

# SOFE

Society of  
Financial Examiners



***A Tradition  
of Excellence  
in Examination***

Development Seminar

2007 Annual

**July 29–August 1, 2007**

**Marriott Crystal Gateway  
Arlington, VA**

## Learning Objectives

Through lectures, roundtable discussions, and interactive formats, participants in the Society of Financial Examiners' 2007 Career Development Seminar will learn of the latest developments, current issues and new solutions in the areas of regulation of banks, insurance companies, and credit unions. Issues will include the risk-focused examination procedures, fraud detection, IT development, latest legislation, auditing, and current challenges facing the industry.

## SOFE Pins

If you wear your SOFE pin to the 2007 CDS, your name will be entered into a drawing and there will be 10 chances to win a gift. You received a SOFE pin upon joining the Society as either a General Member or Associate Member and then upon receiving your AFE and CFE designations. If you cannot locate your pin, we will be selling them at the registration desk for \$5 each. And once you have this shiny, new pin, you can proudly wear it all the time.

## Course Level

This course is offered for Intermediate and Advanced Financial Examiners. No advanced preparation or prerequisites are necessary, as this course will provide group-live delivery of updates and overviews of knowledge to which examiners are already exposed.

Total number of CRE hours: **25**

Total number of CPE hours available: **87**

### FIELDS OF STUDY OFFERED:

Auditing **32**

Computer Science **23**

Regulatory Ethics **1**

Specialized Knowledge **31**

## AFE/CFE Examinations Will Be Available

SOFE is offering the AFE/CFE Examinations at CDS on Wednesday, August 1 from 8:00 am to 12:00 noon. You must register for the July test period by the June 22<sup>nd</sup> deadline. The cost of the examinations will remain the same. SOFE will provide a room in which to take the examination, internet access and a proctor. If you are planning to take advantage of this option, please let us know as soon as possible (*even though you cannot actually register until June*) by checking the appropriate box on the Registration Form on page 7, so that we can plan the room needs accordingly. If you have any questions, please contact **Jeanne Lachapelle** at [jeanne@sofe.org](mailto:jeanne@sofe.org) or 800-787-7633.



The Society's Career Development Seminar is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have

final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be addressed to the National Registry of CPE Sponsors, 150 Fourth Ave. North, Suite 700, Nashville, TN 37219-2417. Website: [www.nasba.org](http://www.nasba.org).



## Hotel Reservations: Marriott Crystal Gateway

1700 Jefferson Davis Highway  
Arlington, VA 22202  
(Minutes from downtown Washington, DC)

The hotel room rates are

- Single - \$139/night
- Double - \$159/night
- Triple - \$179/night
- Quad - \$199/night

Local taxes are 10.25%, but are always subject to change. The phone number to make your reservations is either 800-228-9290 or 703-920-3230. Tell them you are with the Society of Financial Examiners. Please be advised that the Marriott's corporate policy is to charge your credit card with a one-night guarantee. This is fully refundable if the room is cancelled seven (7) days prior to the date of arrival.

While the hotel cut-off date is **June 29**, we encourage you to make your reservations as soon as possible to ensure that you are not barred from the room block. Once our room block is gone, the rates will go up significantly. If you make your reservations early, it will give us more leeway in managing the room block and adding additional rooms, if necessary, or dropping unneeded rooms so we are not charged for them.

## Dress

The dress for this conference will be business casual.

The hotel has informed SOFE that they usually keep the hotel very cool during the summer months. It is recommended that the participants dress in layers with jackets and sweaters available to adjust to cooler classrooms.

## First-Time Attendee Special Registration Rate

There is a special rate for firms/departments that send two or more first-time attendees to CDS. If the firm/department sends two or more first-time attendees to the 2007 CDS, each attendee will receive a 50% discount on the applicable registration fee, whether they are a SOFE member or not. To register for this rate, please complete the appropriate box on the registration form and attach a list of the names of the other attendees from your firm/department that qualifies you for this discounted rate. Or alternatively, all of the applications may be submitted at one time.

