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*NCCI Presents Its First Annual
Conference for Agents*

*In Conjunction With The 70th Annual
Workers Compensation Educational Conference*

August 23 - 26, 2015

The Orlando World Center Marriott

*Approved for Agent
CEUs in 9 States*

General Information

The 70th Annual Workers Compensation Educational Conference® and the 27th Annual Safety and Health Conference focuses on national workers compensation and safety industries. Particularly as it relates to workers compensation, it has always been felt that each state, having different laws, had to deal with its own issues separate from other states. No longer is this the case. This national conference has evolved into a gathering of all stakeholders, regardless of jurisdiction or state, to study and be educated on issues of common concern - issues that have no geographical boundaries. Regardless of your interests, your position in these two important industries, and your role, this conference is designed to provide something of significance. The unprecedented number of breakouts and the quality of presenters representing states throughout the country truly make this a national event not to be missed.

Conference of Partnerships:

This nationally acclaimed annual conference remains the premier forum for the study of workers compensation, workplace safety and health, and related issues primarily because of the continued participation of state and national associations, all being recognized as leaders within their particular interest areas. Participants in this group (past and present) include: The Safety & Health Institute; The National Institute for Occupational Safety and Health (NIOSH); The Centers for Disease Control and Prevention (CDC); The Workers Compensation Institute; the Florida and National Associations of PEOs; The Elder Law Section of The Florida Bar; The Southern Association of Workers Compensation Administrators (SAWCA); The Workers Compensation Defense Institute; The Florida Orthopedic Society; The Florida Chiropractic Association; The Florida Association of Occupational and Environmental Medicine; The Florida Academy of Pain Medicine; The Florida Society of Interventional Pain Physicians; The Educational Research Centers at The University of South Florida, The University of North Carolina at Chapel Hill, and The Deep South ERC at The University of Alabama at Birmingham and Auburn University; The Professional Mediation Institute (PMI); The National Association of Workers Compensation Judiciary, Inc. (NAWCJ); The Medicare Advocacy Recovery Coalition (MARC); Rough Notes magazine; The Self-Insurance Guaranty Fund of America; The National Underwriter (sponsor of the Workers Compensation Risk Manager of the Year); NCCI; and The National Regulators College.

Program:

This year's program offers creative and innovative speakers from throughout the United States. The hottest issues in workers compensation and safety will be discussed. All aspects of workers compensation and workplace safety will be topics of discussion with breakouts for risk managers, regulators, safety professionals, health care providers, adjusters, insurance professionals, attorneys, medical case managers, professional employer organizations (employee leasing), temporary staffing, mediators, and agents. Ancillary sessions will be held on the Social Security Act, the Longshore and Harbor Workers Compensation Act, the Jones Act, the Defense Base Act, the OSHA 10-Hour General Industry Course, the Affordable Care Act, Medicare, and the SMART Act, with specific emphasis on their effect on workers compensation. In addition to subjects of general interest within the national workers compensation and safety communities, state-specific workers compensation laws will be the subject of day-long breakouts and will include presentations featuring regulators and other experts on the laws of Florida, Georgia, Alabama, Tennessee, Illinois, Virginia, North Carolina, South Carolina, Mississippi, Texas, Oklahoma, Louisiana, and Kentucky. A live surgery will be performed for the benefit of conference attendees. A breakout will also be held on the Medicare Secondary Payer Act, the newest problematic aspect of dealing with workers compensation and general liability cases. The National Institute for Occupational Safety & Health (NIOSH), The Centers for Disease Control & Prevention (CDC), The Educational Research Centers (ERCs) of The University of South Florida, The Deep South ERC at The University of Alabama at Birmingham and Auburn University and The University of North Carolina at Chapel Hill ERC will sponsor segments of the conference dealing with safety and health issues of national concern. For the first time this year, NCCI will sponsor special breakout sessions for agents and brokers.

Social Media:

WCI encourages attendees to share during the conference with Friends and Followers. Follow WCI® on Twitter@WCI360, and use the WCI® conference hashtag on Facebook™, Twitter™, Instagram™, Tumblr™ or your blog. Attendees can comment, question, and share the knowledge gleaned from the unparalleled programming that every year is WCEC®. #WCEC2015.

