



MONTANA CAPTIVE INSURANCE ASSOCIATION, INC.

7TH ANNUAL CONFERENCE

THE LODGE AT WHITEFISH LAKE
WHITEFISH, MT • JULY 24-26, 2012

EARLY CONFERENCE SPONSORS:



MOULTON BELLINGHAM



Conference Overview

Since the passage of captive legislation in 2001, Montana has positioned itself as one of the country's top captive domiciles and is now one of the country's fastest growing captive domiciles.

MCIA is the premier educational and networking event for those doing captive business in the state. This conference features faculty consisting of key state captive insurance regulators, national industry leaders and expert service providers to bring you the most up-to-date and valuable information on industry trends and niche opportunities.

WHO SHOULD ATTEND

- Captive/RRG Owners
(both in Montana and those considering re-domestication)
- Corporate Risk Managers, CFOs and CEOs
- Captive Managers
- Brokers/Consultants
- Accountants/Actuaries
- Attorneys
- Other Professional Service Providers

ADDITIONAL INFORMATION

GETTING TO WHITEFISH

It's easy! Glacier Park International Airport (FCA) offers frequent flights daily and is conveniently located 20 minutes from The Lodge at Whitefish Lake. Glacier Park International Airport is serviced by Delta/SkyWest, Horizon/Alaska Air, United Airlines and Allegiant Air.

SPECIAL NEEDS

If you require special accommodations and/or food preparation to fully participate in the conference, please notify MCIA headquarters prior to your arrival and we'll make sure your stay is as enjoyable as possible.

CONFERENCE DRESS

The dress for this conference is business casual.

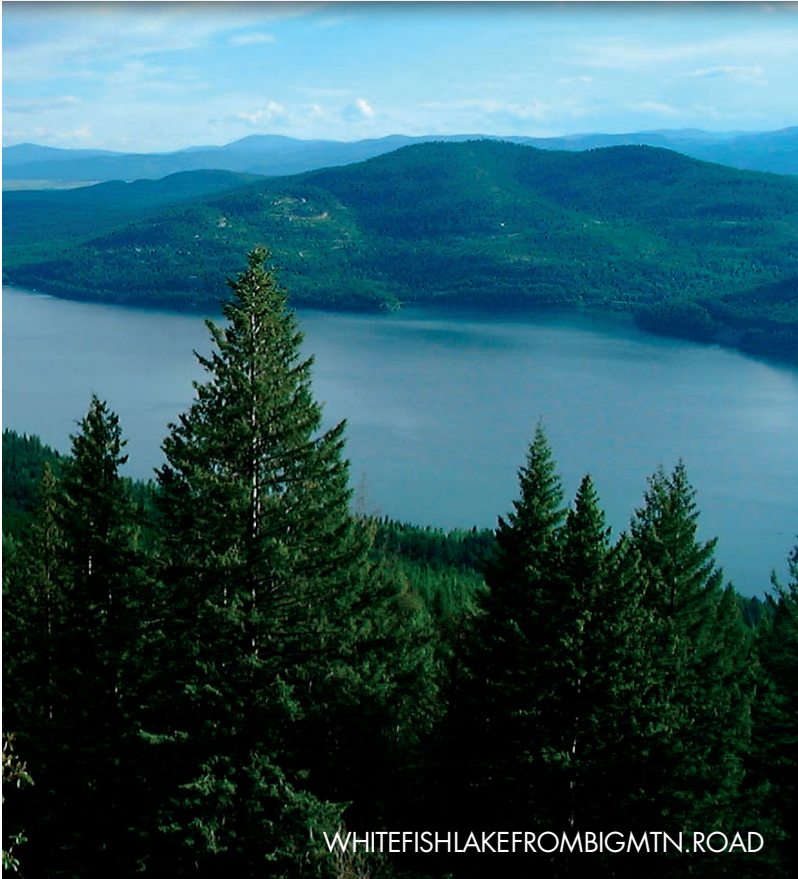
STILL HAVE QUESTIONS?

Contact MCIA Headquarters at 866.388.6242

NOT AN MCIA MEMBER?

