



SCHEDULE OF I.I.I. TESTIMONY AND PUBLIC APPEARANCE

2015

JANUARY

I.I.I. Staff	Date/Location	Topic	Organization/ Committee	Other	Available on the Web at
Dr. Robert P. Hartwig, CPCU	January 7, 2015 New York, NY	2014 Natural Catastrophe year in Review	Munich Re/I.I.I.	Webinar	www.iii.org/presentations/munichre-010715
Janet Ruiz I.I.I. California Representative	January 21, 2015 Woodland Hills, CA	Overview of Catastrophe Response & Media	Insurance Industry Philanthropic Roundtable	Insurance Industry Charitable Foundation	www.iii.org/presentations/iicf-012115
Dr. Robert P. Hartwig, CPCU	January 29, 2015 Annapolis, MD	Briefing on the Property/Casualty Insurance Industry: Function and Financial Overview	Maryland Economic Matters Committee	Maryland House of Delegates	www.iii.org/presentations/maryland-012915

FEBRUARY

I.I.I. Staff	Date/Location	Topic	Organization/ Committee	Other	Available on the Web at
Dr. Steven Weisbart, CLU	February 3, 2015 Uncasville, CT	Mega-Trends Influencing the Workers' Compensation Insurance Industry Challenges Amid the Economic Crisis	ExecuSummit		www.iii.org/presentations/workerscomp-020315

MARCH

I.I.I. Staff	Date/Location	Topic	Organization/ Committee	Other	Available on the Web at
Dr. Robert P. Hartwig, CPCU	March 4, 2015 Chicago, IL	Outlook on the Industry	NAMIC Commercial Lines Seminar		www.iii.org/presentations/namic-030415
Dr. Robert P. Hartwig, CPCU	March 5, 2015 Tarrytown, NY		Independent Insurance Agents of Westchester County		www.iii.org/presentations/iiawc-030515
Dr. Steven Weisbart, CLU	March 6, 2015 San Francisco, CA	Financial Literacy of the Insurance Buyer Today	Golden Gate CPCU I-Day		www.iii.org/presentations/california-030615
Dr. Steven Weisbart, CLU	March 17, 2015 New York, NY	Overview of the Insurance Industry	NY Society of Security Analysts		www.iii.org/presentations/nyssa-031715
Dr. Robert P. Hartwig, CPCU	March 18, 2015 Oxford, MS		Univ. of MS Annual Insurance Symposium		www.iii.org/presentations/ceos-031915
Dr. Steven Weisbart, CLU	March 20, 2015 Chicago, IL		Midwest Actuarial Forum		
Dr. Robert P. Hartwig, CPCU	March 24, 2015 Paris, France		Geneva Association Circle of Chief Economists		www.iii.org/presentations/acce-032515
Dr. Steven Weisbart, CLU	March 25, 2015 Chicago, IL	Trends, Challenges, and Opportunities in the Personal Lines Space.	NAMIC Personal Lines Seminar		
Jeanne M. Salvatore	March 25, 2015 Nashville, TN		Lightning Protection Conference		www.iii.org/presentations/lpi-032615 www.iii.org/presentations/lpi-032815
Jeanne M. Salvatore	March 31, 2015 Austin, TX		National Hurricane Conference		
Lynne McChristian I.I.I. Florida Representative	March 31, 2015 Austin, TX		National Hurricane Conference		

APRIL

I.I.I. Staff	Date/Location	Topic	Organization/ Committee	Other	Available on the Web at
Dr. Steven Weisbart, CLU	April 1, 2015 Austin, TX	Trends in Coastal Property Risk in the Post-Katrina Decade	National Hurricane Conference		www.iii.org/presentations/nhc-040115
Lynne McChristian I.I.I. Florida Representative	April 2, 2015 Austin, TX	Communicating Risk: Is Anyone Listening?	National Hurricane Conference		www.iii.org/presentations/nhc-040215
Jeanne M. Salvatore	April 2, 2015 Austin, TX	Flood Insurance: Government Backed vs. Private Market	National Hurricane Conference		www.iii.org/presentations/flood-040215
Dr. Steven Weisbart, CLU	April 14, 2015 Greenville, NC	Economic Perspectives on Coastal Property Ins: Focus on NC	2015 Coastal Risk Retreat		www.iii.org/presentations/northcarolina-041415
Dr. Robert P. Hartwig, CPCU	April 14, 2015 Charleston, SC	Workers Comp: Trends, Challenges and Opportunities	W.R. Berkley Midwest Employers Casualty Meeting		www.iii.org/presentations/workerscomp-041415

