

KATIE U.S. STUDY TOUR TESTIMONIALS

"The hospitality of the faculty was wonderful. The study tour provides tuition of basic principles across a range of classes of insurance as well as discussion on topical issues in the insurance market. The pride displayed in organizing the tour with Lloyd's and the calibre of the speakers made the attendees proud to be part of the Lloyd's market. It was a complete learning experience."

NATALIE PITTS, WELLINGTON GROUP

"The two-week study tour to Illinois State University offers a rare opportunity to develop a better understanding of the current insurance issues in the United States. The first-class academic input from the faculty at the Katie Insurance School, combined with the pragmatic experience of an extensive array of insurers, intermediaries, and industry experts, creates a profound, intensive, and effective means of learning about business in the United States today. With its emphasis on practical tuition, open dialogue, and the creation of networks among the course participants and the American educators and insurance practitioners, the programme delivers real value for those fortunate enough to be selected as participants. I can wholeheartedly recommend this study tour to those in Lloyd's or the London market who are seeking a rewarding and challenging educational experience that delivers genuine individual and corporate benefit."

TERRY HAYDAY, GERLING AT LLOYD'S, LTD.

"The course was the very best I have ever attended in 20 years of insurance life. It was extremely challenging, and there was a real benefit to have people of all levels of experience attending. The content had enough general subjects of real interest to balance the technical subjects that may have only applied to a proportion of the group. The lectures were given with enthusiasm and skill. Interest level was kept high across all delegates, and the professionalism of those delivering the sessions together with those organising the arrangements was superb. All this for less than the cost of a business class ticket from London to Chicago! Value like this is rarely seen in business life."

NANCY LAYTON-COOK, C. J. COLEMAN & CO., LTD.

ALTERNATIVE RISK TRANSFER SEMINAR TESTIMONIALS

"Thank you for organizing such a successful and appropriate ART course. I personally found it well organised, pitched at a suitable level, supplied with quality speakers, and very worthwhile."

BIL RENDALL, KILN

"The Katie Insurance School and Lloyd's succeeded in putting together a superb series of lectures, workshops, and visits with the highest quality people. I was very impressed and came away with a much better appreciation of the subject."

GRAHAM TAYLOR, COTTRELL & MAGUIRE

"The 1999 seminar provided a comprehensive, all-round review of ART development and current issues. In addition, it also provided a forum for practitioners to discuss and consider how different scenarios and opportunities could affect their own businesses. The opportunity to participate, without the usual London market distractions, proved highly constructive. I am sure the 2000 seminar will also prove to be of benefit for those who attend."

DAVID EDWARDS, OCTAVIAN

OXFORD STUDY TOUR OF U.S. AND U.K. EXECUTIVES TESTIMONIAL

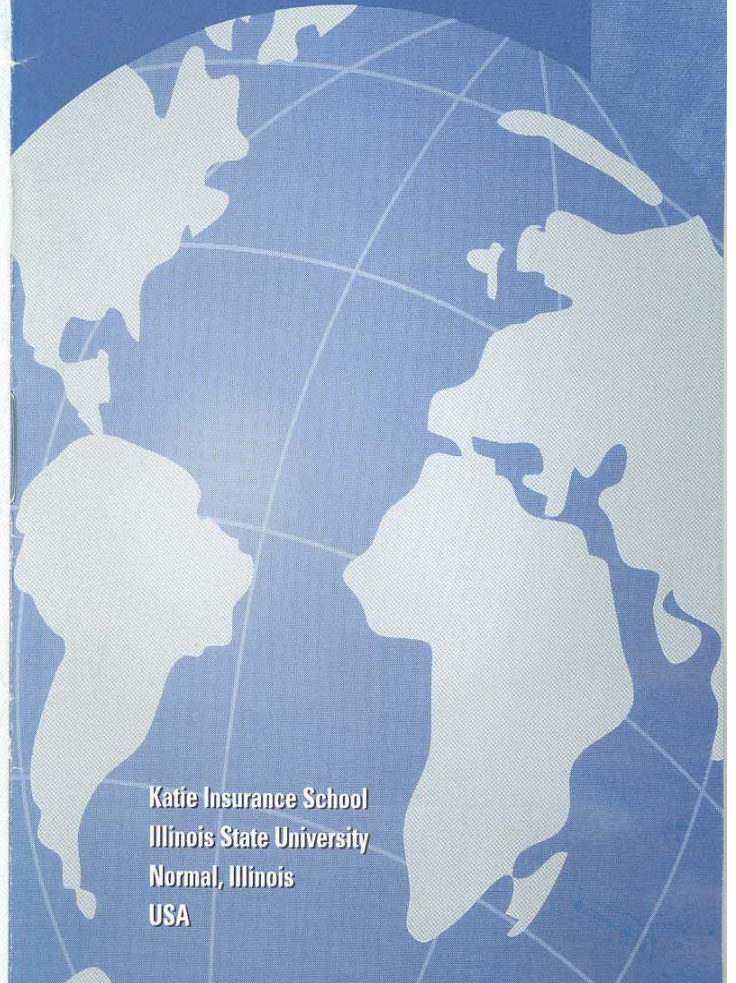
"The Oxford experience was well worth the time commitment. The curriculum was very interesting and on target. The speakers were well chosen and provoked lively discussions amongst the participants. However, it is the facilitation of good networking that makes this program so valuable. I would highly recommend it for insurance executives of all areas of the industry."

