

Contacting the Claims Roundtable Committee

Questions, suggestions, comments or requests for additional copies of this program overview should be directed to a member of the Claims Roundtable Committee:

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Dear AEGIS Members and Brokers,

The AEGIS Claims Roundtable program was created in 1987 as part of our commitment to provide members with superior claims-related services. In 2012, with membership support and enthusiasm as strong as ever, we are celebrating the program's twenty-fifth anniversary. Since the program began, more than 2,000 representatives from more than 200 member companies have attended these seminars.

The AEGIS Claims Roundtable program is a one-of-a-kind series of educational seminars for utility and energy-related industry attorneys, claims and loss control professionals, and risk managers. Roundtable faculty members are highly experienced in the management of complex claims and litigation issues, and are chosen from a select pool of recognized industry claims managers, expert attorneys and consultants. The ever-changing topics address issues of current concern to member companies, while the format encourages creativity, participation and understanding of the fundamentals of claims and litigation management. The roundtable program is just one of the many ways that the Claims Division supports the AEGIS mission to provide members with superior insurance and risk management products and services that enable them to achieve the lowest overall long-term cost of risk.

For those members unable to travel to East Rutherford, two roundtables have been scheduled in Los Angeles and Chicago. It's also possible to join the two East Rutherford seminars via videoconferencing. If you are interested in hosting one of our seminars, or having a roundtable brought to your area, please contact a member of the Claims Roundtable Committee.

Continuing Legal Education (CLE) credits will continue to be offered. AEGIS requests CLE accreditation from all states with mandatory continuing legal education requirements.

Videoconferencing

As always, members can participate in the East Rutherford seminars by way of videoconferencing. Please call Sharon Sarch at 201.508.2654 or e-mail her at *SharonSarch@aegislimited.com* two weeks prior to the scheduled seminar.

Registration

Please take a moment to review the 2012 schedule as well as the registration information.

We recommend registration at least two weeks prior to each seminar. If you wish to register by phone or with less advanced notice, please contact Sharon Sarch at 201.508.2654.

We look forward to seeing you at the 2012 AEGIS Claims Roundtables.



Bruce W. Roznowski
Senior Vice President, Claims

1 Sharing the Pain: Limiting Liability Through Contribution Proceedings

March 8 – Los Angeles

March 22 – East Rutherford

Proper apportionment of responsibility is a critical component of risk management. In many cases, an AEGIS member company is one of many defendants, and the company's corporate prominence can unfairly inflate its share of responsibility. This situation can be managed by carefully addressing apportionment throughout the negotiation, mediation and litigation process. If the case proceeds to trial, it's important to communicate the limited share of total responsibility to the judge and jury as well. In some cases, apportionment may be the best defense. Our faculty will break down the process, stage by stage, and address each one in detail.

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Tracy A. Campbell

Partner
Schiff Hardin, LLP
Chicago, IL

Alan S. Rutkin

Partner
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Uniondale, NY

Juliet M. Roulhac

Office of the General Counsel
Florida Power & Light Co.
Miami, FL

Jeff Kichaven

Mediator
Los Angeles, CA

2 Negotiation Strategies and Techniques

May 3 – East Rutherford

May 10 – Chicago

How can you achieve the best settlement resolution for your company? Many times cases settle for higher values than expected. Skillful negotiation strategies and techniques will save your company time and money. Hone your negotiation skills by hearing from our faculty of experienced in-house and outside litigation counsel, who will share their experience in using negotiation techniques to achieve the best results. The discussion will include the importance of creativity and flexibility, keeping the focus on key issues, setting the groundwork for successful negotiation, and problem solving to reach a reasonable settlement.

Timothy J. Saviano

Litigation Counsel
WeEnergies
Milwaukee, WI

Mary E. Borja

Partner
Wiley Rein
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Matthew S. Ponzi

Partner
Foran, Glennon, Palandech,
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Joann T. Angarola

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Chicago, IL

Michael L. Foran

Partner
Foran, Glennon, Palandech,
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Chicago, IL

Registration Form

Please check the appropriate boxes below for the seminars you wish to attend.

Sharing the Pain: Limiting Liability Through Contribution Proceedings

Thursday, March 8, 2012

Los Angeles, CA

Sharing the Pain: Limiting Liability Through Contribution Proceedings

Thursday, March 22, 2012

AEGIS Boardroom, East Rutherford, NJ

Negotiation Strategies and Techniques

Thursday, May 3, 2012

AEGIS Boardroom, East Rutherford, NJ

Negotiation Strategies and Techniques

Thursday, May 10, 2012

Chicago, IL

Seminars in East Rutherford will be held at AEGIS, 1 Meadowlands Plaza, Fifth Floor.

For the address of a seminar being held in a location other than East Rutherford, contact a member of the Claims Roundtable Committee or visit the AEGIS website at www.aegislink.com.

You may register online or return the registration form to Sharon Sarch.

- Online registration will open six to eight weeks prior to each seminar at www.aegislink.com.
- Return this form at any time via mail, e-mail or fax:

Sharon Sarch

AEGIS Insurance Services, Inc.

1 Meadowlands Plaza

East Rutherford, NJ 07073

E-mail sharonsarch@aegislimited.com

Fax 201.508.1391

If you have any questions, please call Sharon Sarch at 201.508.2654.

Name

Title

Company

Telephone #

E-mail Address

Fax #

Mailing Address

City

State

ZIP

(2012RT)

Meals & Hotels

Meals

Continental breakfast, lunch and refreshments will be provided at all seminars.

Hotels

These hotels are convenient to AEGIS or transportation to East Rutherford:

Sheraton Meadowlands Hotel and Conference Center

**2 Meadowlands Plaza
East Rutherford, NJ
201.896.0500**

Newark Airport Marriott

**Newark International Airport
Newark, NJ
973.623.0006**

Renaissance Meadowlands Hotel

**801 Rutherford Avenue
Rutherford, NJ
201.231.3100**

About AEGIS

Associated Electric & Gas Insurance Services Limited (AEGIS) was created in 1975 as a mutual insurer by and for the utility industry. Today it has more than 320 members representing gas, electric and water utilities as well as other related energy companies. Part of the AEGIS mission is to assure members consistently superior insurance and risk management products and services, enabling them to achieve the lowest overall long-term cost of risk. The AEGIS Claims Roundtable seminars are part of our commitment to providing superior claims-related services.



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