

An aerial photograph of a large cargo ship in a canal lock. The ship is positioned in the water, with its deck and various structures visible. A large Panamanian flag is overlaid on the top left of the image. The text 'SELF-INSURANCE INSTITUTE OF AMERICA, INC.' is printed in a small, black, sans-serif font in the upper left corner.

SELF-INSURANCE INSTITUTE OF AMERICA, INC.

# International Conference

A decorative graphic consisting of three horizontal, wavy teal lines.

APRIL 13-15, 2015  
PANAMA CITY,  
PANAMA

The US market for self-funded health plans, captives and all the services related to the development of this business has been nothing short of hectic for the past five years.

At the same time, markets outside the US have been equally active and we've seen many carriers, brokers, reinsurers and service organizations expanding their reach to Central and Latin America.

Your SIIA International Committee tracks this development and sees a greatly increased opportunity to build our business outside our borders.

The economies of Central and Latin American countries are healthy and growing. With few exceptions, we're seeing political stability, higher levels of education and broad-based business growth. In many cases, governments are actually investing in the business community to help and encourage growth.

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Imagine that all this is happening within just a couple of hours travel time of major US airports.

While health benefits in these countries are generally socialized, many corporations are increasing their health coverage for technical and managerial employees. In addition, they are adding dental, life and other ancillary benefits through private carriers or self-funding themselves.

We're seeing an active interest in Captives throughout these countries as well.

For years Panama has worked to be a destination for businesses looking to locate a Central American venture, service their Latin business or find tax breaks for developing business.

Suffice it to say, all this development has our attention and we've decided to host this year's SIIA International Conference in Panama City, Panama, the gateway to Central and Latin America. Panama is a beautiful country with a vibrant capital in Panama City, beautiful beaches, cool highlands and very friendly people. The new airport is easily accessible from Texas, Miami and New York airports. You'll find a great variety of things to do including golf, sport fishing, touring, nightlife, great restaurants and entertainment, all of this reasonably priced using the American dollar. Panama has ports on both the Caribbean and Pacific coasts and the Panama Canal, one of the Seven Wonders of the World, generates significant economic activity and plenty of business opportunity. Be sure to join us early to participate in the optional add-on tour of the Canal Zone, hosted by The Self-Insurance Educational Foundation, Inc. (SIEF) and the newly opened third canal built to accommodate jumbo ships, followed by a tour of the beautiful city of Panama.



We'll be staying at the new Panama Hilton. Be sure to call them for the special SIIA rate.

Plan to come in on Sunday, April 12th, in time for our opening reception and the first activity on Monday morning. We'll start with the Canal tour and end the day with a welcome reception on Monday evening, April 13th.

We have worked very hard to line up a world-class group of presentations that will focus on developing business opportunities in Central and Latin America and are pleased to offer simultaneous translation services to accommodate all attendees. Our sessions will kick off on Tuesday with a thorough overview of the regulatory environment with recognized expert, **John Rooney**. Throughout the day, we'll look at captive opportunities, multi-national pooling strategies and a great session on developing self-funding opportunities in Central America.

We'll finish the program on Tuesday with a presentation from a major Panama based carrier. Our friends from Willis will be hosting an off-site

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Willis North American  
Captive & Consulting Practice

group dinner and entertainment Tuesday evening that you won't want to miss.

On Wednesday, we're privileged to hear from the Risk Manager of the

Panama Canal Zone, including an overview of the recently completed project. Our other sessions Wednesday include an update on self-funding and captives in the Caribbean, including one of the more active venues, Trinidad. We'll finish the educational program with a look at self-insurance business in the Caribbean and an update on medical travel to Central America.

All this with a great opportunity to share camaraderie with your fellow members and meet many of the people who are leaders in Central and Latin America. Make your reservations now to be sure you get a spot, as this conference will be well worth your time. ■

*See you in Panama!*

**Bob Repke**

*International Committee Chair*



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CONFERENCE WOULD NOT BE  
POSSIBLE WITHOUT  
THE SUPPORT AND HARD  
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