MAY

I.I.I. Staff	Date/Location	Topic	Organization/ Committee	Other	Available on the Web at
Dr. Steven Weisbart, CLU	May 4, 2015 New Orleans, LA		PIPSO Annual Meeting		
Dr. Robert P. Hartwig, CPCU	May 6, 2015 Atlanta, GA	Overview & Outlook for Commercial P/C Insurance Industry	Target Markets Mid-Year Conference		www.iii.org/presentations/commercial-050615
Dr. Robert P. Hartwig, CPCU	May 7, 2015 Baltimore, MD	Trends, Challenges & Opportunities in P/C Insurance	Maryland I-Day		www.iii.org/presentations/maryland-050715
Dr. Steven Weisbart, CLU	May 12, 2015 New York, NY	Program for Ironshore	St. John's University		
Dr. Robert P. Hartwig, CPCU	May 13, 2015 Orlando, FL		NCCI Annual Issue Symposium		
Lynne McChristian I.I.I. Florida Representative	May 14, 2015 Orlando, FL	What Business Owners Need to Know About Insurance	2015 Governor's Hurricane Conference		www.iii.org/presentations/business-051415
Dr. Robert P. Hartwig, CPCU	May 14, 2015 Orlando, FL	Workplace of Tomorrow	NCCI		www.iii.org/presentations/ncci-051415
Dr. Steven Weisbart, CLU	May 18, 2015 Colorado Springs, CO	Inflation From All Sides	CAS Annual Meeting		www.iii.org/presentations/cas-051815

JUNE

I.I.I. Staff	Date/Location	Topic	Organization/ Committee	Other	Available on the Web at
Dr. Robert P. Hartwig, CPCU	June 1, 2015 National Harbor, MD	Workers Compensation and the New Economy: Trends, Challenges and Opportunities			www.iii.org/presentations/workerscomp-060115
James Lynch Chief Actuary	June 9, 2015 New York, NY	Professionalism Considerations Regarding Price Optimization	Casualty Actuaries of Greater New York		www.iii.org/presentations/cagny-060915
Dr. Robert P. Hartwig, CPCU	June 12, 2015 London, UK	Adapting to an Ever-Changing and Risky World of Tort Liability	American Bar Association Magna Carta 800 Conference		www.iii.org/presentations/aba-061215
Dr. Robert P. Hartwig, CPCU	June 17, 2015 New York, NY	Workers Compensation: Trends, Challenges and Opportunities: Focus on New York Markets	New York State Insurance Fund		www.iii.org/presentations/workerscomp-061715

JULY

I.I.I. Staff	Date/Location	Topic	Organization/ Committee	Other	Available on the Web at
Dr. Robert P. Hartwig, CPCU	July 9, 2015 Austin, TX	Overview and Outlook for the P/C Insurance Industry: Focus on Texas Markets	Insurance Council of Texas		www.iii.org/presentations/texas-070915/
Dr. Robert P. Hartwig, CPCU	July 14, 2015 New York, NY	Natural Catastrophes	Munich Re/I.I.I.		www.iii.org/presentations/munichre-071415/
Dr. Robert P. Hartwig, CPCU	July 16, 2015 Indianapolis, IN	Price Optimization in Auto Insurance Markets	Testify – National Conference of Insurance Legislators Meeting		www.iii.org/presentations/ncoil-071715/
Dr. Robert P. Hartwig, CPCU	July 28, 2015 Napa, CA		Catholic Mutual Conference		