Who Attends:

In 2014, WCI® had attendance from 46 states ranging from upper-level executives to end users of products/services. The presence of "decision makers" best describes those in attendance, representing:

- ★ Insurance Companies
- ★ Hospitals
- ★ Temporary Staffing Companies
- ★ Employers
- ★ Insurance Agents
- ★ PEO providers
- ★ Self-Insurers
- ★ Insurance Brokers
- ★ Attorneys (claimant and defense)
- ★ HR professionals
- ★ Doctors/Health Care Providers
- ★ Legislators/policy makers
- ★ Risk Managers
- ★ Rating organizations
- ★ Judges
- ★ Underwriters
- ★ Mediators
- ★ Third Party Administrators
- ★ Nurses
- ★ Medical Office Administrators
- ★ Case Managers (telephonic and field)
- ★ News Services
- ★ Adjusters
- ★ Premium Auditors
- ★ Regulators
- ★ Ancillary Service Providers (transportation, surveillance, interpreters, durable medical equipment, etc.)
- ★ Physical Therapists
- ★ Rehabilitation Providers (medical and vocational)
- ★ Safety & Health Managers/Providers

Safety:

This is the 27th anniversary of the existence of the Safety & Health Conference. Originally created as a stand-alone “Governor’s Conference on Safety,” the Safety & Health Institute partnered with the Workers Compensation Institute to establish a comprehensive national safety and health conference. In cooperation with NIOSH, CDC, OSHA, and sponsoring universities, these educational offerings provide reasonably priced comprehensive educational opportunities for front-line safety professionals. This year’s conference offers an expanded curriculum. In addition to advanced breakouts on safety, the 10-hour General Industry course will be presented. An OSHA completion card will be issued to those who complete the full 10 hours of instruction. Registration for this special course offering is required. Refer to page 6 to register.

Multi-State Workers Compensation Laws and Regulations:

Realizing that many workers compensation and safety professionals deal with more than one state, special conference breakouts have been designed to provide information on multi-state workers compensation laws. Sponsored by the Workers Compensation Defense Institute, this unique program offers presentations on the workers compensation laws of North Carolina, Mississippi, Georgia, Tennessee, South Carolina, Alabama, Florida, Texas, Virginia, Louisiana, Kentucky, Oklahoma, and Illinois. Handouts for these sessions will include copies of the laws of the various jurisdictions. Regulators from each of these jurisdictions will be present to discuss each state’s laws and regulations. For those participating states, conferences with specific regulators can be pre-scheduled if attendees have particular concerns within these states. In making reservations for these personal conferences, refer to the WCI® website and click on Annual Conference, then Ask the Regulators.

National Workers Compensation Judiciary College:

The Annual National Workers Compensation Judiciary College is held in conjunction with the conference. The College is sponsored by the National Association of Workers Compensation Judiciary, Inc. (NAWCJ) and is designed to provide educational opportunities for adjudicators that preside over workers compensation matters. The college focuses on issues that are unique to the field of workers compensation and includes adjudicators both at the trial and appellate levels. Consult your program for further details related to the Judiciary College. The Association’s website is www.nawcj.org. Visit the site to become a member or associate member, review newsletters and register for the College. This is the only College in the nation that is created exclusively by and for workers compensation adjudicators.

National Workers Compensation Regulators College:

The 2015 National Workers Compensation Regulators College held at the conference, is sponsored by the Southern Association of Workers Compensation Administrators, and the Self-Insurance Guaranty Funds of America. This program is specifically designed for regulators by regulators covering the full scope of regulatory responsibilities faced by today’s state officials. Registration for the National Workers Compensation Regulators College includes a complimentary WCI® convention registration. The SAWCA registration can be completed by visiting www.sawca.com or by contacting Gary Davis at gary.davis@sawca.com or calling (859) 219-0194.

Medicare Secondary Payer Act and Supplemental Security Income/Medicaid:

This year’s conference will feature an expanded breakout on the Medicare Secondary Payer Act and related subjects. One of the most difficult areas to deal with in handling workers compensation in the current environment is understanding and dealing with the serious pitfalls that this expanding law presents. This comprehensive breakout will clarify what has become an extremely complicated process, creating enormous issues for the workers compensation industry. Expanded conference offerings will include discussions on the SMART Act.

