

Letter from the ALB Chairperson Allison Firth, President, Aon Risk Specialists

Happy 2005! I am delighted and honored to once again be part of the ALB Board of Directors.

We are a volunteer group of insurance professionals whose role is to educate and inform ALB members of Lloyd's of London operations throughout the year and to encourage new membership and participation with the Association.

The ALB Board is excited about this year's first educational seminar, **Broker Ethics 2005**, held in conjunction with CPCU, Wednesday, February 16, 2005, from 8:30-11:30 am at the Harris Bank 8th Floor Auditorium at 115 S. La-Salle. This timely seminar provides 3 Continuing Education Credits for Illinois licensed brokers and represents a key topic of

discussion in the current marketplace. Speakers will be Don Hurzeler, CPCU President and Zurich North America CEO, Mark Goodman, Partner, Lord, Bissell & Brook LLP and Maryanne Swaim, CPCU, ARM, President of Lloyds Illinois Inc. (LII). If you or someone in your office would like to attend this seminar, please contact Mark Rector at LII at mrector@aif-ill.com or (312) 443-0540. Registration is filling up quickly so please respond soonest if you desire to attend.

Speaking of exciting events in 2005, we are delighted that Maryanne Swaim has been named President of LII. With over thirty years in the insurance business, Maryanne will provide key insight and information on Lloyd's

of London operations and updated changes in the London marketplace to the Board and its members. On behalf of the ALB, we congratulate Maryanne and look forward to working with her and the LII staff in 2005!

Please feel free to contact any of the Association of Lloyd's Brokers Board of Directors with any inquiries on ALB membership or upcoming events.

I look forward to seeing and meeting many of you throughout the 2005 term! Thank you.

Allison Firth
ALB Chairperson
President, Aon Risk Specialists
(312) 442-4190
allison_firth@ars.aon.com

Inside this Issue

Letter from the President of LII	2
Insurance Associates	3
New Faces at LII	4
LII Success Story!	4
R. Dean Conlin Fêted by ALB Board	5
Allison Firth Runs for Charity	5

Extras!

- ALB Board Directory
- ALB Membership
- IA Information
- LII Organizational Chart
- **Broker Ethics 2005 Seminar**

Contract Certainty: Proposed Industry Policy Processing Improvements

From *The Reform Newsletter*, Issue 1, September 2004

Proposals to achieve the important goal of contract certainty at inception have been published by a cross-market working group at Lloyd's, and the group's recommendations are now out for market consultation.

The working group proposes that to deliver certainty at inception, with a single evidence of coverage, participants will need to take specific actions. These are:

- A draft policy document containing the full terms and conditions of the coverage including the working and any clauses will be prepared, typically by the broker. (*Continued on page 5*)

From the President of Lloyd's Illinois, Inc. Maryanne Swaim, CPCU, ARM

Hello everyone, and welcome to 2005! It has been three exciting months since I joined LII as President. My previous insurance career of thirty+ years was as a broker representing varied clients in the insurance marketplace and providing dedicated customer service.

I am honored to be part of Lloyd's, the most long-lived insurance marketplace (317 years and counting) with the best-known insurance facility. Lloyd's Illinois, Inc. (LII), established January 1, 2004, is a compliance, document processing and customer service office for Underwriters at Lloyd's, London. I am focusing on working with the Lloyd's insurance community to comply with Illinois licensing requirements, and to provide clients with timely professional service and documents.

Lloyd's: Constant Originality

Lloyd's is a fascinating marketplace that continues to grow and to evolve. Lloyd's epitomizes "constant originality." and has the creative, intellectual and financial capability to address the risk challenges of the world's largest organizations as well as home town businesses. Lloyd's recently raised £500 Million in capital via

a 20 year bond. These funds are invested in the Central Fund, increasing Lloyd's reserves and financial stability. Lloyd's also enjoyed a ratings increase to A (Excellent) by A.M. Best in 2004.

Lloyd's Leadership

The business leadership of Chairman Lord Peter Levene, and CEO Nick Prettejohn have had an enormous positive impact on the Lloyd's business model and for the worldwide insurance marketplace. Lord Levene has accepted an invitation from the Council of Lloyd's to serve for a second three year term from November 2005 through 2008, signaling the Council's faith in his commitment to progress and focus on delivering strong financial performance.

