



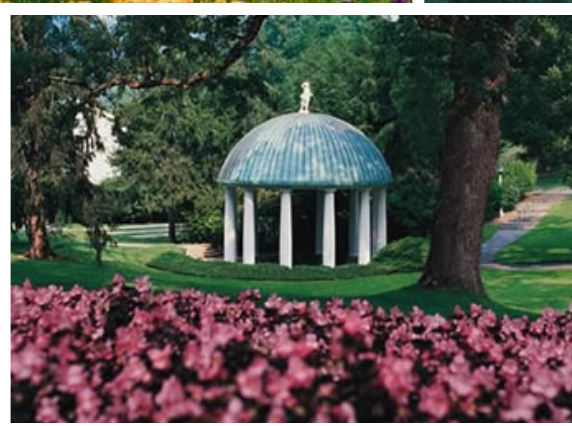
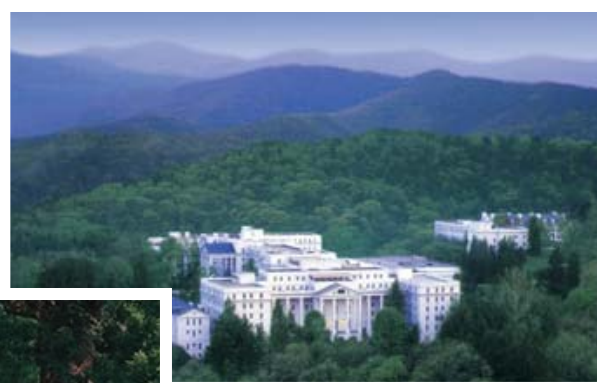
PAMIC VAMIC WVAIC



TRI-STATE CONVENTION

THE GREENBRIER

WHITE SULPHUR
SPRINGS, WV



AUGUST 8-10, 2010

PENNSYLVANIA ASSOCIATION OF MUTUAL INSURANCE COMPANIES
VIRGINIA ASSOCIATION OF MUTUAL INSURANCE COMPANIES
WEST VIRGINIA ASSOCIATION OF INSURANCE COMPANIES

JOIN PAMIC, VAMIC
AND WVAIC FOR THE
SECOND TRI-STATE
COMBINED
CONVENTION AT THE
MAGNIFICENT
GREENBRIER!



This Convention promises to provide excellent opportunities for networking and education. The wide array of educational breakout sessions has something to interest both the Insurance Executive and Insurance Board Member. You won't want to miss this exceptional line-up of presenters.

The Convention begins on Sunday evening with a lively Welcome Reception. There will be plenty of food, fun and conversation. The Welcome Reception will feature our special guest, West Virginia Insurance Commissioner and NAIC President Jane Cline. Monday and Tuesday morning will be packed with informative sessions on the latest insurance trends and issues.

Along with our educational sessions we will hold our Chairmen's Reception on Monday evening. The ever popular Convention Golf Outing will be held Tuesday afternoon on the amazing Meadows Golf Course.

Be sure to mark your calendars now so you don't miss out on this exceptional experience at the Greenbrier!

SPECIAL GUEST SPEAKER



Be sure to join us as West Virginia Governor, Joe Manchin III, welcomes our group Monday, August 9th during our General Session!



PAMIC/VAMIC/WVAIC

TRI-STATE CONVENTION



Henry R. Gibbel

Lititz Mutual Insurance Company
PAMIC



Lynn Burkett

Smyth County Mutual Insurance Company
VAMIC



Frank Norton, Jr.

Safe Insurance Company & Inland
Mutual Insurance Company
WVAIC

THE PAMIC, VAMIC AND WVAIC LEADERSHIP WELCOMES YOU TO THIS 2010 COMBINED CONVENTION.

In the dynamically changing landscape that is the current property/casualty marketplace, punctuated by intensifying competition, continued downward pressure on premium rates, excess capacity in the primary market, low investment returns, and escalating medical costs, the challenges that carriers face to successfully navigate these turbulent waters are more pronounced than ever. Given those challenges, we have planned this combined convention around breakout sessions that are designed to speak to the current issues and obstacles carriers face, and provide insights as to how our members can successfully chart a course through these challenging times.

We extend a special “thank-you” to our many Convention Sponsors knowing that, without their support, a first-class Convention such as this would not be possible.

We look forward to seeing all of you at Convention!