Industry Keynote Speaker:

The Industry Keynote Speaker is Deborah L. Michel. On August 7, 2012, Paul Condrin, President of Commercial Insurance, announced the appointment of Debby L. Michel as the Executive Vice President, National Insurance and General Manager, Major Accounts and President of Helmsman Management Services. In this role, Ms. Michel is responsible for managing a portfolio of customers with total cost of risk to Commercial Insurance in excess of \$1.3 billion. Helmsman Management Services is a fully owned TPA of Liberty Mutual with service revenue of roughly \$180 million. Today the Major Accounts group services approximately 50 accounts, many in the Fortune 100. Ms. Michel began her career with Liberty Mutual in 1995 and has held various leadership positions throughout the accounting, marketing, claims and distribution organizations. She graduated from the University of Northern Iowa with a B.A. in Accounting and holds a CPA (Certified Public Accountant) designation.

Keynote Speaker:

The Keynote Speaker for this year’s conference is Herschel Walker. Herschel Walker may have retired from football over 15 years ago, but he continues to leave an untouchable athletic legacy. His success began on the gridiron in high school. Completing over 3000 rushing yards, he caught the eye of the University of Georgia where he signed in 1980. He was a three-time All-American and earned the Heisman Trophy and Maxwell Award. He is the only NCAA player to finish in the top three in Heisman voting in all three years of his collegiate career. In 1999, Walker was inducted into the College Hall of Fame. He signed with the United States Football League’s New Jersey Generals where he played for three seasons breaking the record for single-season rushing yards in 1985. Walker’s NFL career began as the Dallas Cowboys 5th round draft pick. In 1990, he was traded to the Minnesota Vikings for five players and six draft picks. In off-season, he channeled his productivity by joining the U.S. Bobsled and Skeleton Federation and competed in the 1992 Olympic Games placing 7th in the two-man bobsled. He went on to play for the Philadelphia Eagles and New York Giants before returning to the Cowboys to retire in 1997. During his NFL career, he made two Pro Bowl teams (1987, 1988) and was named by Sports Illustrated as being on the “NCAA Football All Century Team.” He continues to hold the record for the only player to gain 4000 yards in three different ways: rushing, receiving and kickoff returns. In 2009 at the age of 48, Walker began training at the American Kickboxing Academy for Mixed Martial Arts. He competed in two professional matches, winning both.



Entertainment:



The entertainment for this year's conference will feature Joan Jett and The Blackhearts. Joan Jett is the leader of the hard rocking Blackhearts, with whom she has become a Rock and Roll Hall of Fame Inductee. She has had 8 Platinum and Gold albums and 9 Top 40 Singles, including the classics "Bad Reputation," "I love Rock 'n Roll," "I Hate Myself for Loving You," and "Crimson and Clover." She sits at the head of her own independent label, "Blackheart Records." She has acted in movies and television including 1987's *Light of Day* and in a Tony-nominated musical, *The Rocky Horror Show*. She has appeared on such acclaimed television shows as *Oprah (The Last Season)* and *Law & Order*. Her music has become a permanent force in mainstream culture. A version of "I Hate Myself for Loving You" has been NBC's Sunday Night Football theme, performed this past season by Carrie Underwood. Her music is heard in countless film and TV shows including *The Runaways*, *Shrek*, *Baby Mama*, and many more. Jett and The Blackhearts released their latest record "Unvarnished" and continue touring the globe to throngs of adoring fans.

Jill's Cashbox, otherwise known as JCB, a band from Central Florida that specializes in getting folks on their feet, moving and grooving to the music, is the front band for the Monday night entertainment. Though their original music is country, they cover a ton of entertaining rock and pop songs.

Give Kids the World Service Project:

WCI® is a non-profit organization with all of its proceeds used to either enhance future conferences or promote other charitable causes. For years, scholarships have been awarded to children of injured workers who, because of a workplace injury to a parent or guardian, might be financially prevented from further training or education. We also support a special project, "Give Kids the World" in Orlando, Florida. More can be learned about this week-long camp for children with life-threatening illnesses by referring to their website www.gktw.org or accessing a special video on the WCI® website at www.wci360.com/conference/kids-world. Conference attendees are urged to provide support for this very worthy cause by participating in a service project on Saturday morning before the conference begins (August 22, 2015). Buses will be leaving from the Marriott Hotel at 6:30 a.m. and returning at noon. Special hotel rates of \$99 for Friday and Saturday nights will be given to those who register and participate in this event. **Pre-registration is required and can be accomplished by referring to the WCI® website at www.wci360.com/conference/kids-world.** We promise you that you can have no more fulfilling experience. Sponsors for this event are "Hello Florida," The Orlando World Center Marriott, Gallagher Bassett Services, Inc., and The Workers Compensation Institute.