You should be! Montana is serious about captives and MCIA is dedicated to promoting a vibrant captive insurance industry within the domicile. Join now and receive substantial discounts on conference registration fees and sponsorship opportunities! For membership information call 866.388.6242 or visit www.mtcaptives.org!





WHITEFISHLAKEFROMBIGMTN. ROAD



VIEWOFPOLFROMLAKESIDE

HOTEL ACCOMMODATIONS

Inspired by the grand lodges of the past, with all the conveniences of the present, the Lodge has returned a sense of leisure and grace to the Montana travel experience. Surrounded by mountains with the pristine waters of Whitefish Lake at our back door, and all the amenities of a full-service resort, the Lodge provides the perfect location for your visit to Whitefish and northwest Montana.

With outstanding service and deluxe accommodations you will be able to enjoy all that Whitefish and the Flathead Valley have to offer.

THE LODGE AT WHITEFISH LAKE

1380 Wisconsin Ave
Whitefish, MT 59937
Phone: 877-887-4026
www.lodgeatwhitefishlake.com

MCIA has negotiated special room rates (see below). Attendees should make their reservations directly with the hotel by calling 877-887-4026. Make reservations early. MCIA's specially discounted room rate will end June 8, 2012. After this date we cannot guarantee a room at the host hotel at the discounted rate.

Classic Viking Room

(1 king or 2 queens) \$259*

Studio Suite Standard View

(1 king or 2 queens) \$295*

Studio Suite Partial Lake View

(1 king or 2 queens) \$339*

**All rates are per night, and do not include tax*

CANCELLATION POLICY

Cancellations made less than 72 hours prior to arrival will forfeit the first nights deposit.



Schedule of Events



BOAT CLUB DECK

TUESDAY 07•24•2012

4:00 p.m. to 6:30 p.m.
REGISTRATION OPEN

5:00 p.m. to 6:30 p.m.
WELCOME RECEPTION

WEDNESDAY 07•25•2012

8:00 a.m. to 6:00 p.m.
REGISTRATION OPEN

8:00 a.m. to 8:40 a.m.
NETWORKING BREAKFAST

8:45 a.m. to 9:00 a.m.
WELCOME REMARKS

SPEAKER:

Brenda Olson
Chairwoman
Montana Captive Insurance Association, Inc.

9:00 a.m. to 10:00 a.m.

REINSURANCE MARKET TRENDS – IMPLICATIONS FOR CAPTIVE INSURANCE COMPANIES

This session will provide an overview of important reinsurance market trends and offer expert analysis on how these trends affect pricing and availability for various types of alternative risk transfer programs.

SPEAKERS:

Karen Basso

Senior Vice President, Preferred Reinsurance Intermediaries, Inc.

Ken Barrett

Chief Executive Officer, Besso Re

Paul Henderson

Senior Underwriter, Beazley Furlonge, Ltd.

10:00 a.m. to 11:00 a.m.

INCORPORATED CELL CAPTIVES – A MONTANA CASE STUDY

Montana recently updated its captive insurance statute to allow for incorporated cell captives. This session will provide a case study of one of the first incorporated cell captives to be licensed in the state, which will illustrate how this type of sophisticated risk transfer program should be structured, as well as potential applications.

SPEAKER:

Michele Braukmann

Shareholder Attorney
Moulton Bellingham, PC

11:00 a.m. to 11:15 a.m.

NETWORKING BREAK

11:15 a.m. to 12:15 p.m.

FEASIBILITY STUDIES – DISSECTED AND ANALYZED

One of the captive insurance industry's top consulting actuaries provides useful guidance on how prospective captive owners and their business partners should dissect and analyze feasibility studies as part of effective captive formation planning.

SPEAKER:

Bill Bartlett

President
Bartlett Actuarial Group, Ltd.

12:15 p.m. to 1:30 p.m.

HOSTED LUNCHEON

1:45 p.m. to 2:45 p.m.

CAPTIVE TAX LAW UPDATE

A leading captive law expert provides a real-time update on the latest IRS developments affecting all types of captive insurance programs.