AGENDA

Sunday, August 8, 2010

- 1:00pm - 4:00pm Volleyball Tournament*
- 3:00pm - 7:00pm Exhibitor Set-up
- 3:00pm - 5:00pm VAMIC Directors' Meeting
- 3:00pm - 7:00pm Convention Registration
- 5:00pm - 7:00pm Welcome Reception - Special Guest, Jane Cline, WV Insurance Commissioner & NAIC President

Monday, August 9, 2010

- 7:30am - 8:30am Continental Breakfast and Registration
- 7:45am - 8:30am Larry E. Kauffman Breakfast*
- 8:30am - 10:15am **Welcome from West Virginia Governor, Joe Manchin III**
General Session, Keynote Speaker: Clint Harris, Vice President, Conning Research & Consulting
- 10:15am - 10:45am Refreshment Break in Exhibit Hall
- 10:45am - 11:35am Breakout Sessions
Property Cat Model Update
Succession Planning
- 11:00am - 12:30pm Spouse Session* *Tea and Talk with the First Lady of West Virginia, Gayle Conelly Manchin*
- 11:40am - 12:30pm Breakout Sessions
Social Media/Technology
FICO/Credit Based Insurance Scores, Score Trends in Dynamic Times
- 12:30pm - 1:45pm State Annual Meetings & Lunch
- 1:45pm - 2:45 pm Legislative & Regulatory Updates by State
- 6:00pm - 10:00pm Greenbrier Fun Night - Children's Program*
- 6:00pm - 10:00pm Chairman's Cocktail Reception followed by Banquet and Entertainment

Tuesday, August 10, 2010

- 7:00am - 8:00am Coffee Hour with Vendors - **PRIZES DRAWN, MUST BE PRESENT TO WIN**
- 7:00am - 8:00am VAMIC Advisory Breakfast
- 8:00am - 9:00am Continental Breakfast in exhibit area
- 8:00am - 8:50am Executive Breakout Session - *General Compensation (Break from 10:30am - 11:00am)*
- 8:00am - 9:30am Directors' Breakout Session - *Basics of Reinsurance (Break from 9:30am - 10:00am)*
- 9:00am - 10:30am Executive Breakout Session - *Predictive Modeling*
- 9:00am - 12:00pm Spouse Session* *Indoor & Outdoor guided property tour with shopping at the Art Colony*
- 10:00am - 10:50am Directors' Breakout Session - *CEO Compensation; Integrating Strategy, Performance & Pay*
- 11:00 - 12:15pm **General Session, Keynote Speaker: Dr. Robert P. Hartwig, President, Insurance Information Institute**
- 12:15pm - 1:30pm Lunch (on your own)
- 1:30pm - 6:00 pm Convention Golf Tournament*
- 6:00pm - 7:00pm Farewell and Golf Reception - All Convention Attendees are invited!



ACCOMMODATION INFORMATION

TRI-STATE CONVENTION

From simply elegant to breathtakingly grand, The Greenbrier's accommodations offer an unparalleled luxury experience.



All Accommodations feature the following amenities:

Complimentary Wireless Internet ~ Televisions ~ Clock Radios/CD Players ~ Refreshment Bars ~ Hair Dryers ~ Irons/Ironing Boards ~ Terry Cloth Robes ~ Lighted Vanity Mirrors ~ Personal In-Room Safes ~ Guest-controlled Heat/AC ~ Nightly Turn-Down Service ~ The latest in dual-line accessory compatible telephones ~ Ice service provided daily ~ Maid service provided twice daily ~ Valet, laundry, shoeshine and travel services available ~ Professional Concierge Services

Check-In Time 4:00 p.m.

