

SIIA Endeavors



The 38th National Educational Conference and Expo is September 23-25th at the JW Marriott in Austin, Texas

The SIIA National Educational Conference and Expo is the world's largest event focused exclusively on the self-insurance/captive insurance marketplace and typically attracts more than 1,700 attendees from around the United States and from a growing number of countries around the world. The 38th National Educational Conference and Expo is September 23-25th at the JW Marriott in Austin, Texas.

The robust educational program for this conference incorporates two great general session presentations and nearly 40 breakout sessions. The breakout sessions are further organized by subject matter tracks related to self-insured group health plans, captive insurance and self-insured workers' compensation programs.

New for this year, SIIA has developed a new "Fusion" track that focuses on industry topic with likely crossover interest among multiple constituencies within the overall self-insurance marketplace. You will not see this at any other industry conference.

Fusion track highlights include:

Curbing the Opioid Addiction Crisis One Employee at a Time – A Guide for Self-Insurers

Self-insured employers (both for group health and workers' compensation) are uniquely positioned to help steer their employees away from joining the rapidly growing population in the United States who sadly have become addicted to Opioids. In this session Cristy Gupton, President of Custom Benefits Solutions will provide practical guidance on how employees can be counseled prior to an anticipated pain management approach, as well as how to mitigate potential adverse consequences should Opioids be required to aid in recovery from either an occupational or non-occupational condition. Don't miss this unique opportunity to learn how you can be a hero in the lives of your employees and their families – all while helping to reduce health care costs.

Stop-Loss Captives Programs and P&C Group Captives – A Powerful Risk Management Combination

An increasing number of smaller and mid-sized employers now participate as part of stop-loss captive programs to control health care cost. Smaller and mid-sized employers are also joining P&C group captives in response to rising workers' comp, auto and general liability insurance costs. But employers who take advantage of both of these separate captive solutions in combination can further maximize total cost control opportunities. Keith Coleman, Executive Vice President of Beard Construction Group, Inc., Amanda Klimaski, Captive Director at Artex Risk Solutions, Inc., and Kevin Lamp, Treasurer & Chief Financial Officer for The Fall River Group, Inc. will feature case studies of real employers who have taken this "two-fer" risk management approach and cover related technical issues/questions.

Duty of Care and Dealing with the "What If" of International Travel

We never know what's around the next corner, particularly when traveling or working abroad. Unforeseen accidents, local laws and medical events can easily become more serious when traveling. Dick Atkins, the leading legal expert who was once referred to as "The Houdini of Fast Escapes from International Prisons" by National Geographic magazine, will discuss the rapid expansion of Duty of Care requirements, from medical and security coverage to the newest area of providing emergency legal assistance for expats and their family members. He will present several incredible case studies and will explain how recoveries can be made on the employee's medical expenses, and for instances where there are serious injuries, how the employee can recover for pain and suffering and disability



as well as how the employer and its stop loss reinsurer can recover their outlay for medical expenses and associated medical travel costs.

Self-Insurance-Captive Insurance Convergence – Business Development Stories from the Front Lines

Not too long ago, self-insurance and captive insurance were viewed as distinct silos, at least from a service provider perspective. But more recently as an increasing number of smaller and mid-sized employers embrace both self-insurance and captive insurance solutions, many of the most successful service providers have learned to play “full-court,” establishing non-traditional strategic partnerships for operational capabilities and/

or mutual referral purposes. During this session, you will hear stories from some of these service providers who have successfully diversified their business development efforts by taking this approach. Audience interaction will be encouraged. Panelists include Adam Forstot, Vice President of Business Development at Artex Risk Solutions, Richard Raup, President & CEO of Business Administrators & Consultants, Inc., John Capasso, President & CEO of Captive Planning Associates, LLC and David Wilson, President of Windsor Strategy Partners.

Politics & Advocacy: The Self-Insurance Political Action Committee (SIPAC)

The Self-Insurance Political Action Committee (SIPAC) is the political arm of SIIA, contributing to candidates for federal office who understand and advance issues of important to our industry. This session will provide a unique perspective into the upcoming 2018 mid-term elections, how SIPAC is helping you stay involved, and how SIIA’s political and policy advocacy is making a difference. Robert Tierney, Board Member, SIIA & Former Chair, SIPAC and President of StarLine and Tom Belding, Chairman of the Self-Insurance Political Action Committee will share their experience on the importance of candidate contributions and SIIA member involvement. Ryan Work, Vice President, Government Relations of SIIA will also share a political update just weeks before key congressional elections and provide useful insights into policy campaigns on self-insured and alternative risk issues. Please contact



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Wrenne Bartlett at wbartlett@siia.org with questions or to check if you are authorized.

Association Health Plans, MEWAs and Stop-Loss Captive Programs – So Many Options, So Much to Know

With new federal regulations attempting to facilitate the formation of self-insured association health plans (AHPs), the resurgence of multiple employer welfare arrangements (MEWAs), and the rapid market growth of stop-loss captive programs, smaller and mid-sized employers have more choices than ever on pooled self-insurance solutions for their health care risks. But with more choices comes more questions and potential confusion. Larry Thompson, Founder of Inventas will moderate this panel discussion that will dissect each of these options, including the pros and cons, and address audience questions. Panelists include William F. Megna, Esq., Attorney, Megna Law Firm, Jim Hoitt, Senior Vice President – Captives Division of Berkley Accident & Health and Philip Healy, Executive Director of AWANE.

Self-Insurance, Captive Insurance & the Emerging Risk Environment for Employers

From on-demand employment & insurance, to marijuana legalization, to the rise in sexual harassment claims, the business and regulatory environment is rapidly changing – and along with it, the potential for related financial liability for employers. A panel of industry experts will discuss what they view as the most significant emerging risks for employers and the potential role of self-insurance/captive insurance solutions to mitigate these risks. Panelist include Kimble Coaker, CEO of the Alabama Trucking Association Workers' Comp Fund, Steven

Keshner, Senior Vice President & Chief Actuary for Spring Consulting Group and Steve Kinion, Director of Captive Insurance for the Delaware Insurance Department.

After the conference program concludes, join us for the SIIA National Conference Party on September 25th (7:00 PM - 10:00 PM) as we head to one of the most unique entertainment areas in Austin.... historic Rainey Street! Located just a short distance from the Marriott, Rainey Street features 1930's-era bungalows that have been renovated into casual bars with front porches, backyards and picnic tables. We'll experience local foods, local music and a local vibe. Leave your attitude at home and "Get Local"! The SIIA National Conference party never disappoints, and you will not want to miss out on this event so make your travel plans accordingly!

More information on the 38th National Educational Conference and Expo, including registration, can be found at www.siia.org. ■

