



# CONVENTION AGENDA

JUNE 7-9, 2023

*All times are listed in Eastern Time. The agenda is subject to change.*

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## WEDNESDAY, JUNE 7

- 7:00 – 8:00 a.m. **Golf Classic Registration and Continental Breakfast\***
- 8:00 a.m. – 1:00 p.m. **Golf Classic\***  
Join us for the Golf Classic at this year's OAMIC Annual Convention. Registration for includes 18 holes at the Royal American Links course, a continental breakfast, a boxed lunch, and two drink tickets to use while golfing.
- 8:30 a.m. – 6:00 p.m. **Registration and Event Information Desk**
- 10:00 – 10:50 a.m. **CONNECT Session: Better Collaboration for Better Innovation\***  
*This session qualifies for 1 CE credit in the state of Ohio. CONNECT sessions require a separate registration to attend.*  
Learn from case studies of how insurers and insurtech solution providers are working together to more effectively drive value from innovation efforts. Bryan Falchuk will share key insights from stories of carriers and insurtech partners collaborating to bring new ideas and solutions to market. These insights come from the upcoming third volume in his "Future of Insurance" series and will help attendees make better decisions and avoid pitfalls that can hamper efforts to innovate and evolve.  
  
Bryan Falchuk  
Managing Partner  
Insurance Evolution Partners
- 10:50 – 11:05 a.m. **Networking Break\***
- 11:05 – 11:55 a.m. **CONNECT Session: Measuring Your Company's Financial Performance\***  
*This session qualifies for 1 CE credit in the state of Ohio. CONNECT sessions require a separate registration to attend.*  
*This session qualifies for 1 FMDC maintenance or elective credit in the Finance & Accounting module.*  
This FMDC module will provide insights into industry performance metrics to help companies in decision-making. Areas covered include quantitative measures of profitability, leverage, and liquidity; financial ratios and other qualitative measures

reflecting spread of risk, reinsurance, reserve adequacy, and surplus management; and overall benchmarking and application of metrics for company governance.

Kurt Bock  
CEO (Retired)  
COUNTRY Financial

12:00 – 1:00 p.m.

### **CONNECT Sessions Lunch\***

1:00 – 1:50 p.m.

### **CONNECT Session: Co-Opting Mutuals, Advertising and Strategies to Attract New Agents\***

*This session qualifies for 1 CE credit in the state of Ohio. CONNECT sessions require a separate registration to attend.*

Without the right marketing strategies and tools in place, mutual insurers are missing out on key opportunities that could help them reach more independent agents and agencies. This presentation will cover tools and strategies such as email marketing, programmatic advertising, brand awareness, and co-op programs. By the end of the session, attendees will have the knowledge and confidence to implement these strategies to successfully attract new agents.

Cash Miller  
CEO  
Titan Digital

1:50 – 2:05 p.m.

### **Networking Break\***

2:05 – 2:55 p.m.

### **CONNECT Session: The Intersection of Ethics and Compliance: Developing a Comprehensive Ethical Compliance Program That Supports Your Corporate Culture\***

*This session qualifies for 1 CE credit in the state of Ohio. CONNECT sessions require a separate registration to attend.*

This session will define the elements of a modern ethics and compliance program, and review practical steps to execute a program effectively.

Doug Anderson  
Attorney-at-Law  
Squire Patton Boggs

Mary Jo Hudson  
Partner  
Squire Patton Boggs

3:00 – 5:00 p.m.

### **Sponsor Showcase Set-Up**

5:00 – 6:00 p.m.

### **President's Reception**

## THURSDAY, JUNE 8

7:30 a.m. – 4:10 p.m.

**Registration and Event Information Desk**

7:30 a.m. – 4:10 p.m.

**Sponsor Showcase**

7:30 – 8:45 a.m.

**Attendee Breakfast**

9:00 – 9:20 a.m.

**Opening Ceremonies and President's Welcome Address**

Dave Grove

Vice President – ERM & Product Management

Ohio Mutual Insurance Group

9:20 – 10:10 a.m.

**Fighting Above Your Weight: The Small Mutual Survival Guide**

*This session qualifies for 1 CE credit in the state of Ohio.*

*This session qualifies for 1 FMDC maintenance or elective credit in the Management module.*

The top 25 property/casualty insurers compose 67 percent of the total United States property/casualty insurance market while the next 100 insurers make up 23 percent of the market. The companies representing the remaining 10 percent of the total market are left with a challenging question: “How do we compete and win?”

This session will cover small mutuals' financial performances, governance/succession issues, and their reliance on reinsurers, technology partners, and distribution channels. Board members and management will leave this session with a strategic view of how small mutual companies can “fight above their weight” and deliver value to customers/policyholders.