Check-Out Time 12:00 Noon

RATES AVAILABLE UNTIL JUNE 24, 2010

PRICE: \$265.00

TYPE: STANDARD & INTERMEDIATE GUEST ROOMS

PRICE: \$295.00

TYPE: SUPERIOR GUEST ROOMS

PRICE: \$355.00

TYPE: JUNIOR SUITES, SPRING ROW COTTAGES, AND PARADISE ROW COTTAGES



BE SURE TO ASK FOR THE 'TRI-STATE CONVENTION' RATE WHEN MAKING YOUR RESERVATIONS

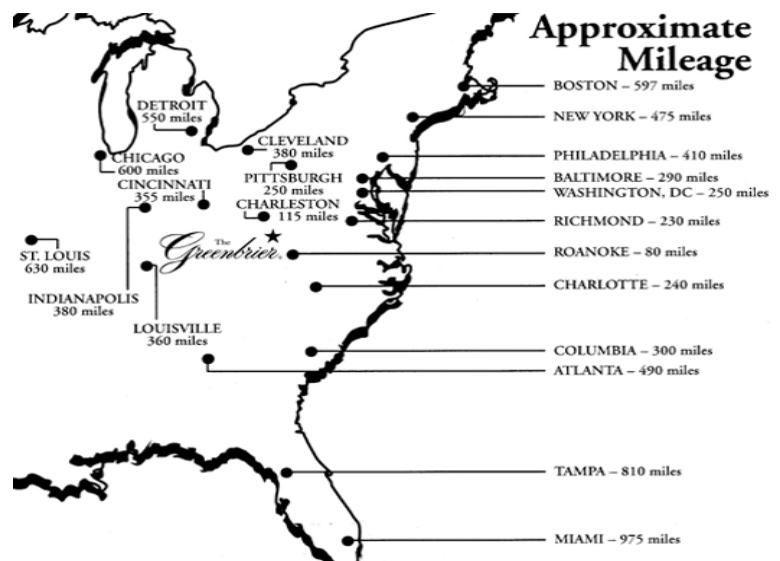
THE GREENBRIER

300 W. Main Street
White Sulphur Springs, WV 24986

304-536-1110

Reservation: 800-453-4858

www.greenbrier.com



RECREATION OPPORTUNITIES

AT THE GREENBRIER



Looking for an activity your whole family or group can enjoy? The Greenbrier offers an unparalleled tableau of recreational activities, outdoor adventures and unique hotel experiences to delight, intrigue, challenge and stimulate the widest range of interests.

- ◆ Afternoon Tea & Concert
- ◆ Art Colony
- ◆ Billiards
- ◆ Bowling
- ◆ Bunker Tour
- ◆ Croquet
- ◆ Falconry
- ◆ Fishing
- ◆ Fitness Center
- ◆ Geocaching
- ◆ Golf
- ◆ Hiking
- ◆ Horseback Riding
- ◆ Indoor & Outdoor Pool
- ◆ Kayaking
- ◆ Mountain Biking
- ◆ Movies
- ◆ Presidents' Cottage Museum
- ◆ Property and Grounds Tour
- ◆ Shopping
- ◆ Spa
- ◆ Tennis
- ◆ Whitewater Rafting
- ◆ Wine Tastings



Convention Registration Information

Registration Fee includes: Welcome Reception, Continental Breakfasts, Luncheon on Monday, Refreshment Breaks, Chairman's Reception, Convention Registration Materials and all Convention sessions.. Not included in Registration Fee: Larry Kauffman Interfaith Breakfast: \$35

Cancellation Policy: A refund will be given if notice of cancellation is received on or before July 29. Cancellation received after this date will not be eligible for a refund. Please note a \$25 processing fee will be charged for each refund issued.

Mail Registration Form to: **PAMIC, 1017 Mumma Road #103, Wormleysburg, PA 17043** or Fax to 717-303-1501 or register online at www.pamic.org

SUGGESTED CONVENTION ATTIRE

For the Sessions and Welcome Reception
~ Business Casual ~

For the Dinner and Entertainment
~ Suit and Tie suggested ~

DRESS CODE PER THE GREENBRIER

Main Dining Room:

Breakfast - Casual attire, including collared sport shirts, sweaters, jackets, slacks and walking shorts.

Dinner - Jacket and tie for men and dresses or evening suits for women. Children 10 and older are required to wear attire similar to that of adults. Jeans are not permitted.

Prime 44 West & Tavern Casino (Evening):

Business casual, including dress slacks, jackets, suits, dresses & skirts. Jeans are not permitted.

Draper's Café, Sam Snead's at The Golf Club, Slammin' Sammy's, & Tavern Casino (Daytime):

Casual attire, including collared sport shirts, sweaters, jackets, slacks and walking shorts. Jeans are not permitted.

Golf, Golf Academy, Tennis:

Gentlemen: Collared shirts, golf and/or tennis sweaters, slacks, walking shorts, tennis shorts (for tennis only) or Bermuda shorts.

Ladies: Sweaters, shirts or blouses, slacks, walking shorts, Bermuda shorts, golf and/or tennis shorts (for tennis only).

Children 10 and older: Attire same as that of adults.

Tee shirts, tank tops, cut-offs, short shorts and sweat pants are not permitted on the golf courses or tennis courts.