Lloyd's in Illinois

Lloyd's is poised for continued success and remains active in direct insurance as well as reinsurance worldwide. Here in Illinois, Underwriters at Lloyd's enjoy "special status" as admitted insurers, "Licensed" to do business in the state. Additionally, Lloyd's business can be placed on a Surplus Line basis under certain circumstances. Lloyd's offers a full solution to Brokers and their clients.

Lloyd's has historically been well regarded for creativity and the willingness to insure all manner of risks, from the routine to the extraordinary, as well as enjoying a strong claims payment reputation. I am concentrating on informing the Illinois brokerage community of key Lloyd's issues and working closely with the Underwriters, Syndicates, UK Brokers and US Brokers to timely and correctly deliver proper policy documentation to Lloyd's clients. This is a very important area that requires much improvement.

LII Processing

We at LII are diligently working through our backlog of documents. We are initiating efforts to better inform our UK and US Brokers and Underwriters at Lloyd's about the Illinois Licensed and Surplus Line policy forms and endorsements. LII is working closely with our London colleagues and utilizing technology to provide improved service.

With your help and active involvement, we can jointly achieve the necessary service improvements. (Please see the *LII Success Story!* on page 4.)

(Continued on page 3)



Maryanne Swaim
President
Lloyd's Illinois, Inc.

"I am focusing on working with the Lloyd's insurance community to comply with Illinois licensing requirements, and to provide clients with timely professional service and documents."

Insurance Associates Plans Exciting Year!

As a new year starts, the Insurance Associates (IA) have new and exciting plans.

The Membership Chair, Michael Kohlhasse of A.J. Renner & Associates, is spearheading a membership drive with a newly formed recruitment committee. Mike's committee is comprised of 14 insurance professionals who will work towards expanding membership. To contact Mike, call (312) 276-2114.

In addition to three or four major events this year, the Insurance Associates are planning informal monthly social events at J. Randolph's Bar and Grill at 151 North Michigan Avenue in Chicago, beginning February 10th between 5:30-7:30. Future monthly events will be the second Thursday of every month at the same time and place. Friends and colleagues are welcome to attend this excellent networking opportunity.

Insurance Associates brings together young professionals from all insurance industry disciplines to establish peer networks for increased business opportunities and educational advancement.

For more information on social events, please see the IA brochure in this issue or contact Social Chair Erik Carlsen of Lemme Insurance Group ecarlsen@lemme.com.

“IA brings together young professionals to establish peer networks for increased business opportunities and educational advancement.”

Letter from the President of LII *(from page 2)*

Contract Certainty

You will continue to read about and experience “Contract Certainty.” Lloyd's is now a leader in pressing for verification of Terms and Conditions of coverage prior to policy inception. LII is committed to doing our part to deliver upon this much needed improvement in a critically important area.

LII Information Sheets

I am working closely with the LII staff to prepare easy-to-read, step-by-step guides to help Brokers understand how easy it can be to place business with the Lloyd's marketplace and receive final policy documentation in a timely manner. LII will post this information on a dedicated LII

webpage via the Lloyd's website www.lloyds.com in the spring of 2005.

In January 2005 I traveled to London with Wendy Baker of Lloyd's America to meet with our Lloyd's colleagues and discuss comprehensive service delivery. Wendy leads the Lloyd's North America office operations, including New York, Kentucky, Montreal and St. Thomas.

A Brief History of LII

Lloyd's has been conducting insurance business in Illinois for many years. Underwriters at Lloyd's, London were granted a license in Illinois in 1938 as an admitted, Licensed insurer. (Lloyd's can also write business on a Surplus Line basis in Illinois and

all other US states other than Kentucky.)