MARY HOGAN, GENERAL REINSURANCE

STRATEGIC PLANNING

for Success in the Global
Insurance Market

Executive Development Seminars
for the 21st Century



Katie Insurance School
Illinois State University
Normal, Illinois
USA

STRATEGIC PLANNING

for Success in the Global Insurance Market



The entrance of the Katie Insurance School into the global insurance market began in 1996 with a two-week study tour held on the campus of Illinois State University in Bloomington-Normal and in Chicago for a group of 20 Lloyd's underwriters, brokers, and managing agents. The success of the first study tour has led to an expansion of mutually beneficial and collaborative educational programs that are highlighted in this brochure.

KATIE

Center for Insurance

INSURANCE

and Financial Services

SCHOOL

College of Business

ILLINOIS STATE UNIVERSITY

www.katieschool.org

THE KATIE U.S. STUDY TOUR

Looking to increase your understanding of the key issues that are integral to the international insurance market position in the United States? First offered in 1996, the annual two-week study tour is a fully integrated academic program dealing with the U.S. property/casualty industry. An exceptional group of senior level U.S. industry speakers along with outstanding Katie Insurance School professors, industry panels, and company visits will keep you up to date on all aspects of the American insurance system.

The curriculum focuses on topics ranging from regulation to catastrophe exposures, from environmental to judicial issues; and it incorporates a wide range of current commercial subjects. The course is designed to benefit underwriting and claims personnel, brokers, capital providers, auditors, and others engaged in the international market to expand and develop new business in the U.S. insurance market.

The curriculum is updated annually based on past participants' evaluations. The following topics have been the most frequently requested during the past four years:

- The dynamics of the contemporary U.S. insurance and financial services industry
- Commercial general liability coverage
- Trends and developments in international insurance markets
- Competitive demands faced by today's firms
- Insurance regulation in the United States
- Workplace exposures
- Claims handling in the United States
- Alternative risk transfer mechanisms
- Customer-focused marketing
- Catastrophe modeling/American catastrophe exposure
- Surplus lines
- Professional indemnity and directors and officers liability
- Securitization of insurance risk
- Data mining
- Alternative dispute resolution in the insurance marketplace
- How business is produced in the United States

Excursions to industrial plants operated by Mitsubishi Motor Manufacturing of America, Inc., and Caterpillar, Inc., to locations exposed to environmental pollution, and to the offices of insurers such as State Farm Insurance Companies, Country Companies, and RLI have been part of the program. Visits to the Lloyd's Attorney-in-Fact for Illinois and to the Chicago Board of Trade have also been regular features of each year's tour, and these will continue in the future along with panel discussions with lawyers, brokers, insurers, and business specialists from throughout the United States.

ALTERNATIVE RISK TRANSFER SEMINAR

Although it originated in the United States, interest in alternative risk transfer (ART) products and solutions is spreading throughout the industrialized world. Innovative risk transfer solutions are gaining momentum and taking a foothold in Europe. Research also projects growth in the Asian market. ART encompasses a wide range of products and mechanisms, including captives, risk retention groups, finite (re)insurance, contingent capital, securitization, derivatives and indices, and self-insurance.