AUGUST

I.I.I. Staff	Date/Location	Topic	Organization/ Committee	Other	Available on the Web at
Dr. Robert P. Hartwig, CPCU	August 25, 2015 Orlando, FL	Economic Forces Shaping the Workers Compensation Insurance Industry of Today <u>and</u> Tomorrow	Workers Compensation Educational Conference		www.iii.org/presentations/workerscomp-082515/

SEPTEMBER

I.I.I. Staff	Date/Location	Topic	Organization/ Committee	Other	Available on the Web at
Dr. Robert P. Hartwig, CPCU	September 15, 2015 Sea Island, GA	Economic State of the P/C insurance industry with a on auto insurance markets	Insurance Auto Auction Leadership Summit		www.iii.org/presentations/auto-091515
Dr. Robert P. Hartwig, CPCU	September 21, 2015 Kohler, WI	Overview & Outlook for the P/C Industry for 2015, with Focus on Wisconsin Markets	Wisconsin Insurance Association		www.iii.org/presentations/wisconsin-092115
Dr. Robert P. Hartwig, CPCU	September 22, 2015 Boston, MA	Analysis of Insured Catastrophe Losses & Competition in the MA Homeowners Insurance Market	Testify before MA Senate Insurance Legislative Committee		www.iii.org/presentations/massachusetts-092215
Dr. Robert P. Hartwig, CPCU	September 28, 2015 New York, NY	Underinsurance of Property Risks; Closing the Gap	SwissRe/III Webinar		www.iii.org/presentations/swissre-092815
James Lynch Chief Actuary	September 30, 2015 Buffalo, NY	Overview and Outlook for the P/C Insurance Industry: Focus on Upstate New York Markets	Erie & Niagara Insurance Association		www.iii.org/presentations/newyork-093015

OCTOBER

I.I.I. Staff	Date/Location	Topic	Organization/ Committee	Other	Available on the Web at
Dr. Robert P. Hartwig, CPCU	October 6, 2015 Louisville, KY	What's Keeping Insurance CEOs Awake at Night? Trends, Challenges and Opportunities	State Insurance Trade Association Conference		www.iii.org/presentations/sita-100615
Dr. Robert P. Hartwig, CPCU	October 14, 2015 Tuscaloosa, AL	What's Keeping Insurance CEOs Awake at Night?	Alabama I-Day		www.iii.org/presentations/alabama-101415
Dr. Robert P. Hartwig, CPCU	October 22, 2015 Elmsford, NY	Top Challenges Confronting the Insurance Industry Today: Trends, Challenges and Opportunities	Westchester CPCU Chapter		www.iii.org/presentations/wcpcu-102215
Dr. Robert P. Hartwig, CPCU	October 22, 2015 New York, NY	Top 10 Challenges Confronting the Insurance Industry Today? Trends, Challenges and Opportunities	Federation of Defense and Corporate Counsel		www.iii.org/presentations/fdcc-102215
Dr. Robert P. Hartwig, CPCU	October 27, 2015 Orlando, FL	Florida Property and Casualty Insurance Market Update: Trends, Challenges and Opportunities	Florida Chamber of Commerce		www.iii.org/presentations/florida-102715

NOVEMBER

I.I.I. Staff	Date/Location	Topic	Organization/ Committee	Other	Available on the Web at
Dr. Robert P. Hartwig, CPCU	November 5, 2015 Orlando, FL	Insurance, the "Sharing Economy," Millennials & More	PCI Legislative and Regulatory Conference		www.iii.org/presentations/pci-110515
Dr. Robert P. Hartwig, CPCU	November 16, 2015 Philadelphia, PA	Property and Casualty Insurance Market Update: Trends, Challenges and Opportunities for 2016 and Beyond	CAS Annual Conference		www.iii.org/presentations/cas-111615