Also, note that all First-Time Attendees are invited to attend the State Chair/First-Time Attendee Social on Saturday, July 28 from 7- 9 pm. If you will be attending this function, please check the box on the Registration Form for the event.

## Spouse/Guest/Youth Hospitality Registration

SOFE is pleased to offer a Hospitality Suite to the spouses, guests and youths of our attendees. The Hospitality Registration fee is \$125 per person if postmarked by 6/23 and \$175 per person if postmarked on or after 6/23. The following benefits are offered to Hospitality Registrants:

- Access to the hospitality suite where spouse/guest/youth gather for networking, catching up with old friends, and making new ones
- A place to relax and unwind or meet with friends to venture out to see the sights of DC
- A continental breakfast on Monday, Tuesday, and Wednesday in the hospitality suite
- Sunday night social including:
  - ✓ Transportation from the Marriott Gateway Hotel to the event at Union Station
  - ✓ Heavy hors d'oeuvres and host beer and wine bar
  - ✓ Entertainment for the evening
  - ✓ Transportation and tour of DC

Please note that spouse/guest/youth registrations do not include breakfasts, lunches or coffee breaks with the conference participants. You may take advantage of the option to join the conference participants for these functions by registering for each of the individual functions you wish to attend on the registration form.

### What does Registration Include?

The registration fee for Members, Non-Members, Retired Members and First-Time Attendees are listed on the Registration Form on page 7. The fee for these categories includes the Sunday Social, seminar sessions, Monday lunch, Tuesday lunch, 3 breakfasts and all coffee breaks.

The registration fee for Spouse/Guest/Youth includes only the Sunday Social and the Hospitality Suite (*see the previous section for details on those benefits*). It does not include any of the meals offered to the attendees such as the breakfasts, lunches and coffee breaks. If you want to join the attendees for any of these meal functions, you must purchase these individually on the Registration Form on page 7 in the top right corner.



## SOFE is Rolling Into DC...

Join us on Sunday, **July 29** as SOFE will be celebrating our history of excellence in the city with the most history. We will be making tracks to Union Station. Our Sunday Social will be held in the historical Union Station American Restaurant which is located on three floors and overlooks all the hustle and bustle of Union Station. Union Station was completed in 1908 and is considered to be one of the finest examples of the Beaux-Arts style of architecture. At the time it was built, the Station covered more ground than any other building in the United States and was the largest train station in the world. For over 90 years, Union Station has welcomed people to the most important city in the world. This magnificent building has even played host to 17 Presidents and countless foreign dignitaries. However, what may be most impressive is the fact that Union Station's marble floors echo with the footsteps of over 29 million people each year, making it the most visited site in all of Washington, DC.

Brush up on your American trivia. You never know when it might pay off (*not in a pay off bribe sort of way - well you know what we mean*). We will feature heavy hors d'oeuvres and a wine/beer bar. Bring your cameras. You just never know who you might encounter.

Union Station offers exciting and dynamic shopping options. The quality and diversity of its stores have made it the choice of Presidents as well as millions of busy commuters and wide-eyed tourists each year. There are two levels of concourses, each lined with stores whose names you're sure to recognize. You will find specialty boutiques, fashion and gift stores, and other shops offering Washington souvenirs and much, much more. Arrive early and enjoy all that Union Station has to offer.

On our return, we will enjoy DC After Dark. We will have a tour of the sites on the way back to the Marriott by the lights of DC. Touring DC after dark is an exciting and special way to see the sights.



Please note that the American restaurant is located on three floors and does not have an elevator. We will offer all items served on each of the floors. You will be able to enjoy all the evening offers whether on the lobby level or the top floor of this magnificent facility.