LII was formed one year ago, January 1, 2004, to serve as the corporate Illinois Attorney-in-Fact, or business agent, for Underwriters at Lloyd's. Steve Boucher of Lloyd's was the first President, shepherding the establishment of the LII office. Steve returned to a senior position within Lloyd's Worldwide Markets in November 2004 and I succeed him as President. Previously, Lloyd's operations in Illinois were facilitated by leading lawyers of Lord, Bissell & Brook LLP, most recently R. Dean Conlin. Dean and his assistant Meg Waldron have been very actively involved with the Association of Lloyd's Brokers (ALB) during

Dean's tenure as Attorney-in-Fact.

As part of the transition of responsibilities from Lord Bissell & Brook LLP, LII now serves as the sponsor for ALB, providing support for ALB and actively encouraging Illinois Broker participation. LII is proud to help facilitate the first ALB educational seminar of the year, **Broker Ethics 2005**.

We are looking forward to an exciting year of helping ALB provide valuable business benefits to its members.

Maryanne Swaim, CPCU, ARM
President
Lloyd's Illinois, Inc.
(312) 443-0390
msswaim@aif-ill.com

New Faces at Lloyd's Illinois, Inc.



Kathy Fisher joins LII as **Supervisor in charge of Customer Service and Document Processing**. Kathy has had extensive experience with the timely issuance of insuring documents, and created the Certificate of Insurance Issuance Department at Aon Risk Services of Illinois, where she worked from 1994-2001. Kathy is dedicated to streamlining the processing of business at LII and speeding up the delivery of correct and timely policy documents.

Kathy has three children (two boys and a girl) and lives in Downers Grove. In addition to being an avowed workaholic, Kathy enjoys creative writing and cultivating bonsai.



Christina Kollias, Executive Assistant to the President, began her career as an Executive Assistant at Arthur Andersen. She has worked with the Cook County Treasurer's Office as a Human Resource Specialist and as an Export Documentation Assistant for one of the largest steamship lines in the US, Hanjin Shipping, Co., Ltd. Christina graduated from Fox College with a diploma in Administrative Computer Software and an Associate's Degree in Applied Science.

Through her educational ventures, she has gained a detailed background in the legal, secretarial, managerial and computer software programming areas. Christina is thrilled to have the opportunity to use her many and various skills to benefit Lloyds Illinois, Inc.



Mark Rector, Administrative Assistant, worked for Maryanne Swaim at Marsh during the summer of 2004, providing her administrative support, where they quickly established a great working relationship. Maryanne invited Mark to join her at LII in November to serve as her sounding board and "guy Friday." In addition to assisting Maryanne with day-to-day operations, Mark has taken on the tasks of developing LII informational material and web content and serves as liaison for the ALB.

An avid fencer, Mark is the author of three books on European swordsmanship. Mark also enjoys dancing Argentine tango, poker and playing the ukulele.

Lloyd's Illinois, Inc. Success Story!

John Dinges, Lloyd's Illinois, Inc.

LII recently countersigned and issued an Open Market final insuring document only six days after the January 2005 effective date!

The London Broker, Neil Stevens at J. K. Buckenham, proactively emailed the placing slip and the complete wording to LII for review and comments

weeks prior to the effective date.

This early submission of all the necessary risk details was key to prompt issuance of the insuring document. Even though the documentation required amendment to bring it into compliance with Illinois Licensed business requirements, LII was able to

quickly identify these issues to the London Broker and work cooperatively with him since the risk details were submitted to LII prior to inception. This proactive pre-work produced great results and a very happy (and pleasantly surprised) client.

Lloyd's Correspondents are encouraged to contact

their London Brokers and advise them to submit fully claused covernotes or placing slips to LII as early as possible.

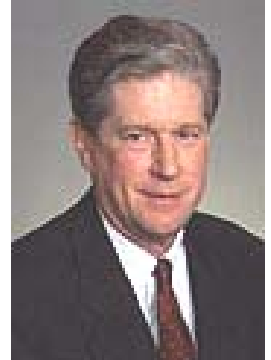
This simple step will facilitate faster release of final documentation.

John Dinges
Lloyd's Illinois, Inc.
(312) 443-0651
jdinges@aif-ill.com

R. Dean Conlin Fêted by the ALB Board

The ALB Board of Directors recognized R. Dean Conlin's exemplary service at a gala dinner on February 7, 2005. Held in the historic Boy's Club room of the prestigious Union League Club, the dinner served to express the Board's deep appreciation for Dean's work in facilitating and advising the ALB as Illinois Attorney-in-Fact for Lloyd's in Illinois during 2002-2004.