SPEAKER

Charles (Chaz) Lavelle

Partner
Bingham Greenebaum Doll LLP

2:45 p.m. to 3:00 p.m.

NETWORKING BREAK

3:00 p.m. to 4:15 p.m.

NAIC ART MARKET FOCUS – GOOD, BAD, OR UGLY?

Moderator: **Brenda Olson**

Chairwoman, Montana Captive Insurance Association, Inc.
The National Association of Insurance Commissioners (NAIC) has been increasingly focused on developing new model regulations specifically for the alternative risk transfer marketplace. So is this focus a good thing or bad thing for the captive insurance industry? We have assembled a panel with differing perspectives on this subject to facilitate a lively discussion. Audience participation will also be encouraged.

PANELISTS

Kevin Doherty

Partner, Burr and Forman LLP

Christina Kindstedt

Vice President, North American Captive Practice, Willis

Steve Matthews

Captive Insurance Coordinator
Office of the Montana Commissioner of Securities & Insurance

4:30 p.m. to 6:00 p.m.

NETWORKING RECEPTION



LOBBY FIREPLACE



KINGSTUDIO

Schedule of Events CONTINUED

THURSDAY 07•26•2012

8:00 a.m. to 9:00 a.m.
NETWORKING BREAKFAST

9:00 a.m. to 9:45 a.m.
LEGISLATIVE SESSION PREVIEW

The Montana State Legislature is out of session this year but will be back in action early in 2013. MCIA's lobbyist will preview the major issues lawmakers are expected to tackle at that time and how the association is positioned for potential captive insurance legislation.

SPEAKER:

Aimee Grmoljez
Attorney
Crowley Fleck PLLP

9:45 a.m. to 10:15 a.m.
**MONTANA'S CAPTIVE INSURANCE LAW –
CAN IT BE FURTHER IMPROVED?**

Moderator: **Dick Goff**

President, Montana Captive Insurance Association, Inc.
MCIA was successful last year in working with the State Auditor's Office to pass legislation significantly improving the Montana's captive statute. This session will provide members an opportunity to offer suggestions on possible additional improvements for the Legislature to consider in 2013 and build on the positive momentum already established by MCIA and key captive regulators.

10:15 a.m. to 10:30 a.m.
NETWORKING BREAK

10:30 a.m. to 11:30 a.m.
THE MONTANA DOMICILE – 2012 AND BEYOND
Montana's principal captive regulators detail activity in the domicile during 2012 and discuss how they see the state positioned for the future with regard to new captive formation and ongoing regulation.

SPEAKER:

Steve Matthews
Captive Insurance Coordinator
Office of the Montana Commissioner of Securities & Insurance

