Prior to that, he worked at Citigroup, Inc., as Head of Strategic Communications for its Global Consumer Banking business, and for Zurich, as Head of Group Media Relations in North America. He has served in various public sector posts in Washington, D.C. As a political appointee in the administration of President George W. Bush, he served first in the Department of Treasury as a spokesperson for economic issues, and eventually became Senior Advisor for the Office of Tax Policy. He was also the Press Secretary for the White House Office of Management and Budget. Additionally, he worked on Capitol Hill, serving on the staff of members of Congress; most notably as Legislative Director for Representative Bob Schaffer of Colorado. Sean's private sector experience in Washington, D.C. included positions at public affairs firms such as Edelman and Hill & Knowlton. He advised numerous multinational and FORTUNE 100 corporate clients on policy issue management programs, corporate reputation campaigns and crisis communications. Sean is a graduate of the University of Colorado at Boulder. He and his wife Annik have three children and reside in Washington, DC.



Joe Knight, Senior Managing Director, FTI Consulting

Joe Knight is a Senior Managing Director in the FTI Consulting Forensic & Litigation Consulting segment and is based in Washington, DC. He has experience developing flexible damage models for litigation consulting engagements, implementing business intelligence and reporting solutions, and data mining.

Mr. Knight has worked on engagements which involved developing and implementing data warehouse, business intelligence and reporting solutions for healthcare companies. He has experience performing detailed reviews of client systems and process, as well as building SQL scripts and procedures to summarize complex and disparate data into meaningful metrics.



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Anthony F. "Tony" Markel, Retired Vice Chairman, President and Chief Operating Officer, Markel Corporation

Tony began his career with the Markel organization in 1964 upon graduation from the University of Virginia McIntire School of Commerce with a major in Economics. He was promoted to Vice President in 1970 and assumed responsibility for the management of Markel's wholesale brokerage operation in 1975. Tony was named Executive Vice President of Markel Corporation in 1977 and named President and Chief Operating Officer of Markel Corporation in March 1992. In January of 2009, he was named Vice Chairman of Markel Corporation.



Rob McKenzie, Managing Director, Guy Carpenter & Company

Rob is President of Sales and Segments for Guy Carpenter, North America, and is a North America executive leadership team member. Rob served as the Atlanta Branch Manager for Guy Carpenter until July of 2021, when he relocated to New York. Before that, Rob served in several sales leadership positions at Guy Carpenter, most recently in US Sales. Rob also previously led Guy Carpenter's Residual Market Practice.

Rob's reinsurance experience includes standard lines property and casualty, coastal catastrophe, workers' compensation, E&S property and casualty, and property residual markets.



John S. Pruitt, Partner, Eversheds Sutherland (US) LLP

John Pruitt guides insurance companies in every aspect of their business. In more than 30 years of private practice, John has advised property/casualty and life insurance clients on formation and licensing, regulatory compliance, acquisitions, dispositions and restructurings. John has represented clients in investigations and enforcement actions, including matters in which clients face action simultaneously in multiple forums – state insurance departments, state attorneys general, SEC and US Department of Justice.



Meghana Shah, Partner, Eversheds Sutherland (US) LLP

Meghana Shah is a partner resident in the New York City office of Eversheds Sutherland. Meghana is a dynamic, creative and solution-focused lawyer with over 15 years of experience managing all aspects of domestic and international litigation and investigations. Clients appreciate her attention to detail, ability to meaningfully synthesize information, and case management skills, particularly with respect to managing cases across jurisdictions and globally. Meghana has significant experience handling and managing class action and large-scale multi-district litigation here at home and managing multi-lingual, international



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investigations around the world. Her industry experience spans multiple areas including: class action and multidistrict litigation in the environmental, toxic tort, food and beverage and energy space, as well as investigations in the insurance and financial services space.



Cynthia Shoss, Partner, Eversheds Sutherland (US) LLP

Cynthia R. Shoss is a nationally recognized adviser on insurance regulatory matters, focusing on transformative transactions such as demutualizations, mergers and acquisitions, conversions and other restructurings that involve senior executives and Boards of Directors. She also assists clients with corporate governance, legislation, examinations and investigations, receiverships and insolvencies, compliance, investments and other issues.

For more than 35 years, Cynthia has counseled clients in the various insurance sectors in the US and internationally, including life insurance, and annuities, property/casualty insurance, health insurance, workers' compensation and reinsurance. She has worked with Fortune 500 companies, investment bankers, actuaries, strategic and financial investors, insurtech enterprises, brokers, trade associations, state departments of insurance and attorneys general, and other law firms. Her insurance clients have included public companies, mutuals, mutual holding companies, fraternal, reciprocals, and the Lloyd's market. She has authored books and articles and presented at conferences from London to New York to Tokyo on insurance industry issues.



Costantino P. Suriano, Partner, Mound Cotton Wollan & Greengrass LLP

Mr. Suriano has more than forty years of experience in domestic and international insurance coverage and litigation representing U.S., London, and Bermuda Market primary, excess insurers, and reinsurers. His experience includes first- and third-party coverage and claims defense, multi-layered complex property and time element issues, business interruption loss, COVID-19 coverage disputes, riot and freeze claims and litigations.