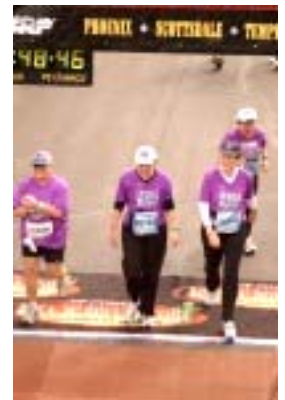
In addition to members of the ALB Board, Richard Dunlap of the Surplus Line Association of Illinois and Lee Ann Ali of Lord, Bissell & Brook LLP also attended the dinner.



Allison Firth Runs for Charity

On January 9, 2005, ALB Chairperson Allison Firth and 30,000 other runners and walkers took over the streets in the Valley of the Sun for the 2nd annual P.F. Chang's Rock 'n' Roll Arizona ½ Marathon. Allison finished in the middle of the pack with an official time of 2 hours and 43 minutes.

Allison ran for the Leukemia and Lymphoma Society, and has raised more than \$15,000 in charitable donations. Although the training was rigorous, Allison said the experience of participating in the half-marathon was terrific, and she's looking forward to her next one!



Update your contact info!

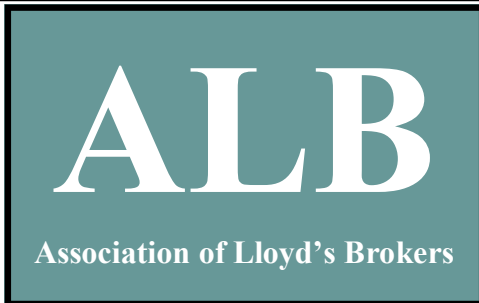
Drop off a business card at the ALB Seminar or email mrector@aif-ill.com

Contract Certainty *(from page 1)*

- Each Managing Agent will be responsible for confirming compliance with the applicable prudential practice requirements. The role to verify compliance may be delegated to the leader or out-sourced to Xchanging, or another suitable service provider.
- Technical checking of the draft policy document by each (re)insurer will be performed prior to writing their line. The signing of the draft policy document will be authorization from the broker to issue the policy to the client.
- **The process will be completed prior to the inception date, wherever possible.**

The group recognized that the proposals will require significant change in business practices by both brokers and underwriters. However, the aim is to have these proposals agreed by Lloyd's and the other parties in order to commence practitioner implementations towards the end of 2005.

The proposal has been developed to offer alternatives to traditional ways of delivering contract certainty. Progress is being driven by the recently-formed Contract Certainty Steering Group, chaired by Kevin Collins of Euclidian, with Steve Hulm as secretary. For further information on the documentation reforms or to obtain a copy of the proposals, please contact: Steve Hulm, LMP Programme Office, steve.hulm@lmpoffice.com or Andy Brookes, Lloyd's, andy.brookes@lloyds.com.



Linking Lloyd's to Illinois

115 S. LaSalle Street, Suite 24500
Chicago, Illinois 60603

Contact

Mark Rector, Lloyd's Illinois, Inc.
mrector@aif-ill.com (312) 443-0540

See our updated website!

www.aolb.org

Editors

Linda Deiss
ldeiss@avreco.com
(312) 294-5475

Maryanne Swaim
mswaim@aif-ill.com
(312) 443-0390

Mark Rector
mrector@aif-ill.com
(312) 443-0540

Link to Lloyd's is published quarterly by the Association of Lloyd's Brokers (ALB). Distributed to all ALB members, this publication is intended to keep members up-to-date on ALB activities and news from London. The views expressed do not necessarily reflect the opinions of Underwriters at Lloyd's, London, the Council or Corporation of Lloyd's.

The Association of Lloyd's Brokers, a professional organization begun in 1946, provides information, education and business contacts to Lloyd's Correspondents in Illinois. The Association, which has a close historic tie to Underwriters at Lloyd's, provides an important and necessary commercial partnership with Lloyd's of London to strengthen the competitiveness of the Lloyd's market and Lloyd's Correspondents for the future.