# Society of Financial Examiners

## 2007 Career Development Seminar

### SATURDAY, JULY 28, 2007

12:00 n – 6:00 pm     *Registration Desk Open*

1:00 – 3:00 pm         *Committee Meetings*

3:00 – 6:00 pm         *Executive Committee Meeting*

7:00 – 9:00 pm         *State Chair/First-Time Attendee Social*  
*Sponsored by Stroock & Stroock & Levan LLP and Eide Bailly LLP*

### SUNDAY, JULY 29, 2007

8:00 am – 5:00 pm     *Registration Desk Open*

8:30 – 12:00 pm       *Board of Governors Meeting*  
*Sponsored by Eide Bailly LLP*

12:30 – 5:00 pm       *Spouse & Guest Hospitality Suite*  
*Sponsored by Noble Consulting Services, Inc.*

1:00 – 1:30 pm         **GENERAL SESSION**  
 Welcome & Opening Comments  
 Donald A. Crawley, CFE, CPA  
 Vice President of CDS  
*Maryland Insurance Administration*  
 Stephen Szypula, CFE  
 President of SOFE  
*Florida Department of Insurance*  
 Thomas E. Hampton, Commissioner,  
*DC Dept. of Ins., Securities, and Banking*

1:30 – 3:00 pm         **A1–Ethics**  
 Marsha Egan, CPCU, PCC, ICF  
*Certified Life Coach*

3:00 – 3:30 pm         *Break*

3:30 – 5:00 pm         **A2–Testimony of Companies Avoiding Insolvency**  
 David Ficca, *Baltimore Life Insurance Co.*  
 Mark Singleton, *Union Labor Life Ins. Co.*

6:00 – 11:00 pm       *Sunday Social*  
*Sponsored by Eide Bailly LLP and Bingham McCutchen*

### MONDAY, JULY 30, 2007

7:00 am – 5:00 pm     *Registration Desk Open*

7:15 – 8:15 am         **BREAKFAST ROUNDTABLES**  
*Sponsored by AEGON Insurance Group*

#### **B1–2007 Changes to the Financial Conditioners Handbook**

Sherry Shull, *NAIC*  
 Sherry Flippo, *NAIC*

#### **B2–TBD**

William C. Harrington, CFE, CPA  
*Ohio Department of Insurance*

#### **B3–New Tricks for ACL**

Jenny Jeffers, CISA, AES  
*Jennan Enterprises*  
 Brian Dunn, CFE, *INS Consultants*  
 Frances Stuart, *NAIC*  
 Darin Benck, CFE, CPA, *RSM McGladrey*

8:00 am – 5:00 pm     *Spouse & Guest Hospitality Suite*  
*Sponsored by Noble Consulting Services, Inc.*

8:30 – 10:00 am

**BREAKOUT SESSIONS**  
**B4–Finding Fraud in Examination**  
 Michael O. Lyon

**B5–21<sup>st</sup> Century Risk Surveillance Documentation**  
 George Lentini, CISA, *INS Services*

**B6 –IT Asset & Information Security–Key Elements in Regulatory Compliance**   
 Frank Mascarenhas, *eCompliantz, Inc.*

**B7 –Financial Analysis for Beginners**   
 Les Hatley, *Invotex Group*

**B8–SAP Updates**  
 Robin Marcotte, CFE, CPA, ARe, *NAIC*

10:00 – 10:30 am

*Break*

10:30 – 12:00 pm


**BREAKOUT SESSIONS**  
**B9–Risk Transfer in P&C Reinsurance Contracts**  
 Charles Letourneau, FCAS, MAAA  
*American Actuarial Consulting Group*  
 Joseph W. Pitts, FCAS, MAAA  
*American Actuarial Consulting Group, LLC*

**B10–Risk Focused Concepts for Small Companies**  
 Patrick Tracy, AFE, *RSM McGladrey*  
 Craig Moore, CFE, CPA, *RSM McGladrey*

 – Qualifies as IT continuing education for the AES Designation.


 – Basic Track for examiners.