DECEMBER

I.I.I. Staff	Date/Location	Topic	Organization/ Committee	Other	Available on the Web at
James Lynch Chief Actuary	December 3, 2015 Washington, D.C.	How the Growing Use of Non-Driving Factors in Auto Insurance Pricing Affects Consumers	CFA 28 th Annual Financial Services Conference		www.iii.org/presentations/cfa-120315
Dr. Robert P. Hartwig, CPCU	December 3, 2015 New York, NY	Property and Casualty Insurance Market Update: Trends, Challenges and Opportunities for 2016 and Beyond	Casualty Actuaries of Greater New York		www.iii.org/presentations/cagny-120315
James Lynch Chief Actuary	December 4, 2015 San Antonio, TX	Inflation From All Sides	Southwest Actuarial Forum		www.iii.org/presentations/swaf-120415
Dr. Robert P. Hartwig, CPCU	December 16, 2015 Annapolis, MD	Residual Markets, Uninsured Motorists and Competition in Maryland Auto Insurance	Maryland Auto Insurance Plan Senate Hearing		www.iii.org/presentations/maryland-121615

2016

FEBRUARY

I.I.I. Staff	Date/Location	Topic	Organization/ Committee	Other	Available on the Web at
Dr. Steven Weisbart, CLU	February 29, 2016 Uncasville, CT	Mega-Trends Affecting Workers' Compensation	ExecuSummit		

MARCH

I.I.I. Staff	Date/Location	Topic	Organization/ Committee	Other	Available on the Web at
Dr. Robert P. Hartwig, CPCU	March 2, 2016 Chicago, IL	Outlook for the P/C Insurance Industry	NAMIC Commercial Lines Conference		www.iii.org/presentations/namic-030216
Dr. Robert P. Hartwig, CPCU	March 11, 2016 Boston, MA	The Sharing Economy's Impact on Workers' Compensation	Workers Compensation Research Institute Seminar		www.iii.org/presentations/wcri-031116
Dr. Robert P. Hartwig, CPCU	March 16, 2016 The Hague, Netherlands	The Internet of Things: insurance in the age of the sharing and on-demand economies	Geneva Assn. Annual Circle of Chief Economists		www.iii.org/presentations/geneva-031716
Dr. Robert P. Hartwig, CPCU	March 21, 2016 New York, NY		NY Society of Security Analysts		www.iii.org/presentations/nyssa-032116
Dr. Steven Weisbart, CLU	March 22, 2016 Charlottesville, VA		The Institutes Executive Education Program, Univ. of VA		
Jeanne M. Salvatore	March 24, 2016 Orlando, FL	The Plain Truth about Flood Insurance and Floodplain Management	National Hurricane Conference		www.iii.org/presentations/flood-032416
Dr. Robert P. Hartwig, CPCU	March 30, 2016 Dallas, TX		Dallas Risk Management Event, Univ. of TX		
Dr. Robert P. Hartwig, CPCU	March 31, 2016 New York, NY		Advisen Casualty Conference		www.iii.org/presentations/advisen-033116

APRIL

I.I.I. Staff	Date/Location	Topic	Organization/ Committee	Other	Available on the Web at
Dr. Steven Weisbart, CLU	April 6, 2016 Starkville, MS	Trends, Challenges & Opportunities in P/C Insurance	Mississippi State University I-Day		www.iii.org/presentations/mississippi-040616
James Lynch Chief Actuary	April 6, 2016 Greenville, NC	Insurance Industry Overview & Outlook	East Carolina University		www.iii.org/presentations/ecu-040616
Dr. Robert P. Hartwig, CPCU	April 13, 2016 Chicago, IL	Trends Challenges & Opportunities in Personal Lines Insurance	NAMIC Personal Lines Seminar		www.iii.org/presentations/namic-041316
Dr. Steven Weisbart, CLU	April 19, 2016 Springfield, IL		Insurance Industry Legislative Day		
Dr. Robert P. Hartwig, CPCU	April 19, 2016 Honolulu, HI	Trends, Challenges & Opportunities: Focus on Hawaii Markets	Hawaii I-Day Risk Management Symposium		www.iii.org/presentations/hawaii-041916
Dr. Robert P. Hartwig, CPCU	April 20, 2016 Sacramento, CA	Trends, Challenges & Opportunities: Focus on California	Insurance Legislative Conference		www.iii.org/presentations/california-042016
Dr. Robert P. Hartwig, CPCU	April 21, 2016 San Francisco, CA	Global Economy, Rising Risk & Marine Insurance	San Francisco Board of Marine Underwriters		www.iii.org/presentations/marine-042116