The Association elects officers and directors at its annual meeting held in November. The Directors meet monthly and members meet at the annual meeting (usually a luncheon with a keynote speaker) and for quarterly seminars which address some of the industry's major issues.

ALB Officers and Directors

Allison Firth, Chairperson

Aon Risk Specialists
allison_firth@ars.aon.com (312) 442-4190

M. Linda Deiss, Vice Chairperson

AVRECO
ldeiss@avreco.com (312) 294-5475

Richard D. Cain, Treasurer

Cain Agencies/Rockwood Company
rcain@cainagency.com (312) 621-2240

James M. Skelton, Jr., Secretary

G.A. Mavon & Company
jims@mavon.com (630) 655-2400 x130

James F. Flood, Aon Risk Services
jim_flood@ars.aon.com (312) 381-4378

Christopher Gaddis, Donald Gaddis Co., Inc., CPA
cgaddis@gaddiscompany.com (312) 853-0071

Gregory Grodecki, Travis-Pederson and Associates
gregg@travped.com (312) 360-9696

J. Brian Murphy, Brokers' Risk Placement Service, Inc.
murphyb@brps.com (312) 930-6131

Kevin Pollard, Heath Insurance Brokers
kpollard@hibi.com (312) 601-9316

Graham D. Southall, BISYS Special Markets
graham.southall@bisys.com (847) 272-2150 x20

Alex E. Wayne, A.J. Wayne & Associates, Inc.
alexwayne@ajwayne.com (773) 328-0500

William Wroblewski, Willis of Illinois, Inc.
william.wroblewski@willis.com (312) 621-6866

ALB Members

Advanced E&S of Illinois, LLP
 A.J. Renner & Associates, Inc.
 A.J. Wayne & Associates, Inc.
 Aon Risk Services, Inc.
 Aon Risk Specialists
 Ausco
 AVRECO, Inc.
 BISYS-Special Markets
 Buschbach Insurance Agency
 Brokers' Risk Placement Service, Inc.
 Burns & Wilcox
 Cain Agencies/Rockwood Company
 Complete Equity Markets, Inc.
 Donald Gaddis & Co., Inc.
 FPRSI Bankers Insurance Service
 Five Star Managers
 G.A. Mavon & Co.

Geo. F. Brown & Sons, Inc.
 Guild Insurance Agency
 Heath Insurance Brokers
 Jack Nebel Companies
 Kelly & Elliott, Ltd.
 Lange & Company
 Marsh USA
 Professional Liability Brokers & Consultants, Inc.
 Professional Underwriters Agency, Inc.
 Pro Financial Services, Inc.
 ProQuest
 Risk Placement Services, Inc.
 Seabury & Smith
 Swett & Crawford of Illinois, Inc.
 Travis-Pedersen & Associates, Inc.
 Willis of Illinois, Inc.

ALB Corporate Members

Lloyd's Illinois, Inc.
 Lord, Bissell & Brook LLP

Surplus Line Association of Illinois
 JMB Insurance Agency

Insurance Associates

Carly Abram
 Lisa Alley
 Vladimir Antos
 Irene Balcazar
 Blue Bettencourt
 John Bogan
 Lorraine Buehler
 Erik Carlsen
 Patrick Carolan
 Matthew Carpenter
 Jennifer Clifford
 Paul Combs
 Jennifer Davis
 Madeline Doherty
 Holly Doyle
 Michelle Fesi
 Katie Hanson
 Trent Iliff
 Megan Kamdar
 Krista Kearney
 Ronald Keller

Andrew Kelly
 Elizabeth Knuth
 Michael Kohlhase
 Christopher Labelle
 Shawn McGurn
 Sarah Musotto
 Evan Myers
 Patrick Nolan
 Nick Nudo
 Nicolle Olson
 Jody Oster
 Carrie Petroff
 Steve Pfeiffer
 Matt Prewitt
 Laura Purcell
 Sarah Rieger
 Kate Roskopf
 Tara Ryan
 Sarah Stephens
 Christian Tietz
 Blake Townsley