Give Kids the World Dinner/Gala:

The second annual special fund raising silent auction dinner will be held for Give Kids the World, Saturday night, August 22, 2015, at the Orlando World Center Marriott, beginning at 6:00 p.m. As noted in the program, there are several sponsors for this event. To register to attend this function, refer to www.wci360.com/conference/kids-world, or contact Diana McCluskey at mclcluskeydiana@gmail.com.

Registration:

Registration for the conference can be accomplished by completing the enclosed registration form and returning it to the Workers Compensation Institute at P.O. Box 200, Tallahassee, FL, 32302, faxing the completed form to WCI® at 850.521.0222, or registering on-line, via the WCI® website, www.wci360.com. The physical address of the Institute is: 2846 Remington Green Circle, Suite A, Tallahassee, FL 32308. The cost of registration is \$280.00 if the registration form is received on or before August 3, 2015 and \$310.00 if received thereafter or at the conference site. Registration entitles each participant to the workers compensation statutes of all states, provided on flash drive, (printed books of certain states available for an additional fee or for those attendees at the multi-state breakouts), admission to the Monday night reception, briefcase and access to conference materials, a chance to win several major prizes in the exhibit area, and for those participants in designated safety breakouts, access to printed safety materials and certifications as noted in the program. The deadline for a refund of the registration fee is August 10, 2015. **No refunds will be provided after August 10, 2015.** All refunds must be requested in writing, via email or fax. All who register prior to July 13, 2015 will have their names included in the conference roster distributed to all conference participants and will be included on the WCI® website. Registration at the conference is available on Sunday afternoon, August 23, 2015, at the Marriott. Avoid the lines on Monday morning by registering on Sunday, between 2:00 p.m. and 5:00 p.m. **(Please note on the conference registration form that separate registration is required for the Golf Tournament, Breakout for Agents, 10-Hour General Industry Safety Course, Professional Mediation Conference, and Medicare Secondary Payer Compliance.)**

Golf Tournament:

The annual golf tournament will be held on Sunday, August 23, 2015 with a **7:30 a.m.** shotgun start. The tournament will be at Hawk's Landing Golf Club, conveniently located at the Orlando World Center Marriott. The field is limited to the first 100 players. The cost is \$170.00 per person. Entry fees include: golf cart, green fees, range balls, lunch, and a chance to win prizes. Arrive early to purchase mulligans and raffle tickets, and receive "golfer goodies." Refreshments will be available on the course. Lunch and an awards presentation will be held in the Florida Ballrooms (located in the North Tower) Harbor Beach and Marco Island meeting rooms following play. Contact Shirley at (850) 425-8156 for information. To register for the golf tournament, complete the enclosed registration form and return it as provided or register online at www.wci360.com/conference/golf. For the last several years, there has been a waiting list for participation in the golf tournament. Accordingly, you are encouraged to register as early as possible. Late registration will be from 7:00 a.m. to 7:30 a.m. at the Cart Staging Area, at the golf course, if space is available. See information on becoming a sponsor for this event.

Shuttle:

Host Hotel: **Adequate parking is available at the Marriott.**

Overflow Hotel: The conference overflow hotels will provide parking and shuttle to its guests Sunday through Wednesday. See shuttle schedule.

Parking:

Orlando World Center Marriott valet parking is available at the main entrance of the hotel for hotel guests. There is a daily fee. Self-parking is available on the property of the hotel to conference attendees for no fee. Complimentary self-parking is also provided at the overflow hotel for hotel guests, with complimentary shuttle service to the Orlando World Center Marriott, beginning Sunday, August 23. Refer to the map and bus schedule. NOTE: Adequate parking is available at the host hotel for all conference attendees.

Hotel Accommodations:

The host hotel is The Orlando World Center Marriott, 8701 World Center Drive, Orlando, FL 32821. Room rate is \$184.00 single/double. Cancellation policies apply. Reservations must be made via website at www.wci360.com/conference/hotels or call (800) 621-0638 and ask to be transferred to Passkey reservations.

For those desirous of having special meetings or functions in conjunction with the annual conference, contact Kathy Shelton at (850) 425-8116; or email kathy@wci360.com. Space for auxiliary meetings, breakfasts, lunches, receptions, etc. is complimentary to conference exhibitors and sponsors. There will be a \$1,500 room fee for non-exhibitors/sponsors. Unless otherwise advised by your group, meetings and functions will be posted on the Auxiliary Meetings List and television monitors throughout the host hotel.