11:30 a.m.
CONFERENCE CONCLUDES



LAKE VIEW ROOM



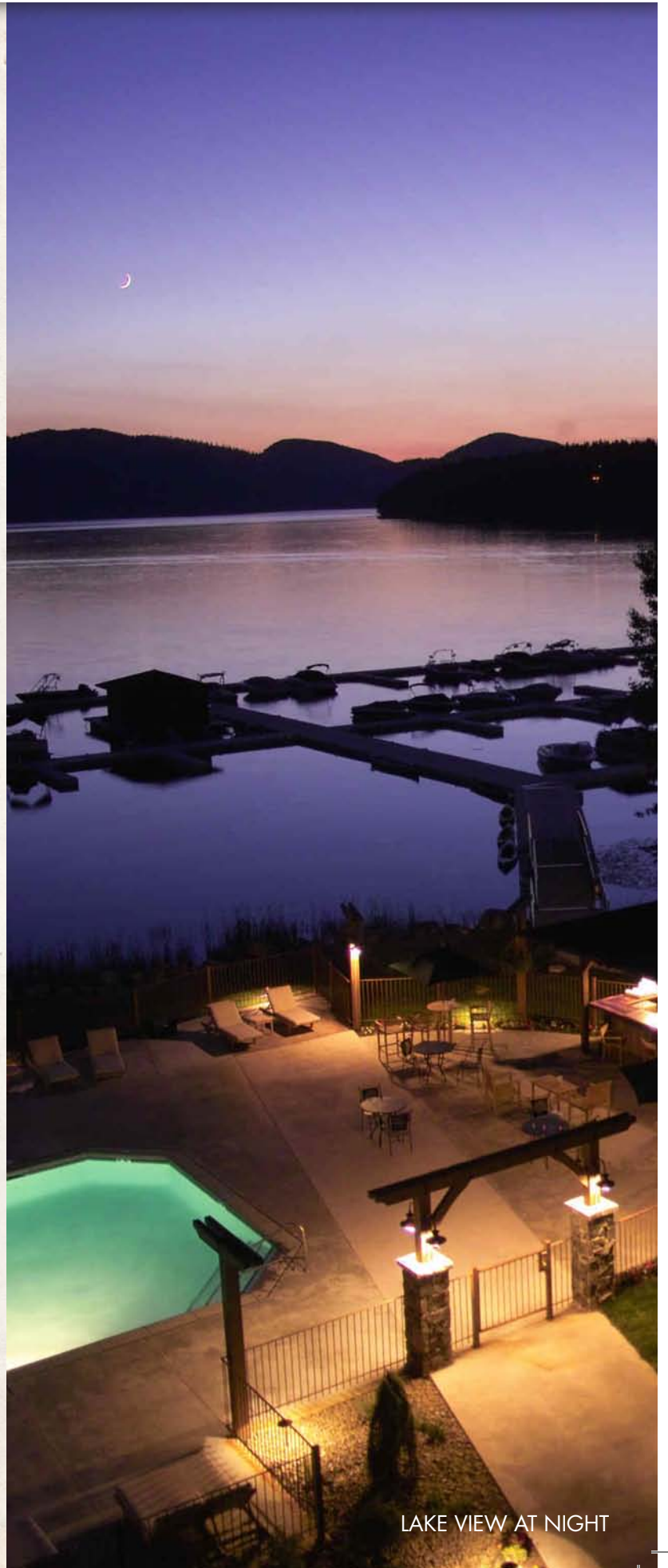
BOAT CLUB DINING ROOM



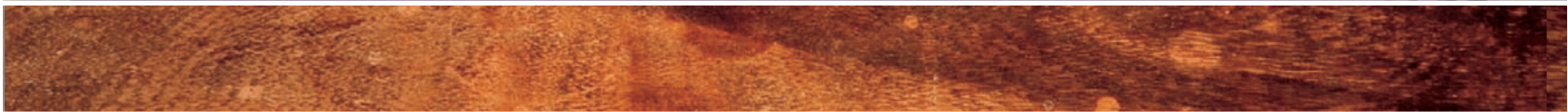
GUEST BATH



VIEW FROM LAKE AT NIGHT



LAKE VIEW AT NIGHT



MAIN ENTRANCE AT SUNSET

Conference Registration

MONTANA CAPTIVE INSURANCE ASSOCIATION, INC.
7TH ANNUAL CONFERENCE
JULY 24-26, 2012
 THE LODGE AT WHITEFISH LAKE, WHITEFISH, MT

Please type or print all information requested below, as this information will be used to produce your conference name badge and update our records. For multiple registrations, please photocopy this form and submit a separate form for each registrant.

Conference Registration Fees	Early Bird (Received by 3/30/12)	Regular (Received 3/31/12-7/23/12)	Onsite (Received after 7/23/12)
MCIA Member	\$595	\$750	\$795
MCIA Member (Add'l registrant same Firm)	\$525	\$625	\$650
Non-Member	\$895	\$1,055	\$1,195
Spouse/Guest	\$150	\$150	\$150
Government Rate	\$250	\$250	\$250

4 EASY WAYS TO REGISTER

1. FAX your registration to:
888-651-1788

2. MAIL your registration to:
1302 24th Street West, #303
Billings, MT 59102-3861

3. PHONE 866-388-6242

4. ONLINE www.mtcaptives.org

Full Name _____

First Name for Badge _____ Job Title _____

Company _____

Address _____

City, State, Zip _____

Phone _____ Fax _____

Email _____ Website _____

Spouse/Guest Name _____

TOTAL YOUR CONFERENCE REGISTRATION FEES FROM ABOVE:

Registration \$ _____

Spouse/Guest (defined as attendee's spouse/significant other) \$ _____

TOTAL \$ _____

PLEASE GUARANTEE MY CONFERENCE REGISTRATION BY:

Enclosed is my check made payable to MCIA in US Funds.