CONVENTION REGISTRATION FORM



Name _____

Badge Name _____

Company _____

Address _____

Phone _____ E-mail _____

Please let us know of any Dietary or Accessibility needs you have _____

Spouse Name _____

Spouse E-mail _____

REGISTRATION FEES

PAMIC/VAMIC/WVAIC Member early registration fee (before July 15)\$295

PAMIC/VAMIC/WVAIC Member registration fee (after July 15)\$350

Non Member\$395

Spouse.....\$195

Children under 12\$25 (\$65 if participating in Children's Program)

Children 12 and over\$50 (\$80 if participating in Children's Program)

Larry Kauffman Interfaith Breakfast\$35

Name/s & age/s _____

Please register for the following Convention Events:

Welcome Reception Chairman's Reception Banquet Kauffman Breakfast

Spouse Program Children's Program

Registration Total \$ _____

Registration Deadline: July 29, 2010



GOLF TOURNAMENT REGISTRATION



Tee off at the Convention Golf Scramble. For nearly a century, prominent Americans have matched skills on the Greenbrier's three courses. Most recently, Golf Digest named The Greenbrier as the #8 golf resort in North America. In 2010, the world's greatest players will be here for The Greenbrier Classic, a PGA TOUR, FedExCup event. The Greenbrier Course hosted the 1979 International Ryder Cup and 1994 Solheim Cup matches as well as three American Express Championships in the mid 1980s. The Meadows Course, which hosts numerous state and regional championships annually, was renovated in 1999. With such a rich golf heritage, The Greenbrier is fortunate to have hosted some of

golf's most prominent players. You can walk in the footsteps of legends such as Sam Snead, Arnold Palmer, Jack Nicklaus, Ben Hogan, President Dwight D. Eisenhower, Nick Faldo and Tom Watson.

BE A GOLF SPONSOR

Tournament prizes and hole sponsors are currently being sought. If you would like to contribute to this fun filled event, please call PAMIC at 717-303-0197.

I will sponsor the foursome listed below\$660

I will be playing with the golfers listed below.....\$165

I will be playing. Please put me in a foursome\$165

I would like to be a hole sponsor\$150

I will contribute a prize _____

Golf Total \$ _____

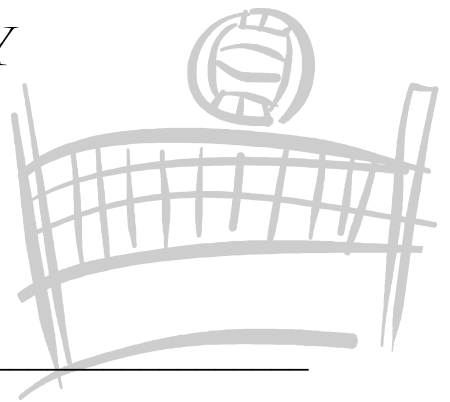
Names in Foursome:

1. _____
2. _____
3. _____
4. _____

Mail Registration Form to: PAMIC, 1017 Mumma Road #103, Wormleysburg, PA 17043 or Fax to 717-303-1501 or register online at www.pamic.org



BACK THIS YEAR, THE FAMILY VOLLEYBALL TOURNAMENT!



YES, I AM INTERESTED IN PARTICIPATING

Name: _____

Name: _____

Name: _____

Name: _____

All ages welcome!

Please indicate the number and size of complimentary t-shirts to be provided.

_____ S _____ M _____ L _____ XL _____ XXL

Mail Registration Form to: PAMIC, 1017 Mumma Road #103, Wormleysburg, PA 17043 or Fax to 717-303-1501

Contact Michael Yeager myeager@lehighmutual.com or 610-434-5179 with questions or concerns.



CHILDREN'S EVENING PROGRAM

MONDAY, AUGUST 8, 2010
6:00 PM - 10:00 PM

"GREENBRIER FUN NIGHT"

- 6:00 PM Registration in the Adventure Zone
- 6:30 PM Dinner featuring cheese pizza, chicken fingers and cut fruit.
 - ◆ Bowling
 - ◆ Movie
 - ◆ Scavenger Hunt
- 10:00 PM Parents, please pick up children in the Adventure Zone

~ Activities appropriate for ages 6-12 ~

Children ages 3-5 are also welcome to join us for dinner and fun including face painting, magic show and making a sock puppet. We do ask that they are potty trained; no diapers or pull ups.

Convention Sponsors

Convention Sponsors Support your Convention Experience!

The PAMIC/VAMIC/WVAIC Tri-State Convention would not be possible without the generous support of our sponsors. We hope you will join us in extending a hearty “Thank You” to this year’s Sponsors:

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PAMIC/VAMIC/WVAIC TRI-STATE CONVENTION

PLEASE
PLACE
STAMP
HERE

1017 Mumma Road
Suite 103
Wormleysburg, PA 17043
Phone: 717-303-0197
Fax: 717-303-1501
web: www.pamic.org

Mailing Address Line 1
Mailing Address Line 2
Mailing Address Line 3
Mailing Address Line 4
Mailing Address Line 5



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