Emily Truesdell
 Mark Vandervelde
 Andrea Watkins
 David Wavak
 Alex Wayne
 Frederick Wezeman
 J. Winston Wilcox
 Rob Wilson



MEMBERSHIP APPLICATION

Firm Name _____ Phone _____
Contact Person _____ Fax _____
Address _____ Email _____
City, State Zip _____

Type of Membership: Regular \$600 Corporate \$300 Insurance Associate \$50

Membership Requirements

- **REGULAR** (Voting) Firms which have been approved as Lloyd's Correspondents.
Dues \$600 annually.
- **CORPORATE** (Non-voting) Firms which provide services to the Lloyd's community and brokers.
Dues \$300 annually.
- **INSURANCE ASSOCIATES** (Non-voting individual memberships) Any interested person who would like to network and join the Lloyd's community (no age limit).
Dues \$50 annually.

Benefits of ALB Membership

- No charge to attend Seminars, which provide Illinois Continuing Education Credits.
- Regular/Corporate Members' entire office staff may attend Seminars at no charge.
- Up-to-date information on Lloyd's.
- Networking within the insurance community.
- Member listing by specialization on the ALB website www.aolb.org.

What is the ALB?

The Association of Lloyd's Brokers is a professional organization begun in 1946 that provides information, education and business contacts for Lloyd's Correspondents in Illinois. The Association, which has close, historic ties to Underwriters at Lloyd's and the Corporation of Lloyd's, provides an important and necessary commercial link with Lloyd's to strengthen the competitiveness of the Lloyd's market and Lloyd's Correspondents for the future. The ALB is sponsored by Lloyd's Illinois, Inc.

The Association elects Officers and Directors at its annual meeting held in November. The Directors meet monthly and Members meet at the annual meeting (usually a luncheon with a keynote speaker) and at Educational Seminars which address some of the industry's major issues. The Association also distributes the quarterly newsletter *Link to Lloyd's*, and maintains the website www.aolb.org.

Please make checks payable to the Association of Lloyd's Brokers.

Mail checks to: Association of Lloyd's Brokers
c/o Lloyd's Illinois, Inc.
Attn: Mark Rector
115 S. LaSalle Street, Suite 2450
Chicago, Illinois 60603

If you have questions regarding membership, please contact one of the ALB Board Directors or Mark Rector at mrector@aif-ill.com (312) 443-0540.

Insurance Associates



a division of the
Association of Lloyd's Brokers

KEVIN POLLARD, HEALTH INSURANCE BROKERS
ERIK CARLSEN, LEMME INSURANCE GROUP
MICHELLE FESI, ANCH INSURANCE GROUP
MICHAEL KOHLHASE, AJ RENNER & ASSOCIATES
MATTHEW PREWITT, AJ RENNER & ASSOCIATES

PRESIDENT
SOCIAL CHAIR
COMMUNICATIONS/PR CHAIR
MEMBERSHIP CHAIR
TREASURER



Mission Statement

"The IA brings together young professionals from all insurance industry disciplines to establish peer networks for increased business opportunities and educational advancement."

Benefits of Joining

- Networking
- Seminars offering C.E. Credits
- Business facilitation
- Company Recognition
- Advancement Opportunities
- Casual Environment
- Fun!

Membership in the Insurance Associates provides ample opportunities to foster professional relationships and become integrated in the Chicago insurance marketplace.

Past Insurance Associates Events include Holiday Luncheons, Bowling Nights, Boat Cruises and other outings.

In addition, many Insurance Associates events provide opportunities to obtain continuing education credits.

Join us for happy hour
at

J. Randolph's Bar & Grill
155 N. Michigan Ave.,
the second Thursday of
each month,

to see for yourself:

February 10, 2005

March 10, 2005

April 14, 2005

Check our website for more details:
<http://www.aolb.org/IA.cfm>

For more information contact:

Michael Kohlhase, IA Membership Chair

Vista Insurance Partners of IL

dba AJ Renner & Associates

6 West Hubbard Street, 4th Floor

Chicago, IL 60610

312-755-0084

MKohlhase@vistaprograms.net



Lloyd's Illinois, Inc.