**B11–Computer Forensics: Case Examples**   
Scott Green, *Great Scott Enterprises, Inc.*

**B12–Reinsurance–The Basics**   
Joseph Fritsch, *New York Insurance*

**B13–Investments-The Limits of Imagination**  
Mano Govindaraj, CPA, CISA, CIA, OCP  
*Audit & Business Services, Inc.*  
Jim Holland, CFE, CIE  
*James Holland and Associates*

12:00 pm – 1:15 pm Luncheon and Annual Business Meeting  
*Sponsored by INS Regulatory Insurance Services, Inc. (InsRis)*

1:30 – 3:00 pm GENERAL SESSION  
**B14–Deep Sea Phishing: Get Ready–Online Credit Card and Identity Theft are Going to the Next Level**   
Michael Sutton, *S.P.I. Dynamics Inc.*

3:00 – 3:30 pm Break

3:30 – 5:00 pm BREAKOUT SESSIONS  
**B15–L&H Actuarial Review**  
Edward Robbins, *Smart & Assoc., LLP*

**B16–Risk Assessment Case Study on Underwriting Cycle**  
Sherry Flippo, *NAIC*  
Eric Dercher, *NAIC*

**B17–Information Security – Training & Certification Overview**   
Taiye Lambo, *eFortresses, Inc.*

**B18–Injured Worker Business–What Risks to Be Aware Of**   
Tom Phelan, *Injured Workers Ins. Fund*

**B19–Interviewing for Risk Surveillance**  
John Hall, *John Hall Consulting/INS Regulatory Insurance, Inc.*

## TUESDAY, JULY 31, 2007


7:00 am – 5:00 pm Registration Desk Open

7:15 – 8:15 am BREAKFAST ROUNDTABLES  
*Sponsored by Johnson Lambert & Co.*

**C1–Accreditation Update**  
Julie Glaszczak, *NAIC*  
Jeff Loomis, *NAIC*

**C2–21<sup>st</sup> Century Risk Surveillance Documentation Q&A**  
Claude Granese, *????, INS Services*  
George Lentini, *CISA, INS Services*

**C3–Computer Forensics: Theory and Potential...is it Science or Art?**   
Scott Green, *Great Scott Enterprises, Inc.*


**C4–ACL for Beginners**   
Frances Stuart, *NAIC*


8:00 am – 5:00 pm Spouse & Guest Hospitality Suite  
*Sponsored by Noble Consulting Services, Inc.*

8:30 – 10:00 am BREAKOUT SESSIONS  
**C5–Financial Restructuring Tools for Troubled Insurers**  
Douglas A. Hartz, MBA, JD, CIR-ML  
*Bingham McCutchen*

**C6–Casualty Actuarial Task Force’s Suggestions**  
Donald Carbone, CFE, CIE, ARe, AIAF, ARC, *INS Regulatory Insurance Services*  
Ken Weine, AIR, *JVP Partners*


**C7–Web App Hacking 101: Is Your Website an Open Door for Hackers?**   
Michael Sutton, *S.P.I. Dynamics, Inc.*

**C8–Understanding the P&C Business**   
TBD, *RSM McGladrey*

**C9–Introduction to Regulating of Solvency for Beginning Examiners–Financial Regulatory System**   
David Vacca, *NAIC*  
Sherry Flippo, *NAIC*  
Julie Glaszczak, *NAIC*  
Jeff Loomis, *NAIC*

10:00 – 10:30 am Break

10:30 – 12:00 pm BREAKOUT SESSIONS  
**C10–Commissioner’s Panel–Hot Issues Facing Insurance**  
Thomas E. Hampton, Commissioner  
*DC Dept. of Ins., Securities and Banking*  
Alfred W. Gross, Commissioner  
*Virginia Bureau of Insurance*

**C11–Integrating the IT Review on Risk Surveillance**   
LeAnn Creevy, *RSM McGladrey*  
Adam Sarote, *RSM McGladrey*  
Craig Moore, CFA, CPA, *RSM McGladrey*

**C12–XBRL Statutory Taxonomy for the Beginning Financial Pages for the Life and Property Statements**   
Gary Wicklund, *Capricorn Research*

 – Qualifies as IT continuing education for the AES Designation.

 – Basic Track for examiners.