Kurt Bock

CEO (Retired)

COUNTRY Financial

10:10 – 10:25 a.m.

**Networking Break**

10:25 – 11:15 a.m.

**The State of the Reinsurance Market**

*This session qualifies for 1 CE credit in the state of Ohio.*

*This session qualifies for 1 FMDC maintenance or elective credit in the Finance & Accounting module.*

This session will use information from the first quarter of this year along with data from the fourth quarter of 2022 to help set the stage and predict what to expect for year-end 2023 and January 1 renewals and why.

Scott Emanuele

Managing Director

Guy Carpenter

11:15 – 11:30 a.m.

### **Networking Break**

11:30 a.m. – 12:15 p.m.

### **Ohio Legislative Update**

*This session qualifies for 1 CE credit in the state of Ohio.*

*This session qualifies for 1 FMDC maintenance or elective credit in the Operations & Insurance module.*

Staying informed about Ohio property/casualty issues is critical to the success of Ohio-based insurance companies. NAMIC's Matt Overturf will provide a midyear status update on where state legislators are on insurance property/casualty issues.

Matt Overturf

Regional Vice President, Ohio Valley & Mid Atlantic  
NAMIC

12:15 – 1:15 p.m.

### **Attendee Lunch**

1:15 – 1:35 p.m.

### **OAMIC Business Meeting**

Dave Grove

Vice President – ERM & Product Management  
Ohio Mutual Insurance Group

1:35 – 2:25 p.m.

### **Empowering Underwriting Through an Influence-Based Culture**

*This session qualifies for 1 CE credit in the state of Ohio.*

During prolonged growth cycles, expense-driven approaches to underwriting can drive increased efficiency but often at the cost of reducing the potential value experienced underwriting teams can provide. The recent, abrupt shift in insurer profitability cycles has brought back the need to better use traditional underwriting knowledge while empowering underwriters with better data and approaches to influence key business partners. Yet, meeting this need is further complicated by unprecedented underwriter acquisition and retention challenges brought on by the Great Resignation.

During this session, attendees will learn the importance of reestablishing underwriters' influence in navigating difficult underwriting cycles by enacting modern commercial lines and personal lines portfolio management tools and techniques. Attendees will also hear about the cultural changes necessary to ensure vesting of key stakeholders and learn how to embrace the massive proliferation of data and analytical techniques available to modern underwriters.

Chad Combs

Vice President of Personal Lines Underwriting  
Ohio Mutual Insurance Group

Gary Johnson

Vice President of Commercial Lines Underwriting

Ohio Mutual Insurance Group

Mark Goulbourne  
Product Consultant  
TransUnion

2:25 – 2:40 p.m.

**Networking Break**

2:40 – 4:10 p.m.

**Peer-to-Peer Roundtables – Various Topics**

6:00 – 9:00 p.m.

**Evening Activity – Topgolf**

Join us for an evening of fun at Topgolf, which includes access to a bay, a dinner buffet, and a drink ticket. This activity is included as part of your registration.

## FRIDAY, JUNE 9

7:30 – 10:45 a.m.

**Registration and Event Information Desk**

7:30 – 10:45 a.m.

**Sponsor Showcase**

7:30 – 8:45 a.m.

**Attendee Breakfast**

7:30 – 9:00 a.m.

**OAMIC Board of Directors Meeting**

9:00 – 9:50 a.m.

**Ohio Department of Insurance Update**

*This session qualifies for 1 CE credit in the state of Ohio.*

Attendees are invited to hear updates and participate in a discussion with a representative from the Ohio Department of Insurance.

Nick Johnson  
Legislative Liaison  
Ohio Department of Insurance

George McNab  
Director of Legislative Affairs  
Ohio Department of Insurance

9:50 – 10:05 a.m.

**Networking Break**

10:05 – 10:55 a.m.

**Claims Hot Topics Panel Discussion**

*This session qualifies for 1 CE credit in the state of Ohio.*

This panel discussion will provide insights on trending insurance claims, policies, and procedures and how you can prepare for change.

Mark Trimble, Moderator  
Attorney  
Rohrbacher Trimble & Zimmerman Co.

Anne McMillan, CPCU, AIC  
Senior Director of Claims  
Celina Insurance Group

Scott Mull  
Director of Property Claims  
Central Insurance

Elizabeth Platzer, AIC, AIM  
Claims Manager  
Buckeye Insurance Group

10:55 a.m.

**OAMIC Annual Convention Concludes**

*\*Requires advanced registration.*