Brandon W. Sweitzer, Dean, Greenberg School of Risk Management, Insurance and Actuarial Science

Brandon W. Sweitzer was named Dean of the School of Risk Management, Insurance and Actuarial Science of St. John's University in July 2011. He previously served as Chairman of the School's Board of Overseers for 10 years, and remains a board member.



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Mr. Sweitzer is a board member of Fairfax Financial Holdings (Toronto, Canada) and several Fairfax group companies; and serves on the board of United Educators (Chevy Chase, MD). Additionally, he is an affiliate Partner of Lindsay Goldberg LLC.

Mr. Sweitzer was President of Marsh, Inc. in 1999 and 2000; and served as President and CEO of Guy Carpenter & Company, Inc. from 1996 to 1998. Previously, he held a number of senior positions in the operations of Marsh, Inc. and MMC, having joined the firm in 1981.

Prior to Marsh, Mr. Sweitzer held several posts in government and private industry. From 1968 until 1971, he was an associate in McKinsey & Co., Inc. From 1971 until 1973, he was executive assistant to the U.S. Secretary of Commerce, Peter G. Peterson, having joined Peterson's staff as a White House Fellow in the capacity of senior professional staff member on the President's Council on International Economic Policy. In 1973 to 1975 he was CFO of Barringer Research Limited (Toronto, Canada). From 1975 to 1977, he served as Deputy Chief of Mission of the U.S. Embassy in Belgrade, Yugoslavia. During the period 1977 to 1981, Mr. Sweitzer was a managing director and CFO of the investment-banking firm of Wood Gundy, Ltd. (Toronto, Canada).

Mr. Sweitzer is a Trustee Emeritus of Kent School (Kent, CT), having served as President of its Board of Trustees from 1998-2011. He also served as a Director of the US Chamber of Commerce and was a Senior Advisor to Chamber CEO, Thomas J. Donohue. Mr. Sweitzer was a board member of Save the Children (USA) from 2001-2007.



Michael J. Tricarico, Partner, Kennedys

Mike is the insurance coverage practice group leader in Kennedys' New York office. As an experienced litigator, he has represented a wide variety of entities and individuals, including Fortune 500 companies, domestic and international insurers and reinsurers, and domestic and international product manufacturers and distributors. He has litigated extensively in various state and federal courts throughout the United States and has argued appeals at all levels.

Mike's practice focuses primarily upon insurance coverage and reinsurance disputes. He has handled many types of insurance-related claims, including those involving environmental, toxic tort, products, asbestos, construction, advertising liability, and professional liability issues. Mike also advises on and litigates commercial matters, and has represented various entities and individuals in connection with such claims.



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Jeff Waters, Manager, Model Product Strategy, Risk Management Solutions (RMS)

Jeff Waters joined Moody's RMS in 2011 and is based in Bethlehem, PA. As part of the Product Management team, he is responsible for product management of the Moody's RMS North Atlantic Hurricane Models.

Jeff provides technical expertise and support regarding catastrophe model solutions and their applications throughout the (re)insurance industry. He also generates product requirements for future updates and releases, and helps develop the overall product strategy, messaging, thought leadership, and collateral to ensure its commercial and technical success.



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Antitrust & Policy

The St. John's University Greenberg School of Risk Management (GSRM) welcomes lively presentations and discussions at all of its meetings and programs. GSRM reminds all of its members, program registrants and presenters of the need for care during all meetings and discussions, so as to avoid any violation of relevant Federal or state antitrust statutes. These statutes are intended to protect free trade and commerce from unlawful restraints, price discriminations, price fixing, monopolies or other anti-competitive practices including boycotts or refusals to deal with.

The McCarran-Ferguson Act, a Federal statute which permits states to regulate and tax foreign insurance companies doing business within the states, provides a limited exemption or immunity from Federal antitrust statutes, so long as conduct relates to spreading of risks and other practices that are limited to the insurance industry, such as the relationship between the insurer and the insured.

In order to avoid any suggestion of behavior that might violate antitrust provisions that are beyond the scope of the limited exemption provided by the McCarran-Ferguson Act, all participants at SRM's events are reminded that there should be no discussion whatsoever and no agreements whatsoever concerning the following topics:

1. Underwriting rates or underwriting policies
2. Pricing of policies, endorsements, or any other service or product offered by insurance companies or their agents
3. Coverage positions relating to policies, exclusions, limitations, endorsements or other provisions
4. Positive or negative aspects of operating within individual states or jurisdictions
5. Favored or disfavored prospective insureds; suppliers; vendors of insurance services; and, any practice that could be construed as a boycott or refusal to deal with individuals or entities that provide service to either policyholders or insurers
6. Discussions of underwriting or other issues which could be interpreted as "signaling" to others future pricing decisions

Despite the limited exemption/immunity provided by the McCarran-Ferguson Act, the insurance industry is to remain competitive and is to include the independent business decisions and judgments of the various insurance companies. At SRM sessions, there can be no agreements, express or implied, and no signaling of such agreements; and, of course, no collusion concerning any of the individual topics listed above.

Despite these restrictions, there is still ample room for lively, informative, creative and productive discussions of contemporary issues and challenges confronting today's insurance industry.



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Acknowledgment

The St. John's University Greenberg School of Risk Management conference *Insurance Industry Resilience, Post-Pandemic* is co-organized by the Center for the Study of Insurance Regulation (CSIR) and The Society for Law & Insurance. We gratefully acknowledge those lead sponsors and organizations without whose support this conference would not have been possible:

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