**C13–Captive Insurance–The Basics** 🎓

Judy Nako, CFE, CPA  
*Hawaii Insurance Department*  
 Derick White, CFE  
*Vermont Insurance Department*  
 Sandra Bigglestone, CFE, CPA  
*Vermont Insurance Department*

12:00 n – 1:15 pm Luncheon  
*Sponsored by Invotex Group*

12:00 n – 1:15 pm State Chair Luncheon & Business Meeting  
*Sponsored by RSM McGladrey*

1:30 – 3:00 pm GENERAL SESSION  
**C14–Fraud**  
 John Hall, *John Hall Consulting/*  
*INS Regulatory Insurance, Inc.*

3:00 – 3:30 pm Break

3:30 – 5:00 pm BREAKOUT SESSIONS  
**C15–The Role of the CPA for Insurers**  
 Jim Murphy, *Johnson Lambert & Company*

**C16–The Supervisory Plan–Communication of Examination Results**

Patrick Tracy, AFE, *RSM McGladrey*  
 Annette Knief, CPA, *RSM McGladrey*

**C17–180/360 Degree ISQ (A View You Should Consider)** 📄  
 Brad Myers, CISSP, CISA, CISM, PMP  
*Noble Consulting Services*

**C18–Corporate Governance–Exhibit M**  
 Mike Kogut, CPA, *INS Regulatory Ins. Svcs.*  
 Bob Rodack, CFE, *INS Regulatory Ins. Svcs.*  
 Bill Harrington, CFE, *Ohio Dept. of Insurance*

**C19–Assessing Risk**  
 James A. Goldsmith, CFE, CIA, CISA, *VALIC*

## WEDNESDAY, AUGUST 1, 2007

7:00 am – 1:00 pm *Registration Desk Open*

7:15 – 8:15 am BREAKFAST ROUNDTABLES  
*Sponsored by Westmonte & Associates, Inc.*

**D1–Considerations of Companies in Runoff, Receivership and Guaranty Funds**  
 David Vacca, *NAIC*

**D2–OPEN**  
 TBD

**D3–Computer Forensics: Hardware and Software tools/Show and Tell** 📄  
 Scott Green, *Great Scott Enterprises, Inc.*

**D4–Investment Basics** 🎓  
 Alex Hart, *Maryland Insurance Admin.*

8:00 am – 12:00 n Spouse & Guest Hospitality Suite  
*Sponsored by Noble Consulting Services, Inc.*

AFE/CFE TESTING AVAILABLE -  
**See information on page 2.**

8:30 – 10:00 am BREAKOUT SESSIONS  
**D5–REO Proposal–New Federal Bill on Non-Admitted Surplus Line Carriers**  
 Donald Carbone, CFE, CIE, ARe, AIAF, ARC, *INS Regulatory Insurance Services*  
 Joseph Fritsch, *New York Insurance Dept.*  
**D6–Lessons Learned–Risk Assessment**  
 Tom Finnell, *Invotex Group*

**D7–Exhibit C in a Risk Surveillance World** 📄  
 Claude Granese, *INS Services*  
 George Lentini, CISA, *INS Services*

**D8–Understanding the L&H Business** 🎓  
 TBD, *RSM McGladrey*

10:00 – 10:30 am Break

10:30 – 12:00 pm BREAKOUT SESSIONS  
**D9–Derivatives–Basic Concepts** 🎓  
 Joe Prakash, *NAIC*

**D10–Risk Assessment–How It Developed and What to Do Now**  
 David DelBiondo, CPA  
*Pennsylvania Insurance Department*

**D11–Information InSecurity** 📄  
 Taiye Lambo, CISSP, CISA, HISP, BS7799 Auditor, *eFortresses, Inc.*

**D12–Mutual Insurers–The Challenges They Face**  
 Will Fowler, *The Cumberland Ins. Group*

**D13–Teammate Training** 📄  
 Marlin D. Kroenke, CFE, CPA, CISA, AES  
*Kansas Insurance Department*

12:00 n – 3:00 pm Board of Governors Meeting  
*Sponsored by Noble Consulting Services, Inc.*  
 If you are running for the Board, please make your travel arrangements to allow attendance at this meeting.

3:00 – 5:00 pm Executive Committee Meeting

📄 – Qualifies as IT continuing education for the AES Designation.

🎓 – Basic Track for examiners.