Overflow Hotel Accommodations:

In order to ensure that attendees are properly accommodated, the conference has reserved hotel space at the Caribe Royale (8101 World Center Drive, Orlando, FL 32821), one block from the Orlando World Center Marriott, the conference host hotel. Special rates of \$133.00 queen/double; \$133.00 standard king; \$153.00 king deluxe; \$333.00 executive suite; and \$258.00 Villas have been established for conference attendees. For reservations, call toll free (800) 823-8300, (407) 238-8000, or make your reservations on-line by clicking on the Caribe Royale link on WCI's website at www.wci360.com/conference/hotels. The cut-off for reservations is August 1st; check-in is 3:00 p.m., check-out is 11:00 a.m. Cancellation policies apply. Transportation from the overflow hotel to the Marriott conference hotel will be provided for your convenience. Boarding for shuttle to the Marriott begins Sunday, August 23 at 12:00 noon.

Accommodations for Special Needs:

The Orlando World Center Marriott and the overflow hotel represent and warrant that, as a place of "public accommodation," they are in compliance to the extent applicable with the provisions of Title III of the Americans with Disabilities Act. Hotel facilities, including meeting space, restrooms, dining areas, other common areas and sufficient guest rooms shall be reasonably accessible and usable by persons with special needs. If you require special accommodations for activities related to your hotel stay, please consult with hotel staff. If you require accommodations to participate fully in activities of the conference, please indicate your special needs in the space provided on the registration form or contact WCI. We will make any reasonable accommodation possible.

WCI® Website:



One of the newest additions to WCI® is the greatly expanded website www.wci360.com. Designed by and specifically for the many stakeholders in the workers compensation and safety industries, this interactive website was created to provide a "one-stop" source of information and breaking news of interest to all. Advertising opportunities are available as well as the ability to create a dialogue with others on issues of common concern. Resources available on the website include individual state's regulatory contact information, glossaries, and other valuable data for professionals having a need for in-depth information related

to workers compensation and workplace safety. The website is updated every weekday with the latest workers compensation news by Editor Joan Collier, a nationally known commentator on workers compensation. She may be reached at joancollier@comcast.net. For advertising opportunities, contact Cathy Bowman at cathy@wci360.com or refer to the website at www.wci360.com and click on About Us/Advertise With Us.

Hold the Dates for 2016, 2017, 2018, 2019, 2020, and 2021:

The dates for our future conferences are August 21-24, 2016, August 6-9, 2017, August 19-22, 2018, August 11-14, 2019, August 16-19, 2020, and August 22-25, 2021. Please mark these dates on your calendar. As always, there will be a limited number of sleeping rooms available at the host hotel and we encourage you to make your reservations at the close of this year's conference. Only conference registrants will be allowed to confirm hotel reservations. **Make hotel reservations for the 2016 conference in advance electronically at <https://resweb.passkey.com/go/WCI2016>.**

For More Information:

Visit our website at www.wci360.com. If additional information is needed about any aspect of the conference, please contact the Workers Compensation Institute (WCI®) at (850) 425-8156, email Shirley Kendall at shirley@wci360.com, or mail your inquiry to P.O. Box 200, Tallahassee, FL 32302-0200, or physical address 2846 Remington Green Circle, Suite A, Tallahassee, FL 32308, FAX (850) 521-0222.

Many new and exciting things are occurring in workers compensation and safety almost on a daily basis. We look forward to sharing these events with you at this year's educational conference.



James N. McConnaughay,
General Chairman

Conference Registration Form

Name _____ First Name for Badge _____

Company Name (as you wish it to appear on name badge) _____ Title _____

Business Mailing Address _____

City _____ State _____ Zip Code _____

Telephone Number _____ Fax Number _____ Email Address _____

Adjuster License Number _____ Medical/Rehab License Number _____ Attorney Bar Number _____

Agents/Brokers Only: Name (as it appears on Agent/Broker License) _____ Home State _____ License # and/or National Producer # _____ State CEs will be affiliated with _____

