



ABIA Insurance News



Volume 11: January 19, 2012

Edited by Kevin McKechnie, Executive Director
Assistant Editor, Renee Galbraith, Health Policy and Legislative Affairs Manager

Special Edition

ABIA Benefits and Opportunities

■ ABA/ABIA Telephone Briefing

ABIA Government Relations Update: An Overview of the Status of Federal Legislative and Regulatory Activity Affecting Insurance and Debt Protection Products

Wednesday, January 25, 2012 • 2:00 – 3:30 p.m. (ET)

During this live, ninety minute telephone briefing, a panel of industry leaders will provide an overview of federal legislative and regulatory activity affecting insurance and debt protection products.

This 90 minute program will provide you with information on:

- Status of Congressional efforts to extend and reform the National Flood Insurance Program (NFIP)
- Functions of the Federal Insurance Office
 - The Study on Modernizing Insurance Regulation
 - Data gathering and status of H.R. 3559, the Insurance Data Protection Act
- Financial Stability Oversight Council Designation of non-bank SIFIs
- Treasury Department's Office of Financial Research Data gathering functions
- Implementation of the Nonadmitted and Reinsurance Reform Act
- Consumer Financial Protection Bureau (CFPB)
 - Rules on lender-placed insurance
 - TILA disclosures for credit insurance and debt protection products
- Fiduciary standard for brokers
 - SEC/DOL rules

Who should attend?

Senior Bank Management, Senior Government Relations Representatives, General Counsel, Mortgage and Consumer Lenders, DCC and DSA Program Supervisors, Compliance Officers and Managers, Credit Insurance Program Managers

Speakers:

- Chrys Lemon, Partner, McIntyre & Lemon, PLLC, Washington, DC
- Jim McIntyre, Partner, McIntyre & Lemon, PLLC, Washington, DC
- Jim Sivon, Partner, Barnett Sivon & Natter, PC, Washington, DC

Moderator:

- Kevin McKechnie, Executive Director, American Bankers Insurance Association, Washington, DC

This program has been approved for 1.5 CPEs for CPAs (Regulatory Ethics) and 2.0 CRCM continuing education credits.

[Register](#)

Mark Your Calendars

ABIA Executive Issues Forum May 14 – 15, 2012 JW Marriott Hotel Washington, DC

Join Us in Bringing Bank-Insurance Issues to Capitol Hill!

The first-ever ABIA Executive Issues Forum will offer bank-insurance CEOs, senior executives, General Counsels and their Government Relations counterparts the opportunity to speak with a united voice to lawmakers on Capitol Hill.

The purpose of the ABIA Executive Forum is to provide attendees an exclusive opportunity to leverage their collective thinking and experience on how to manage the unique regulatory and legislative challenges of operating insurance businesses within banks.

During the Forum, attendees will:

- receive a thorough briefing from ABIA and American Bankers Association staff experts;
- interact with US legislators and regulators to express ABIA's viewpoints to those in Washington; and
- participate in networking opportunities

By attending the Forum, you will learn more about the issues impacting the bank-insurance market, including:

- FIO implementation: what it means to banks and insurance companies;
- The Volcker Rule;
- CFPB authority over insurance; and
- NAIC and federal issues such as flood insurance, life settlements, certificate of insurance, and credit and debt protection products.

Mark your calendar and plan on attending this event!

Free Webinar Series: New Fee Income Opportunities through Bank- Insurance

Mark your calendars to participate in this series of informative briefings. Whether you are a new member to ABIA, or are interested in expanding your current operation, these free webinars will help you grow your bank-insurance business.

Series 1

Buy, Build or Rent – Options for Entering the Bank-Insurance Business

February 29, 2012
2:00 p.m. – 4:00 p.m.

This session will explore the current status of mergers and acquisitions in the industry as well as how banks and insurance agencies are joining forces through multiple entrance points to distribute insurance products in the financial institutions channel.

Moderator: Jeffrey Chesky, President and Chief Executive Officer, Insuritas, Inc.

Panelists: Jim Campbell, Senior Vice President, Reagan Consulting, Inc.
Louis Caltavuturo, Partner, Dowling Hales
John Wepler, President, MarshBerry

Series 2

Leading Solutions for Life Insurance Sales in Banks

March 15, 2012

2:00 p.m. – 4:00 p.m.

In this session, life insurance experts will discuss leadership solutions for life insurance sales in the bank channel. This interactive discussion will focus on current trends for products and marketing, as well as the everyday regulatory challenges. Future trends will also be discussed.

Moderator: Joan Cleveland, Senior Vice President Business Development, Prudential Financial

Panelists: Christopher P. Funk, Sales Director, Great West Life & Annuity Insurance Company
Tony Ianni, National Sales Director, Financial Institutions, OneAmerica
Craig Simms, Senior Vice President – Marketing, Vantis Life Insurance Company

Series 3

Key Decision Points for Entering and Succeeding in the Bank-Insurance Business

April 24, 2012

2:00 p.m. – 4:00 p.m.

This session highlights one community bank and the key decisions made on how and why to get into the insurance agency business. Hear a senior bank executive's perspective on their evaluation methods and due diligence.

Speaker: David S. DeMarco, Executive Vice President, Glens Falls National Bank & Trust Company

Please contact a member of the ABIA team if you have any questions.

Resources

For Information on **Government Relations** Contact Kevin McKechnie at kmckechn@aba.com

For Information on **Insurance News** Contact Renee Galbraith at rgalbrai@aba.com

For Information on **Conference Questions** Contact Valerie Barton at vbarton@aba.com

For Information on **Dues and Publications** Contact Valerie Barton at vbarton@aba.com

For Information on **ABIA Best Practices Panel** Contact Mike Polychrones at mpolychr@aba.com

For more information on **ABA Careers** visit the Job Resume Bank at

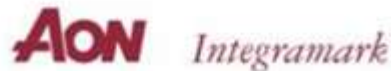
http://aba.careerbank.com/home/index.cfm?site_id=8220

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