# Agenda | CEO/COO Meeting

**Wednesday, March 9, 2016**

- **5:30–7:00 p.m.** Registration and Cocktail Reception  
  Registered Attendees and Paid Guests Welcome

**Thursday, March 10, 2016**

- **8:15–9:00 a.m.** Breakfast and Informal Discussion  
  Registered Attendees and Paid Guests Welcome

- **9:00–9:15 a.m.** Introductory Remarks  
  Scott Diener, Chair, PIAA CEO/COO Section

- **9:15–10:30 a.m.** “Retailization” in Healthcare Consumerism: What Happens When It’s My Money  
  Jim Bonnette, MD, Executive Vice President and Managing Partner, Advisory Board Consulting and Management, The Advisory Board Company
  
  Healthcare is becoming a consumer business. With this premise in mind, Dr. Bonnette will provide a detailed overview of the changing landscape of the healthcare market, and he will focus in particular on the dramatic and rapid shift that is happening now. Dr. Bonnette will explain the mix of market forces driving healthcare to a retail environment and the potential impact for medical professional liability (MPL) insurers and their customers.

- **10:30–10:45 a.m.** Refreshment Break

- **10:45 a.m.–Noon** Analyzing and Predicting the 2016 Elections  
  Tom Bevan, Co-Founder and Executive Editor, RealClearPolitics
  
  In the current political environment, no business can survive without keeping a close watch on the key changes in government. Mr. Bevan will give you an insider’s analysis of the particular races for federal office that could alter the power structure of the government and thereby lead to corresponding changes in our healthcare system. He will explain some of the critical ongoing political trends, and tell how these trends may signal the potential outcomes of the 2016 elections.

- **Noon–1:45 p.m.** Working Lunch  
  Roundtable Roulette: Discussing MPL Challenges  
  Moderator: Robert E. White, Jr., Senior Vice President and Regional Operating Officer, The Doctors Company
  
  Each participant in this session will receive a table assignment, and facilitators will then rotate through each table, presenting various topics for discussion among the attendees. Facilitators will take notes on the discussions, and the session will conclude with a wrap-up, summarizing each table’s perspectives on the selected topics.
1:45–3:00 p.m.  Making Sense of the Healthcare Marketplace: Emerging Provider Models  
Moderator: Scott Diener, CPCU, President, Chief Executive Officer, NORCAL Group  
John S. Clarke, Executive Director of Physicians Care Network/Better Health Value Network, The Polyclinic  
Dolores L. Green, Executive Director, Riverside County Medical Association  
Robert J. Milligan, JD, LLM, Shareholder, Milligan Lawless, P.C.  

Today’s latest payment and reimbursement mechanisms include bundled payments, outcome-based reimbursement, and continuum-of-care contracts. At the same time, healthcare providers are developing new business models to deliver services more effectively and efficiently. The speakers in this session will describe their organizations’ approach to the new payment landscape, to enhance your understanding of the current marketplace and the risks you are being asked to insure.

3:00 p.m.  Adjourn  
Attendee free time—no PIAA functions are scheduled on Thursday afternoon.

Friday, March 11, 2016

7:30–8:15 a.m.  Breakfast and Informal Discussion  
Registered Attendees and Paid Guests Welcome  
Joint Event with Board Governance Roundtable

8:15–9:30 a.m.  On the (Long) Road to a Hard Market  
Chad C. Karls, FCAS, MAAA, Principal and Consulting Actuary, Milliman, Inc.  
Joint Session with Board Governance Roundtable

Mr. Karls will brief attendees on the historical, and current, financial results of the MPL industry, highlighting the primary drivers behind the industry’s present capital position. He will also provide commentary on the diverse factors now in play that may affect the MPL market in the coming years.

9:30–10:00 a.m.  PIAA Update  
Brian K. Atchinson, President & CEO, PIAA  
Joint Session with Board Governance Roundtable

Mr. Atchinson will update attendees on the critical issues facing the Association and its members, and report on the proactive initiatives now underway to deal with these issues. He will also discuss the pressing legislative and regulatory challenges for PIAA members, describe major areas of operation, and review the Association’s finances.

10:00–10:15 a.m.  Refreshment Break

10:15–11:45 a.m.  MPL Market Dynamics  
John Hendrix, Managing Director, Sandler O’Neill & Partners, L.P.  

The presenter will provide an overview of the historical context of what has happened, over the years, in the MPL market. He will describe the scope of the M&A activity that has occurred during those same years, and identify the specific environmental and market forces that will likely determine future activity. He will also talk about the choices available to individual management teams in considering M&A options, emphasizing the importance of developing a detailed strategy up front.

11:45 a.m.  Adjourn  
Attendee free time—no PIAA functions are scheduled on Friday afternoon.
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| 6:30-7:30 p.m. | Cocktail Reception  
Registered Attendees and Paid Guests Welcome  
Joint Event with Board Governance Roundtable |
| Saturday, March 12, 2016 |                                                                      |
| 7:30-8:30 a.m. | Breakfast and Informal Discussion  
Registered Attendees and Paid Guests Welcome  
Joint Event with Board Governance Roundtable |
| 8:30-10:00 a.m. | Diverse Approaches in Addressing Medical & Healthcare Liability and Risk Financing  
Moderator: Kurt Scott, Chief Executive Officer and President, Kansas Medical Mutual Insurance Company  
Michele Calderon Johns, JD, CPHRM, President, Indiana University Health RRG, Inc.  
Charles Kolodkin, Executive Director, Enterprise Risk and Insurance, Cleveland Clinic  
Frank W. Lavoie, MD, MBA, President & CEO, Medical Mutual Insurance Company of Maine |
| 8:30-10:00 a.m. | The medical professional liability (MPL) community is no longer a homogenous entity. Today, it is broadly diverse and includes insurers of not just physicians, but also of nurses, allied healthcare professionals, hospitals, clinics and other medical facilities, and others. With this expansion has come a wide range of approaches for meeting the healthcare community’s need for liability coverage, risk-financing and loss prevention. This session will examine the various ways insurance structures provide liability coverage, risk management, and other value-added services to healthcare professionals and facilities. The session will feature three speakers with different experiences and perspectives on medical and healthcare liability. They will tell attendees how the entities they represent have adapted to the evolving marketplace and how they are preparing to meet the challenges of the future healthcare system. They will also discuss the structures in which they operate and identify the issues they believe are critical for success. |
| 10:00-10:15 a.m. | Refreshment Break |
| 10:15-11:45 a.m. | The Emerging Threat of Patient Compensation Systems  
Chad C. Karls, FCAS, MAAA, Principal and Consulting Actuary, Milliman, Inc.  
John H. Mize, FCAS, MAAA, President & CEO, State Volunteer Mutual Insurance Company  
Neil Morrell, President, MAG Mutual Insurance Company |
| 10:15-11:45 a.m. | Patient compensation systems (PCSs) have been proposed in a number of states. If created, these systems would abolish the medical liability process that exists today and replace it with a workers compensation-type system. In fact, if this sort of system were adopted, there would be negative repercussions for doctors, patients, and ultimately tax payers. This session will provide an update on advocacy activities undertaken to date by supporters of the patient compensation system, and educate attendees on what PIAA and its members have been doing to counter their proposals. When this sort of law is proposed in one of your company’s key states, you’ll be glad you attended. |
| 11:45 a.m. | Adjourn |