Did you attend the 2014 Conference? Yes No

- What position do you hold?
- | | | |
|--|--|--|
| <input type="checkbox"/> Judiciary | <input type="checkbox"/> Broker | <input type="checkbox"/> PEO |
| <input type="checkbox"/> Paralegal | <input type="checkbox"/> Personnel/Human Resources | <input type="checkbox"/> Staff Leasing |
| <input type="checkbox"/> Risk Manager | <input type="checkbox"/> Vocational Rehabilitation | <input type="checkbox"/> Physical Therapist |
| <input type="checkbox"/> Safety | <input type="checkbox"/> Injured Employee's Attorney | <input type="checkbox"/> Mediator |
| <input type="checkbox"/> Employer | <input type="checkbox"/> Employer/Carrier Attorney | <input type="checkbox"/> Healthcare Provider - Specialty _____ |
| <input type="checkbox"/> Agent (Insurance) | <input type="checkbox"/> Adjuster | <input type="checkbox"/> Regulator, State of _____ |
| | <input type="checkbox"/> Nurse/Case Manager | <input type="checkbox"/> Other (Designate) _____ |

PLEASE SELECT REGISTRATION OPTIONS:

- Conference** I have enclosed a check; or authorize WCI® to charge to my credit card \$ 270 for Early Bird registration before March 6, \$280 for pre-registration before August 3, or \$310.00 if received after August 3, 2015. NO REFUNDS ISSUED AFTER AUGUST 10, 2015. ALL REQUESTS FOR REFUNDS MUST BE IN WRITING, VIA EMAIL OR FAX. TOTALS: \$ _____
- Pre-Registration Required Offerings** (There is no additional fee for conference registrants for these sessions. **Pre-registration required.**)
- Breakout for Agents
- OSHA General Industry 10 Hour Course ~ Class size is limited.
- Professional Mediation Conference
- Medicare Secondary Payer Compliance
- 2015 Florida Workers Compensation Reference Manual** (printed publication, not included in registration fee) I have enclosed a check; or authorize WCI® to charge my credit card \$75.00 per book for Conference registrants; or \$150 per book for non-registrants. Pre-ordered books will be available for pickup on-site at the Conference for registrants. \$ _____
- Golf Tournament** I have enclosed a check; or authorize WCI® to charge my credit card \$170.00 per person. \$ _____
 Please print the name, address, and telephone number of player or players.
 The tournament committee will attempt to accommodate reasonable requests for pairing of players. (See page 4 for more information on the Golf Tournament.)

Handicap

Grand Total Due \$ _____

PLEASE SELECT PAYMENT TYPE:

- Check (Payable to WCI®) Visa Mastercard American Express Discover

To pay using credit card (Visa, Mastercard, American Express or Discover, only) please complete the following information:

Credit Card Number _____ Expiration Date _____ CVV _____ Signature _____

MAIL THIS FORM TO:

Workers Compensation Institute
 P.O. Box 200, Tallahassee, FL 32302-0200
 or 2846 Remington Green Circle, Ste. A, Tallahassee, FL 32308
 Phone 850.425.8156 Fax 850.521.0222 (Credit Card Only)
 (Federal Tax I.D. No.: 59-2846608)
 REGISTER ONLINE AT WWW.WCI360.COM

Deadline for Early Bird registration rate of \$270 - March 6, 2015
Deadline for inclusion in Attendees Roster - July 13, 2015
Deadline for pre-registration rate of \$280 - August 3, 2015
Deadline for refund of registration fee - August 10, 2015
On-Site registration fee at the Marriott or registration fee if received after August 3, 2015 is \$310.

Monday, August 24

7:00 – 1:00 am Shuttle bus service between the overflow hotels and the Marriott World Center is available. Refer to parking map & shuttle schedule. All parking onsite.

8:00 – 5:00 pm **Registration and Information**
Palms Foyer, Convention Level

9:00 – 9:15 am **Welcome and Introductions**
Palms Ballroom - Canary, Convention Level

James N. McConnaughay, *Attorney McConnaughay, Duffy, Coonrod, Pope, Weaver, Stern & Thomas P.A.*
WCI® General Chair
Tallahassee, FL

Steven A. Rissman, *Attorney Rissman, Barrett, Hurt, Donahue & McLain, P.A.*
WCI® Program Chair
Orlando, FL

9:15 – 9:50 am **Scholarship and Award Presentations**

FWCI Scholarship Presentation
Gerald A. Rosenthal, *Attorney Rosenthal, Levy, Simon & Ryles, P.A.*
WCI® Board of Directors
West Palm Beach, FL

Friends of 440 Scholarship Presentation
Richard A. Sadow, *Attorney St. Augustine, FL*

Honorable W. James Condry
Florida Office of Judges of Compensation Claims
Orlando, FL

5th Annual Florida Orthopaedic Society Injured Workers Inspiration (IWI) Awards
Carlos Lavernia, M.D.
President
Florida Orthopaedic Society
The Center for Advanced Orthopaedics at Larkin
Miami, FL

FWCI Hall of Fame Announcement
Steven A. Rissman, *Attorney WCI® Program Chair*
Rissman, Barrett, Hurt, Donahue & McLain, P.A.
Orlando, FL

Give Kids the World Presentation
Sponsored by the Marriott Corporation, "Hello Florida," Gallagher Bassett & WCI®
Diana J. McCluskey, Esq., MPH, *Chair, WCI® Volunteer Activities and Service Day*
Tampa, FL

9:50 – 10:15 am **The National Underwriter Award for Excellence in Workers Compensation Risk Management**
Sponsored by Safety National and Sedgwick



sedgwick.