"Protecting and developing Lloyd's business interests in Illinois."

Management / Finance

Maryanne Swaim, CPCU, ARM
President
312/443-0390 (312/578-1010)
mswaim@aif-ill.com

Christina Kollas
Executive Assistant
312/443-0383 (1765)
ckollas@aif-ill.com

Steve Szubert
Manager
312/443-0389 (1765)
sszubert@aif-ill.com

Tom Oberwetter
Assistant Manager, Processing
312/443-0387 (1765)
tobewetter@aif-ill.com

Keith Wenckowski
Assistant Manager, Accounting
312/443-0388 (1765)
kwenckowski@aif-ill.com

Customer Service / Processing

Kathy Fisher
Supervisor, Customer Service & Document Processing
312/443-0399 (1765)
kfisher@aif-ill.com

Binding Authority

Patricia Salazar
Binding Authority/Surplus Lines
312/443-0393 (1765)
psalazar@aif-ill.com

Crystal Smetana
Binding Authority/Surplus Lines
312/443-0384 (1765)
csmetana@aif-ill.com

Stella Ybarra
Binding Authority
312/443-0365 (1765)
sybarra@aif-ill.com

Open Market Liquor & Accounting

Christine Hertl
Open Market
312/443-0391 (1765)
chertl@aif-ill.com

John Dinges
Open Market
312/443-0651 (1765)
jdinges@aif-ill.com

Douglas Thompson
Liquor Liability & Accounting
312/443-0392 (1765)
dthompson@aif-ill.com

Claims & Processing

James Nygaard
Claims
312/443-0385 (1765)
jnygaard@aif-ill.com

Willard Wolfe
Processing & Claims
312/443-0386 (1765)
wwolfe@aif-ill.com

Resources

Mark Rector
Administrative Assistant
312/443-0540 (312/578-1010)
mrector@aif-ill.com

Lloyd's Illinois, Inc.

115 S. LaSalle Street, Suite 2450, Chicago, IL 60603-3901
312/443-0393 (312/443-1765 & 312/578-1010 Fax)

www.lloyds.com

January 2005



Association of Lloyd's Brokers

www.aolb.org

DEADLINE EXTENDED TO TUESDAY, FEBRUARY 15, 2005!

**Association of Lloyd's Brokers
CPCU Chicago Northwest Suburban Chapter and
CPCU Underwriting Interest Section**

Present

Broker Ethics 2005

Wednesday, February 16, 2005

8:30 am _ 11:30 am

Harris Bank, 8th Floor Auditorium

115 S. LaSalle Street, Chicago, Illinois

Speakers **Don Hurzeler, CPCU, CLU**
President CPCU Society
Zurich North America Middle Markets CEO

Mark Goodman
Partner, Lord, Bissell & Brook LLP

Maryanne Swaim, CPCU, ARM
President, Lloyd's Illinois, Inc.

Schedule	8:30 am	Continental Breakfast
	9:00 am	Session Begins
	10:30 am	Panel Discussion
	11:30 am	Session Ends

The Seminar participants will discuss the issues of Broker Ethics, Contingent Commissions and proposed Illinois legislation, and their implications for the Lloyd's Marketplace.

ALB Members **FREE**

Non-Members **\$30.00**

Three hours of Illinois Continuing Education Credit will be awarded to all Licensed Illinois Producers.



Association of Lloyd's Brokers

www.aolb.org

Association of Lloyd's Brokers Seminar Registration Form

Broker Ethics

Wednesday, February 16, 2005
8:30 am _ 11:30 am
Harris Bank, 8th Floor Auditorium
115 S. LaSalle Street, Chicago, Illinois

The following people will attend the **Broker Ethics** Seminar:

Name of Firm

Names of Individuals Attending	Email Address	Please ✓ if member of CPCU

There is no charge for ALB members.

Non-Members please enclose a check in the amount of \$30.00 made payable to the Association of Lloyd's Brokers for attendance at the seminar.