MAY

I.I.I. Staff	Date/Location	Topic	Organization/ Committee	Other	Available on the Web at
Dr. Robert P. Hartwig, CPCU	May 5, 2016 Orlando, FL	The Shape of Things to Come for P/C Insurance Markets and the American Workplace	NCCI Annual Symposium		www.iii.org/presentations/ncci-050516
Dr. Steven Weisbart, CLU	May 6, 2016 Trenton, NJ		Insurance Council of New Jersey		
Dr. Robert P. Hartwig, CPCU	May 9, 2016 Fullerton, CA	Future Shock: 2020 and Beyond; Insurance Industry Trends, Challenges and Opportunities	California State University Insurance Day		www.iii.org/presentations/csu-050916
Dr. Steven Weisbart, CLU	May 10, 2016 Wisconsin Dells, WI		Independent Insurance Agents of Wisconsin		
James Lynch Chief Actuary	May 23, 2016 New York, NY	2015, 2016 & Beyond: Financial Results From An Actuarial Point of View	Casualty Actuaries of Greater NY		www.iii.org/presentations/cagny-052316
James Lynch Chief Actuary	May 25, 2016 Las Vegas, NV	The Future in Transportation: Autonomous Vehicles/They'll Change Insurance – Slowly	Nevada Traffic Safety Summit		www.iii.org/presentations/auto-052516
James Lynch Chief Actuary	May 25, 2016 Las Vegas, NV	Things That Make You More Likely to Be in an Accident	Nevada Traffic Safety Summit		www.iii.org/presentations/accident-052516

JUNE

I.I.I. Staff	Date/Location	Topic	Organization/ Committee	Other	Available on the Web at
Dr. Robert P. Hartwig, CPCU	June 7, 2016 New Orleans, LA	Trends, Challenges and Opportunities in Personal Lines Insurance in 2016 and Beyond	Farm Bureau Managers Conference		www.iii.org/presentations/personal-060716
Dr. Robert P. Hartwig, CPCU	June 10, 2016 New York, NY	The P/C Insurance Industry Top 5 Changes in 25 Years			www.iii.org/presentations/jsc-061016
James Lynch Chief Actuary	June 13, 2016 Philadelphia, PA	Insurance Research: Recent Studies and Trends and Information Sources	Special Libraries Association Conference		www.iii.org/presentations/sla-061316
Dr. Robert P. Hartwig, CPCU	June 27, 2016 Hilton Head, SC	Trends, Challenges and Opportunities in the P/C Insurance Industry in 2016 and Beyond	NAMIC		www.iii.org/presentations/namic-062716

JULY

I.I.I. Staff	Date/Location	Topic	Organization/ Committee	Other	Available on the Web at
Dr. Robert P. Hartwig, CPCU	July 12, 2016 Columbus, OH		State Auto Product Management Roundtable		www.iii.org/presentations/auto-071216
Dr. Robert P. Hartwig, CPCU	July 13, 2016 Columbus, OH		State Auto National Sales Meeting		
Dr. Robert P. Hartwig, CPCU	July 14, 2016 Austin, TX		Insurance Council of Texas Annual Symposium		www.iii.org/presentations/texas-071416
Dr. Steven Weisbart, CLU	July 14, 2016 Whistler, Canada	Insurance: the "Sharing Economy," Millennials, and More	Western States Surplus Lines Conference		www.iii.org/presentations/westernstates-071416
Dr. Robert P. Hartwig, CPCU	July 18, 2016 Denver, CO		Rocky Mountain Insurance News Service		