Shawn Moynihan
Editor-In-Chief
National Underwriter Property & Casualty Magazine
ALM
New York, NY

The National Underwriter, Safety National, and Sedgwick recognize three top risk management specialists from across the country chosen as finalists for this prestigious award.

10:15 – 10:45 am **Industry Keynote Speaker**
(Refer to General Information section of program and www.wci360.com)

Deborah L. Michel
President
Helmsman Management Services
Warrenville, IL

10:45 – 11:45 am **Guest Speaker & Keynote Address**
(Refer to General Information section of program and www.wci360.com)

Herschel Walker

11:00 – 5:00 pm **Exhibit Hall Open**
Cypress Ballrooms 1, 2 & 3
Convention Level

Look for the giant prize screen announcing exhibit hall prize winners.

11:00 – 2:00 pm **Lunch (on your own)**
Purchase lunch in the Exhibit Hall. Visit the "Comp Time" Diner... grab & go, or sit and network with clients and exhibitors!

4:45 pm **Grand Prize Drawing Inside Exhibit Hall**



Breakout for Agents (Day 1)

Sponsored by NCCI and Rough Notes

(Pre-Registration is required. Refer to Registration Form on page 6.)



Rough Notes
magazine

1:00 – 4:00 pm Ethical Issues Facing Today's Workers Compensation Agent

Crystal Ballroom H
Convention Level

(Day 2 of this program is on Tuesday, August 25, 2015 beginning at 9:00 am in Crystal Ballrooms G1 & J1. See page 69.)

1:00 – 1:10 pm Welcome/Agenda Overview

Mona Carter
Senior Division Executive - National Policy
NCCI
Boca Raton, FL

1:10 – 1:15 pm Trending Issues in Workers Compensation – Video

1:15 – 1:45 pm Keynote Speaker

Course #500

F. Scott Addis, CPCU, CRA
President and CEO
The Addis Group and Beyond Insurance
Bryn Mawr, PA

NCCI, in its own unique way, sets the stage for this session with a video of the current trends in workers compensation, utilizing data submitted by insurance carriers. Mr. Addis, a nationally acclaimed insurance broker and risk management consultant, explains in detail how the agent/broker/adjuster industry must deal with these new trends in an ethical manner. Just selling workers compensation insurance is not the only issue. What coverage is best for the insured? To whom does the agent owe an ethical duty? How does the agent interact with the insured and the insurance company, both of whom are employers/clients/customers? Not always are the interests of these parties the same. It may be that the insured employer would best be served in obtaining mandatory workers compensation coverage through alternative methods that would not necessarily generate a commission to the agent, such as self insurance or coverage through a PEO. It may or may not be in the best interests of the insured to purchase a deductible or loss sensitive policy or possibly utilize a captive insurance arrangement. The ever-changing workers compensation scene requires ethical leadership as never before.

#NCCI

#WCEC2015

1:45 – 3:00 pm Workers Compensation – Hot Topics - Regulator Panel
Course #501

Frank R. McKay, *Chairman*
Georgia State Board of Workers
Compensation
Atlanta, GA

Andrew Sabolic
Assistant Director of the Division of
Workers Compensation
Florida Department of Financial Services
Tallahassee, FL

Paul H. Sighinolfi
Executive Director/Chair
Workers Compensation Board
Augusta, ME

This panel of regulators will discuss regulatory issues that will impact agents and others doing business in the workers compensation marketplace. With the constant changes in workers compensation trending, regulators are required to respond in different ways, unquestionably impacting how all players deal with the interests of the employer in the oversight of its workers compensation program. No longer can the agent simply sell or broker workers compensation coverage and consider his or her job complete. Compliance with regulatory requirements of individual states is an absolute necessity for the insured employer. All have to be aware of these administrative processes and be willing to assist the employer. More often than not, it is the agent or adjuster to whom the insured employer turns in responding to questions related to their workers compensation program/coverage. This panel of regulators will discuss regulatory "hot issues" of which all must be aware, and with which to assist the employer/insured.

