

PROGRAM UPDATED: JANUARY 12, 2018



CIU ANNUAL WINTER EDUCATION SEMINAR 2018

VANTAGE VENUES TORONTO

(formerly St. Andrew's Club & Conference Centre)

150 King Street West, 27th Floor, Toronto, Ontario M5H 1J9 – (416) 366-4228

DAY 1 – Monday, January 22nd, 2018

8:00 – 9:00 AM	Registration & Welcome Networking Breakfast Please join us for a welcome networking Breakfast & Get to know your underwriting colleagues and industry partners Pick-up your seminar kits & name badges at our CIU Registration Desk	27 th Floor - Lounge
9:00 – 9:15 AM	Welcome Remarks, Introductions CIU Program Director, Rima Hamdar, RGA Canada Highlights of CIU events & upcoming AGM 2018 CIU Chair, Susan Hutchison, PartnerRe	St. Andrew's Hall, S1
9:15 – 10:15 AM	OPENING SESSION: Underwriting Over the Decades Leslie Fleming, MBA, FALU, FLMI, ACS Assistant Vice-President, Chief Underwriter, Equitable Life	“ “

In Leslie's presentation she reviews for us where we have been, where we are, and where we are going as underwriters. Medical, technological and regulatory changes have played a large role in positioning us to where we are at now as underwriters, and will continue to influence where we are headed. Hear about underwriting evolution over the past 25 plus years. Learn how change in this industry has incurred so as to position us to best face the challenges of the future.

10:15 – 10:45 AM	<i>Networking Refreshment Break</i>	St. Andrew's Lounge
10:45 – 11:30 AM	Diabetes: Finding Your Way Around the Disease and Its Risk Factors Bruce Empringham, MD, Great-West Life, Canada Life, London Life	

We'll look at diabetes first from the medical and development point of view to get a deeper understanding of the disease process. Then we'll look specifically at what concerns are impacting underwriting and how high those risks are

11:30 AM – 1:00 PM	<i>Lunch on Your Own</i> – Join industry colleagues and our sponsor partners while exploring the many local dining and shopping venues available in our excellent downtown location. CIU's host Meeting location links to Toronto's vibrant underground PATH system, offering exciting venues choices for you to enjoy our program's free time. Please return promptly to Vantage Venues for the start of the afternoon sessions.	
--------------------	--	--

1:30 – 2:30 PM	The Art of the Big Picture: More than Credits and Debits Cindy Shirley, BA, FALU, Director Director, Underwriting Research & Innovation, Manulife	St. Andrew's Hall, S1
----------------	---	-----------------------

Join Cindy as she discusses the art of 'BIG PICTURE' underwriting. Underwriters often think in terms of tables with debits and credits when assessing risk. While sometimes useful, the most appropriate decision is often not the sum of these debits and credits. Techniques for underwriters to consider will be discussed, along with several case examples. Does 1 + 1 = 6? Maybe!

2:30 – 3:00 PM	<i>Networking Refreshment Break</i>	St. Andrew's Lounge
----------------	-------------------------------------	---------------------

3:00 – 4:00 PM	Do I Need to Be a Cardiologist to Underwrite CAD? Kim Vale, Director, Audits & Training, RGA Life Re Canada	St. Andrew's Hall, S1
----------------	--	-----------------------

Do you have to be a cardiologist to underwrite CAD? What information do you need and what do you do with it when you finally get it? What about co-morbidities? How to sift through that huge APS...

4:00 – 4:15 PM	Housekeeping Items Day 1 & Closing Remarks	
----------------	---	--

4:15 – 5:30 PM	Networking Cocktail Reception – Please join our seminar participants and industry partners for a get to know each other post-program reception to close off the events of Day 1. Our Seminar's Day 2 begins at 8:00 AM.	
----------------	--	--

DAY 2 – Tuesday, January 23rd, 2018

8:00 – 9:00 AM	Registration & Welcome Networking Breakfast	St. Andrew's Lounge
----------------	--	---------------------

9:00 – 9:15 AM	Welcome, Introductions & Opening Remarks CIU Program Director, Rim Hamdar, RGA Canada	St. Andrew's Hall, S1
----------------	--	-----------------------

9:15 – 10:00 AM	Shake, Rattle and Roll: The Pediatric Brain Regina Rosace, MD, FAAP , AVP & Medical Director SCOR Global Life	St. Andrew's Hall, S1
-----------------	--	-----------------------

In this presentation, Dr. Rosace reviews brain anatomy and function, highlighting aspects specific to the pediatric brain, and exploring various neurologic and psychiatric impairments that are often seen when underwriting children and young adults.

10:00 – 10:30 AM	<i>Networking Refreshment Break</i>	St. Andrew's Lounge
------------------	-------------------------------------	---------------------

10:30 – 11:15 AM	Treaties: What an Underwriter Should Know Stephen Cooley, FALU Chief Administrative Officer, PartnerRe	St. Andrew's Hall, S1
------------------	---	-----------------------

How vital is the reinsurance treaty to the work we do every day? How familiar are you with the treaties that your company has? This presentation will talk about the importance of the reinsurance treaty, how it's constructed and pitfalls of a poorly written treaty.

2.../

11:15 AM – 12 Noon **THC of a Different Blend - 3 Interactive Case Studies** St. Andrew's Hall, S1
Tim Meagher, MD, FACP, FRCPI
Vice President & Medical Director, Individual Reinsurance
Munich Re

Three common and topical underwriting conditions will be presented and key learning points will be developed. The audience will participate throughout the presentation via interactive voting technology. Fun will be had by all.

12 Noon – 1:15 PM **Networking Luncheon on-site at Vantage Venues** **Edinburgh Room**

1:15 – 2:00 PM **Everything You Always Wanted to Know About** St. Andrew's Hall, S1
Living Benefits Financial Underwriting ... But Were Afraid to Ask!
Tom Dando, Risk Relationship Manager, LB Underwriting, RBC Insurance
Rob Newman, Risk Relationship Manager & Financial Consultant, LB, RBC Insurance

An overview and enlightening session highlighting the nuances and intricacies involved in underwriting clients of living benefits products.

2:00 – 2:15 PM *Networking Refreshment Break* St. Andrew's Lounge

2:15 – 3:00 PM **CLOSING SESSION:**
Pharmacogenomics: Personalized Medicine for the Masses St. Andrew's Hall, S1
Christopher Trevors, MS, CGC, BScH, MA
Human Genetics/Genome Counselling
National Director, Genetic Health Solutions,
DYNACARE

In his presentation, our speaker defines for us precisely what pharmacogenomics is to underwriters. Christopher further delves into the role of pharmacogenomics, and how it currently plays out within healthcare delivery, also providing us with an overview of how quickly pharmacogenomics is evolving. Leading into a discussion on the positives and negatives of this evolution, he addresses the perceived health and economic arguments in relationships and what are the underwriting implications of using pharmacogenomics?

3:00 – 3:15 PM **DAY 2 SEMINAR CLOSING REMARKS:** CIU Program Director, Rima Hamdar

CIU's Program Committee extends sincere thanks to our back-up speaker, Wendy Sevany, Vice President, Swiss Re, for her significant contribution to the success of our annual winter education seminar program.

*To ensure full education value from our session, and in respect of our speakers ...
Please make your travel plans compatible with the timing of the commencement and adjournment of
of our 2018 CIU Education Seminar's program events*

Please join us for CIU's AGM June 3-4-5, 2018
At our host hotel, Toronto's Marriott Bloor-Yorkville
Visit: www.ciu.ca for continuing AGM Program development details & Registration in the spring of 2018