AUGUST

I.I.I. Staff	Date/Location	Topic	Organization/ Committee	Other	Available on the Web at
Jeanne M. Salvatore, Chief Communications Officer	August 19, 2016 Boston, MA	Insuring Against a Disaster	NALEO Policy Institute on Emergency Planning & Preparedness		www.iii.org/presentations/naleo-081916

SEPTEMBER

I.I.I. Staff	Date/Location	Topic	Organization/ Committee	Other	Available on the Web at
James Lynch Chief Actuary	September 8, 2016 San Francisco, CA		Silicon Valley Insurance Disrupted Conference		
James Lynch Chief Actuary	September 13, 2016 St. Louis, MO	Profitability, Growth in the P/C Industry: Missouri and Beyond	St. Louis CPCU Chapter		www.iii.org/presentations/missouri-091316
Dr. Steven Weisbart, CLU	September 16, 2016 Bloomington, IL	P/C Insurance Industry and the U.S. Economy: Issues & Outlook	The Midwest Actuarial Forum Fall Meeting		www.iii.org/presentations/maf-091616
James Lynch Chief Actuary	September 26, 2016 Atlanta, GA	Property/Casualty Landscape Profitability, Growth – Disruption?	Casualty Actuaries of the Southeast		www.iii.org/presentations/case-092616

OCTOBER

I.I.I. Staff	Date/Location	Topic	Organization/ Committee	Other	Available on the Web at
Jeanne M. Salvatore, Chief Communications Officer	October 3, 2016 Branson, MO	Key Issues Affecting the Insurance Industry	State Insurance Trade Associations		www.iii.org/presentations/sita-100316
James Lynch Chief Actuary	October 14, 2016 Monroe Twnshp, NJ	Auto Insurance Trends Nationwide and in N.J.	Insurance Council of New Jersey		www.iii.org/presentations/icnj-101416
Dr. Robert P. Hartwig, CPCU	October 16, 2016 Miami, FL	Global Economy, Rising Risk and Insurance Markets Risk and Reward in a Troubled World	Globex Partner Broker Conference		www.iii.org/presentations/globex-101616
Dr. Robert P. Hartwig, CPCU	October 18, 2016 Madison, WI	Trends, Challenges and Opportunities in the P/C Insurance Industry in 2017 and Beyond	The Institutes' Management Development Program University of Wisconsin		www.iii.org/presentations/uwio-101816
Dr. Steven Weisbart, CLU	October 18, 2016 Studio City, CA	The P/C Insurance Industry and the U.S. Economy: Issues & Outlook	Los Angeles Area CPCU All-Industry Day		www.iii.org/presentations/cpcu-101816

OCTOBER (cont'd)

Dr. Robert P. Hartwig, CPCU	October 20, 2016 Cincinnati, OH	Trends, Challenges and Opportunities in the P/C Insurance Industry in 2017 and Beyond: Focus on Ohio Markets	Cincinnati I-Day		www.iii.org/presentations/day-102016
Sean Kevelighan	October 20, 2016 New York, NY	Geopolitics & Insurance	S&P Mergers and Acquisitions Symposium		www.iii.org/presentations/geopol-102016
Dr. Robert P. Hartwig, CPCU	October 20, 2016 Chicago, IL	Claims, Concerns and Cool Aid: Personal Lines Insurance in 2017 and Beyond	J.D. Power 2016 Insurance Claims Edge Conference		www.iii.org/presentations/personal-102016

DECEMBER

James Lynch Chief Actuary	December 2, 2016 New York, NY	Price Optimization and Professionalism	Casualty Actuaries of Desert States		http://www.iii.org/presentations/cads-120216
Dr. Robert P. Hartwig, CPCU	December 12, 2016 Columbia, SC	2017 and Beyond: Trends, Challenges and Opportunities, Focus on South Carolina Markets	PIA of South Carolina		http://www.iii.org/presentations/piasc-121216