Please charge: MC Visa American Express Discover

Credit Card Number _____

Exp Date: _____ Val. Code _____ (last 3 digits on card back; Amex 4 digits on front)

Cardholder's Name _____

Billing Address _____

City, State, Zip _____

Signature _____

HOTEL INFORMATION:

THE LODGE AT WHITEFISH LAKE
 1380 Wisconsin Ave
 Whitefish, MT 59937
 Phone: 877-887-4026
www.lodgeatwhitefishlake.com

MCIA has negotiated special room rates (see below). Attendees should make their reservations directly with the hotel by calling 877-887-4026. Make reservations early. MCIA's specially discounted room rate will end June 8, 2012. After this date we cannot guarantee a room at the host hotel at the discounted rate.

Classic Viking Room
 (1 king or 2 queens) \$259*

Studio Suite Standard View
 (1 king or 2 queens) \$295*

Studio Suite Partial Lake View
 (1 king or 2 queens) \$339*

*All rates are per night, and do not include tax

Cancellation policy: Written cancellations received on or before June 22, 2012 will receive a 50% refund. Due to hotel and staffing commitments all cancellations received after June 22, 2012, and all no-shows are not eligible for a refund; however, substitutions are permitted in advance and onsite.

Sponsorship Opportunities

If you're looking for a way to gain exposure with conference registrants and position your company as an industry leader, then add a sponsorship to your marketing plan. Becoming a sponsor is a cost-effective and targeted tool that can help your company accomplish its marketing and sales goals.

GRIZZLY SPONSOR (EXCLUSIVE)

MEMBER \$3,500 | NON-MEMBER \$5,000

- 3 Complimentary full conference registrations (add'l registrations available at Early Bird pricing)
- Company logo with link listed as Grizzly Sponsor on all email marketing communications
- Company logo with link listed as Grizzly Sponsor on the homepage of MCIA website and conference home page
- Company logo with listing as Grizzly Sponsor in the Official Conference Program
- Company logo on cover of the Official Conference Program that is distributed to all attendees upon conference check-in
- Company logo listed as Grizzly Sponsor at receptions, breakfasts, lunches, and breaks
- One full page, full color advertisement on the back cover of the official conference program
- One pre AND post conference mailing (all fees and postage costs waived, max 1 oz. mailing)
- Complimentary 6' table for display during evening networking reception on days 1 & 2 (table top displays only – all materials must fit on table)

BIG HORN SPONSOR

MEMBER \$2,500 | NON-MEMBER \$4,000

- 2 Complimentary full conference registrations (add'l registrations available at Early Bird pricing)
- Company logo with link listed as Big Horn Sponsor on the homepage of MCIA website and conference home page
- Company logo with listing as Big Horn Sponsor in the official conference program
- Company logo with link listed as Big Horn Sponsor on all email marketing communications
- One full page, full color advertisement
- Company logo listed as Big Horn Sponsor at receptions, breakfasts, lunches, and breaks
- One pre or post conference mailing (all fees and postage costs waived, max 1 oz. mailing)
- Complimentary 6' table for display during continental breakfast on day 2 & 3 (table top displays only – all materials must fit on table)

FRONTIER SPONSOR

MEMBER \$1,500 | NON-MEMBER \$3,000

- 1 Complimentary full conference registrations (add'l registrations available at Early Bird pricing)
- Company logo with link listed as Frontier Sponsor on the homepage of MCIA Annual Conference website
- Company logo with listing as Frontier Sponsor in the official conference program
- Company logo listed as Frontier Sponsor at receptions, breakfasts, lunches, and breaks
- One full page, black & white ad to run in the official conference program
- One pre or post conference mailing (processing fee waived, sponsor responsible for postage)