The one-week ART seminar in Chicago is designed to provide participants with an understanding of the products and mechanisms comprising ART, differing methods of pricing risks, and future business opportunities. The course draws heavily on an exceptional group of senior

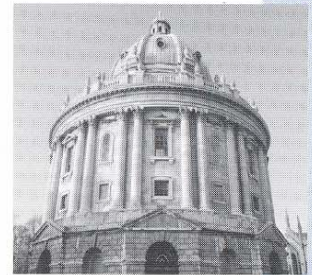


U.S. executives who have in-depth understanding of the international insurance market, executives who will share their expertise and facilitate high-level discussion of the following topics:

- ART in the global market
- Finite/Financial reinsurance
- Self-insurance, fronting, captives, and rent-a-captives
- Noninsurance protection products
- Enterprise risk management
- Integrated risk products and solutions
- Securitization
- Legal and regulatory perspectives of ART
- Abstract ART
- Insurance-linked securities transactions

OXFORD STUDY TOUR FOR U.S. AND U.K. EXECUTIVES

The purpose of the one-week study tour at Oxford University, England, is to give U.S. and U.K. insurance and financial services executives insight into the global insurance markets. In addition to attending lectures,



examining case studies, and attending small group discussions presented by industry and academic leaders in insurance and risk management from the United Kingdom and the United States, participants will spend a day at Lloyd's visiting an underwriting box, tour the Oxford colleges, and attend a performance of Shakespeare at the Globe Theatre in London.

Supported by the American Institute for CPCU and the Chartered Insurance Institute, the program offers an opportunity to develop new business relationships and strategic partnerships in response to rapidly changing customer markets. Some of the topics presented in the course include the following:

- Mergers and acquisitions
- Knowledge management
- Technology and how it impacts the industry
- Changing perceptions of risk
- Decision making in risk management

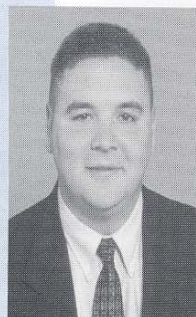
- Customer service and retention: implications for organizational performance
- Alternative risk transfer
- Marketing strategy and planning
- Sources and uses of capital in the global market
- Strategic implications

INTERNATIONAL INSURANCE STUDENT INTERNSHIP PROGRAM

Undergraduate insurance students in their junior years at Illinois State University have the opportunity to spend one month during the summer interning in the international insurance market. One such program provides students the opportunity to work with syndicates, brokers, and managing agencies in the Lloyd's market.

The typical internship provides learning experiences in the following areas:

- Evaluating risks in the international market
- Placing risks with underwriters
- Preparing for career and job opportunities
- Reinsurance transactions
- Current issues in the international market



"I had an opportunity to visit the Lloyd's Training Centre and observe how aspiring professionals prepare for career and job opportunities in the Lloyd's and London insurance markets. A portion of my internship was working alongside senior underwriters in the boxes, observing how risks were evaluated. I also spent time following brokers as they prepared and presented their risks to underwriters. I'll never forget the insights and experiences I gained from the Lloyd's internship."

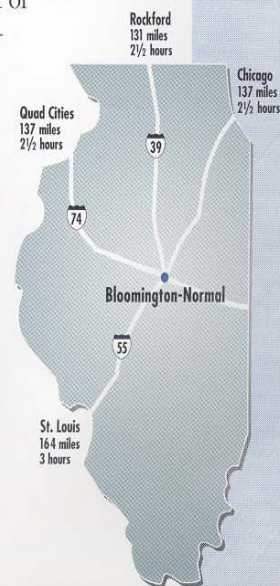
JASON PRESTON
INSURANCE MAJOR
ILLINOIS STATE UNIVERSITY
1999 SUMMER INTERN

ILLINOIS STATE UNIVERSITY

- Founded in 1857, Illinois State University is the oldest public institution of higher learning in Illinois.
- The University is a student-centered, multi-purpose, coeducational, and residential institution.
- Enrollment is approximately 20,000, including 17,500 undergraduate and 2,500 graduate students.
- The University offers 160 undergraduate and 44 master's and doctoral programs.
- The Katie Insurance School in the College of Business provides unique programs and educational services for the insurance industry.
- The University's 850-acre campus includes 61 major buildings, a 350-acre farm, a planetarium, an 18-hole golf course, a student recreation center, one of the largest art galleries in the state, and a library with more than 1.4 million catalogued books.

BLOOMINGTON-NORMAL, ILLINOIS

Illinois State University's campus is in the twin-city community of Bloomington-Normal, which is 137 miles southwest of Chicago, Illinois, and 164 miles northeast of St. Louis, Missouri. The population is approximately 100,000. Major employers include State Farm Insurance Companies, Mitsubishi Motor Manufacturing of America, Inc., Country Companies, and The Eureka Company. Amtrak passenger train service is available near the campus, and several scheduled airlines serve the local airport.



An equal opportunity/affirmative action university encouraging diversity

UNIVERSITY COMMUNICATIONS

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