# Registration Form

## Society of Financial Examiners (SOFE)

2007 Annual Career Development Seminar  
Sunday–Wednesday, July 29–Aug. 1, 2007  
Marriott Crystal Gateway, Arlington, VA

Please complete both sides of this registration form and return with check payable to:

**SOFE**  
174 Grace Blvd.,  
Altamonte Springs, FL 32714  
Phone: (800) 787-7633  
Fax: (407) 682-3175  
Fed Tax ID # 23-7327434

Spouse/guest(s) meal options. Please check the boxes & circle the days that you want to attend.

- Breakfast Roundtable \$27/ea M, T, W
- Luncheons \$40/ea M & T
- Breaks (each day) \$10 M & T
- Breaks (each day) \$ 5 Sun. & W

Please type or print:

Name: \_\_\_\_\_

Designation (s): \_\_\_\_\_ First name and state for badge: \_\_\_\_\_

Agency name or company: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

City / State / Zip: \_\_\_\_\_

Telephone: (\_\_\_\_\_) \_\_\_\_\_ Daytime Phone: (\_\_\_\_\_) \_\_\_\_\_

Email: \_\_\_\_\_

Spouse / Guest's name – if attending: \_\_\_\_\_

Youth's name (s) and age (s) – if attending: \_\_\_\_\_

Credit Card No.: \_\_\_\_\_ Exp. Date: \_\_\_\_\_

Signature: \_\_\_\_\_

In an effort to be socially conscience, to contain cost, to ensure that SOFE is able to maintain registration fees, and provide the most accurate count to the hotel for our meal functions, please advise us which of the following functions you plan to attend:

- Saturday, July 28, State Chair/First-Time Attendee Social
- Sunday, July 29, Night Social
- Monday, July 30, Annual Business Luncheon
- Tuesday, July 31, General Luncheon OR
- State Chair Luncheon representing the state of \_\_\_\_\_

Please indicate your session attendance preference on reverse.  
For the latest schedule of 2007 CDS events, including general sessions, on-line registration form, please refer to SOFE's website, [www.sofe.org](http://www.sofe.org).

Please indicate if any of the persons registering need any of the following special considerations:

Name of person: \_\_\_\_\_

- hearing impaired (H)
- speech or language impairment (S)
- difficulty walking distances (D)
- other disability (describe) (X)
- wheelchair accessibility (W)
- visually impaired (V)
- learning disabled (L)

How can we best accommodate your needs? \_\_\_\_\_

You will be contacted to confirm the auxiliary aid or services to be provided. Every reasonable effort will be made to accommodate special needs.

- Please send me information on joining SOFE.
- I will take an AFE/CFE Examination on Wednesday, August 1, at CDS. You **MUST** register for the test as usual on the website at [www.sofe.org](http://www.sofe.org). Please list **Don Crawley** as your proctor and we will know you are taking it at CDS.

### Circle applicable fees:

	Postmarked before 6/23	Postmarked after 6/23
Members of SOFE *	\$ 410	\$ 460
Non-members Examiners*	\$ 515	\$ 565
Retired Members *	\$ 270	\$ 320
Spouse/Guest/Youth	\$ 125	\$ 175

*(See page 3 for complete explanation of items included in the Spouse/Guest/Youth registration options.)*

**First-Time Attendee**  \$ \_\_\_\_\_

50% off Applicable Rate Applies; See attached information with qualifying names.

**Note:** Registration fee is subject to forfeiture if SOFE is notified of a cancel-lation less than fifteen (15) days prior to the meeting date. A \$50 administration charge will be applied to all cancellations after July 11. Please fax or e-mail SOFE for all cancel-lation/substitutions. For more information regarding administrative policies such as complaints and refunds, please contact **Paula Keyes**, Executive Director, at 800-787-7633. All complaints will be addressed within 14 days of receipt.

**You must return both sides of this form to be registered.**

# 2007 CAREER DEVELOPMENT SEMINAR

Society of Financial Examiners (SOFE)  
Sunday–Wednesday, July 29 – August 1, 2007  
Marriott Crystal Gateway, Arlington, VA

Please select the breakout sessions of your choice listed below.