Please Email, Fax or Mail your Registration Form to:

Association of Lloyd's Brokers

c/o Mark Rector
Lloyd's Illinois, Inc.
115 S. LaSalle Street, Suite 2450
Chicago, Illinois 60603-3901

mrector@aif-ill.com
(312) 443-1765 (fax)
(312) 443-0540 (phone)

Please return your Registration Form by Tuesday, February 15, 2005.

**Association of Lloyd's Brokers
CPCU Chicago Northwest Suburban Chapter and
CPCU Underwriting Interest Section**

Present

Broker Ethics 2005

Wednesday, February 16, 2005
Harris Bank, 8th Floor Auditorium
115 S. LaSalle Street, Chicago, Illinois

Biographies of Speakers

Don Hurzeler, CPCU, CLU

President, CPCU
Zurich North America Middle Markets CEO

Donald Hurzeler, CPCU, CLU, is the CEO and President of Zurich Middle Markets in Schaumburg, Illinois. Prior to joining Zurich, he was First Vice President for Reliance National Insurance in New York City. For the first 27 years of his career, Mr. Hurzeler was with Allstate Insurance and their commercial company, Northbrook Property and Casualty.

In addition to holding both the CPCU and CLU designations, Mr. Hurzeler has a B.A. degree in Business Administration/Economics and an A.A. Degree in Property and Casualty Insurance. He has completed continuing education courses at Harvard, Northwestern--Kellogg School of Business and elsewhere.

Prior to being named CEO of Zurich Middle Markets, Mr. Hurzeler was Chief Underwriting Officer of Zurich U.S. His background includes having been both a sales and marketing officer. He was president of an insurance brokerage, a branch manager and a training manager. He started his career as a rater while attending college.

Mr. Hurzeler has been a columnist for Best Review Magazine and the Barrington Courier Newspaper. He is also a frequent speaker at industry functions. For the past 25 years, Mr. Hurzeler has been and is an active CPCU. He is the current President-Elect of the National Society of CPCU. He is a past member of the Board of Directors of The American Nuclear Insurers.

Mr. Hurzeler was an NCAA Division II All American for track and field. He is a member of the Chapman University Athletic Hall of Fame.



Mark Goodman

Partner, Lord, Bissell & Brook LLP

Mark Goodman represents insurers and other financial institutions in regulatory, transactional and corporate matters. His clients are on the cutting edge of the ongoing convergence of the financial institution industries.

Mark has unique experience in representing banks and other financial institutions in their insurance sales activities, and in insurance underwriting and captive insurer matters. In addition, Mark devotes a portion of his practice to representing guaranty funds and others in insurance insolvency proceedings.

Mark has been active on a number of advisory committees to the National Association of Insurance Commissioners, and he is a frequent speaker on insurance regulatory matters.

Mark is an active member of the American Bar Association, and both its Tort and Insurance Practice Section (Public Regulation of Law Division) and its Business Law Section.



Copyright 2005 Lord, Bissell & Brook LLP. All rights reserved.

Maryanne Swaim, CPCU, ARM

President, Lloyd's Illinois, Inc.

Maryanne Swaim, CPCU, ARM, became President of Lloyd's Illinois in November of 2004. Prior to joining Lloyd's Illinois, Inc., she was Senior Vice President and Senior Client Executive at Marsh USA, with primary responsibility for handling Fortune 500 clients' risks and instituting and administering global risk management programs. Before joining Marsh, Ms. Swaim spent 19 years as an insurance professional with Aon and its predecessors. She is a licensed Property and Casualty Broker in Illinois and Florida, and has had first hand business dealings with the London insurance market since 1979.



Ms. Swaim has been active in the Association of Lloyd's Brokers for many years. She has frequently served as a panelist at the Katie Insurance School for the ALB London exchange student sessions. Ms. Swaim has also served on the faculty at the Insurance School of Chicago and has made numerous insurance and risk management presentations in workshops and seminars to insurance business and professional groups, including RIMS, CPCU, manufacturers' organizations and at numerous insurance brokerage training sessions.

Ms. Swaim has a Bachelor of Arts Degree in Liberal Arts from Purdue University, a Master of Science in Marketing and a Master of Business Administration from Aurora University.