LANYARDS

MEMBER \$1,250 | NON-MEMBER \$2,500

- Company name and logo prominently displayed on official conference lanyard worn by conference registrants (sponsor is responsible for all lanyard production costs in addition to the sponsorship fee)
- Registrations at reduced rate

HOTEL KEY CARDS

MEMBER \$1,000 | NON-MEMBER \$2,500

- Company name and logo prominently displayed on hotel keycards given to each attendee upon check-in (sponsor is responsible for all production costs in addition to the sponsorship fee)

ADVERTISING OPPORTUNITIES

• INSIDE FRONT COVER (FULL COLOR)

Member - \$1,000 | Non-Member - \$1,500

• INSIDE BACK COVER (FULL COLOR)

Member - \$850 | Non-Member - \$1,350

• TABBED SECTION DIVIDERS (FULL COLOR)

Member - \$750 | Non-Member - \$1,250

- **AD SPECS:** All full color ads are 8.5" (w) x 11" (h), full bleed, .5" margin on all text and images. Black & white ads have a live area of 7.5" (w) x 10.5" (h). Artwork is due **June 8, 2012** and should be emailed to sbyars@mtcaptives.org in high-resolution PDF format.

To check availability or to reserve a sponsorship or advertising opportunity, please call 866.388.6242 or visit mtcaptives.org.

MONTANA CAPTIVE INSURANCE ASSOCIATION, INC.
7TH ANNUAL CONFERENCE
Sponsorship & Advertising Reservation Form

Company Name _____ Contact _____
Address _____
City, State, Zip _____
Phone _____ Fax _____
Email _____ Website _____

SPONSORSHIP OPPORTUNITIES

Please Reserve:	Member	Non-Member
Grizzly Sponsor	<input type="checkbox"/> \$3,500	<input type="checkbox"/> \$5,000
Big Horn Sponsor	<input type="checkbox"/> \$2,500	<input type="checkbox"/> \$4,000
Frontier Sponsor	<input type="checkbox"/> \$1,500	<input type="checkbox"/> \$3,000
Lanyards	<input type="checkbox"/> \$1,250	<input type="checkbox"/> \$2,500
Hotel Key Cards	<input type="checkbox"/> \$1,000	<input type="checkbox"/> \$2,500

ADVERTISING OPPORTUNITIES

Please Reserve:	Member	Non-Member
Inside Front Cover		<input type="checkbox"/> \$1,000 \$
Inside Back Cover		<input type="checkbox"/> \$850 \$
Tab Dividers	<input type="checkbox"/> \$750	<input type="checkbox"/> \$1,250

PAYMENT INFORMATION

Total Amount Due \$ _____

Enclosed is my check made payable to MCIA in US Funds.

Please charge: MC Visa American Express Discover

Credit Card Number _____

Exp Date: _____ Val. Code _____ (last 3 digits on card back; Amex 4 digits on front)

Cardholder's Name _____

Billing Address _____

City, State, Zip _____

Signature _____

PLEASE RETURN COMPLETED FORM WITH PAYMENT TO:

MCIA • 1302 24th St West #303 • Billings, MT • 59102-3861 | Or via fax at 888.651.1788

QUESTIONS? Please call MCIA at 866.388.6242 or visit www.mtcaptives.org.

NOTE: Sponsorship and Advertising Reservations are made on a first-come, first-serve basis based on the date your Reservation Form is received. Reservation Forms will not be processed unless accompanied by payment in full.

CANCELLATIONS: All Sponsorship and Advertising Fees are non-refundable.



Montana Captive
Insurance Association, Inc.

P.O. Box 1237
Simpsonville, SC 29681
www.mtcaptives.org
800.851.7789

THE LODGE AT WHITEFISH LAKE
WHITEFISH, MT ● JULY 24-26, 2012



MONTANA CAPTIVE INSURANCE ASSOCIATION, INC.
7TH ANNUAL CONFERENCE