## SUNDAY, JULY 29

### 1:30-3:00 pm General Sessions:


- A1–Ethics

### 3:30–5:00 pm



- A2–Testimony of Companies Avoiding Insolvency

## MONDAY, JULY 30



### 7:15–8:15 am Breakfast Roundtables:

- B1–2007 Changes to the Financial Conditioners Handbook
- B2–TBD
- B3–New Tricks for ACL 


### 8:30–10:00 am Breakout Sessions:

- B4–Finding Fraud in Examination
- B5–21<sup>st</sup> Century Risk Surveillance Documentation
- B6–IT Asset & Information Security – Key Elements in Regulatory Compliance 
- B7–Financial Analysis for Beginners 
- B8–SAP Updates



### 10:30–12:00 pm

- B9–Risk Transfer in P&C Reinsurance Contracts
- B10–Risk Focused Concepts for Small Companies
- B11–Computer Forensics: Case Examples 
- B12–Reinsurance – The Basics 
- B13–Investments – The Limits of Imagination

### 1:30–3:00 pm General Session



- B14–Deep Sea Phishing: Get Ready – Online Credit Card and Identity Theft are Going to the Next Level 

### 3:30–5:00 pm Breakout Sessions




- B15–L&H Actuarial Review
- B16–Risk Assessment Case Study on Underwriting Cycle
- B17–Information Security – Training & Certification Overview 
- B18–Injured Worker Business – What Risks to Be Aware Of 
- B19–Interviewing for Risk Surveillance

## TUESDAY, JULY 31



### 7:15–8:15 am Breakfast Roundtables:

- C1–Accreditation Update
- C2–21<sup>st</sup> Century Risk Surveillance Documentation Q&A
- C3–Computer Forensics: Theory & Potential...is it Science or Art? 
- C4–ACL for Beginners 

### 8:30–10:00 am Breakout Sessions:

- C5–Financial Restructuring Tools for Troubled Insurers
- C6–Casualty Actuarial Task Force’s Suggestions
- C7–Web App Hacking 101: Is Your Website an Open Door for Hackers? 
- C8–Understanding the P&C Business 
- C9–Introduction to Regulating of Solvency for Beginning Examiners – Financial Regulatory System 


### 10:30–12:00 pm

- C10–Commissioners Panel–Hot Issues Facing Insurance
- C11–Integrating the IT Review on Risk Surveillance 
- C12–XBRL Statutory Taxonomy for the Beginning Financial Pages for the Life and Property Statements 
- C13–Captive Insurance – The Basics 

### 1:30–3:00 pm General Session



- C14–Fraud

### 3:30–5:00 pm



- C15–The Role of the CPA for Insurers
- C16–The Supervisory Plan – Communication of Examination Results
- C17–180/360 Degree ISQ (A View You Should Consider) 
- C18–Corporate Governance – Exhibit M
- C19–Assessing Risk

## WEDNESDAY, AUGUST 1




### 7:15–8:15 am Breakfast Roundtables:

- D1–Considerations of Companies in Runoff, Receivership and Guaranty Funds
- D2–TBD
- D3–Computer Forensics: Hardware & Software tools/Show & Tell 
- D4–Investment Basics 

### 8:30–10:00 am Breakout Sessions:

- D5–REO Proposal – New Federal Bill on Non-Admitted Surplus Line Carriers
- D6–Lessons Learned – Risk Assessment
- D7–Exhibit C in a Risk Surveillance World 
- D8–Understanding the L&H Business 

### 10:30–12:00 pm

- D9–Derivatives – Basic Concepts 
- D10–Risk Assessment – How It Developed and What to Do Now
- D11–Information InSecurity 
- D12–Mutual Insurers – The Challenges They Face
- D13–Teammate Training 

*Tear out when complete.*

 – Qualifies as IT continuing education for the AES Designation.

 – Basic Track for examiners.





## SOFE 3<sup>rd</sup> Annual CDS Post Conference Trip Washington, DC • August 1–3, 2007

### SOFE Members Becoming Washington Insiders...

Make plans to join us after the CDS for an exciting, activity packed, insider's look to Washington D.C. The Post Conference Activity needs you! We will begin the celebration campaign on Wednesday evening, August 1, as we set sail on the Historic Potomac River with a cruise that will include a fabulous all-you-can-eat dinner, live music, dancing, and sight-seeing. You are encouraged to participate in this event even if you will be flying out on Thursday. We will take all ages for this spectacular fun-filled evening.

On Thursday, August 2 and Friday, August 3, be prepared to get an insider's view into the Nation's Capital. Take the "Executive" tour that may include a White House visit based upon security clearance. If your party affiliation precludes you from enjoying this tour, a "Legislative" tour may be your cup of tea with a behind-the-scenes look into the Capital Building if we are able to lobby our way in with proper sign-up and security clearance for this unprecedented access. The tour guides will be monitoring the polls to determine the campaign course to take, so make sure you make your voices heard on the direction you want. The museums, memorials, and monuments are all on the ballots for you to choose. If you are an Independent, you may be able to convince the undecided to follow you in your campaign.

You must be registered to participate for whichever event you decide to attend. Please note that you do not need to do both events and can choose to select the Cruise and/or tours separately.

### Cost:

Cost for the Post Conference Trip is \$100. Price includes food, music, dancing, and scenery.  
 Reservation Deadline and Final Payment Due: **July 2, 2007\***  
 \*Reservations after that date are on a space available basis.  
 Please fill out the form (pg. 10) to attend this exciting event.  
 Cost for the D.C. tour is Free (except as noted below) with sign-up.

### Food & Transportation:

Food is on your own. (Eat what you want when you want. What could be better?)

Transportation is on your own. The majority of time will be using your feet (wear comfortable shoes) with additional travel using the subway (minimal cost each day).

### Accommodations:

Accommodations should be made quickly as the room blocks are filling up fast at the negotiated SOFE rates. Don't wait to reserve the rooms!

Please fill out the "Tour" form (pg. 10) to accompany our knowledgeable tour guides. You may be contacted to provide additional information for possible security clearance if the White House and Capital Building access is granted.

(Continued on next page)

**SOFE Group  
Washington, DC  
August 1-3, 2007**

**\*Complete this form by July 2 and fax it to SOFE (407) 682-3175.**

**Sample Tour Guide on the ballot:**

- 8:00am Meet in the hotel lobby (Eat breakfast before arriving)
- 8:15am Take subway to first stop (follow your leader)
- 8:30am Arrive at White House (Day 2 may involve arriving at Capital Building)
- 8:45am Go through metal detectors and watch fellow participants get searched
- 9:00am Tour White House (Day 2 may be Capital Building)
- 11:00am Walk to White House Visitor Center to purchase gifts
- 12:00pm Lunch with group or pick your own favorite spot
- 1:00pm Walk to the Smithsonian Museum and select favorite to tour
- 1:00pm (Day 2 may include Monuments and Memorials)
- 5:30pm Take subway back to hotel.
- 6:30pm Dinner as a group or select your own favorite spot.

**Sign-up Form Potomac CRUISE:**

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Home Address: \_\_\_\_\_

Home Phone #: \_\_\_\_\_ Email Address: \_\_\_\_\_

Cost \$100 x \_\_\_\_\_ = \$ \_\_\_\_\_ Checks, money orders & all major credit cards are accepted. Make all checks payable to SOFE.

For credit card payments, please complete the credit information below or call (800) 787-7633.

Name on Credit Card: \_\_\_\_\_

Credit Card #: \_\_\_\_\_ Expiration Date: \_\_\_\_\_

Billing Address: \_\_\_\_\_

Phone Number: \_\_\_\_\_ Amount to Charge: \$ \_\_\_\_\_

**Sign-up Form D.C. TOUR:**

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Home Address: \_\_\_\_\_

Home Phone #: \_\_\_\_\_ Email Address: \_\_\_\_\_

Cost Free x \_\_\_\_\_ = FREE!

*Tear out when complete.*



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### Future Sites:

**August 3 - 6, 2008, Nashville, TN**  
**Nashville Renaissance**



**July 24 - 29, 2009, Sacramento, CA**  
**Hyatt Regency Sacramento  
and Convention Center**



**August 1 - 4, 2010, Providence, RI**  
**The Westin Providence**



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**The  
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