3:00 – 3:15 pm Break



Breakout for Agents (Day 1) (Continued)

Crystal Ballroom H, Convention Level

3:15 – 4:15 pm Workers Compensation Emerging Issues - Industry Panel Discussion
Course #502

Dennis Pillsbury
Executive Editor
Rough Notes Magazine
Carmel, IN

Mark Walls
Vice President of Communications and Strategic Analysis
Safety National Insurance Company
St. Louis, MO

Robert H. Wilson
President & CEO
WorkersCompensation.com
Sarasota, FL

In creating a strong agent/employer/carrier relationship, it is incumbent upon everyone to know the concerns of the employer industry and how best to react to those concerns. It is especially important for all to appreciate future concerns and deal with them in advance of an event actually occurring. This knowledgeable panel, who are aware of what is happening nationwide in workers compensation, will discuss emerging concerns of employers that are successfully and unsuccessfully being addressed by different jurisdictions, providing a “roadmap” for future action. Everyone representing the employer’s interests must be at the forefront in advising his or her customer as to the correct way to respond to these developing issues. This “ears to the ground” panel studies what is going on nationwide providing an excellent resource for attendees.

4:15 – 5:15 pm Reception for Agents and Brokers

Sponsored by Michigan Commercial Insurance Mutual (MCIM)



@wcanalysisgroup
#WCEC2015
@roughnotesco
@wccconnections



7:00 – 11:00 pm Reception & Entertainment
Palms Ballrooms - Sabal, Sago & Royal Convention Level

Featured Entertainment:
JOAN JETT AND THE BLACKHEARTS
with Jill’s Cashbox as opening entertainment

Casual attire. Beverages & heavy hors d’oeuvres. Adults only, please. Refer to “General Information” section of program for additional information.

@JoanJett
#WCEC2015

Breakout for Agents (Day 2)

Sponsored by NCCI and Rough Notes

(Pre-Registration is required. Refer to Registration Form on page 6.)



Rough Notes
magazine

9:00 – 4:30 pm Crystal Ballrooms G1 & J1
Convention Level

Attendees will select either of two tracks for the morning session. These same sessions will be offered in the afternoon so that both tracks can be attended.

9:00 – 12:00 pm **Track 1 –
Course #1500 Workers Compensation
Emerging Trends,
Classifications and Modifications**
Crystal Ballroom G1
Convention Level

Workers Compensation Economic Indications and Emerging Trends

Lori A. Lovgren, JD, CPCU
Division Executive - State Relations
NCCI
Boca Raton, FL

The first step in getting involved in the workers compensation market place is getting to know the “lay of the land.” What is happening in this ever-changing system and what is expected in the future? This extremely knowledgeable speaker will give attendees the basic knowledge of what “really” is happening and what are future expectations.

Workers Compensation Risk Classification and Rules: How to Classify

Veruschka Zachtshinsky
Regulatory Services Manager
NCCI
Boca Raton, FL

Jon Rutstein
Product Manager
NCCI
Boca Raton, FL

@WCI360

Experience Modifications: Understanding Managing and Helpful Information

Arlanne Theall Smart
Experience Rating
Systems Support Manager
NCCI
Boca Raton, FL

Laurie Kurtz
Customer Operations
Product Manager
NCCI
Boca Raton, FL

One of the many truisms in describing a professional agent is that his or her involvement with an employer’s workers compensation program does not end with the sale of a workers compensation policy of insurance. The agent must continue to be a “player” in the system far beyond the date of sale and be in a position to provide valuable information to employers concerning the effectiveness of their workers compensation program. This especially relates to the costs of workers compensation coverages and how such costs are directly related to the employer’s payroll, classification of employees, frequency of accidents on-the-job, and severity of injuries related to workplace accidents. This course will discuss in detail how workers compensation premiums are calculated and what role employer-specific data plays in the cost of procuring workers compensation coverage. With this understanding, the agent can advise the insured employer on possible changes in the employer’s business structure that could save workers compensation premiums. In addition, the agent will be able to discuss with the employer such things as increased emphasis on safety, reducing frequency of accidents, return-to-work programs following accidents on-the-job that could reduce severity of injuries, and in general be able to quantify, based on premiums paid, the effectiveness of an employer’s workers compensation program. The participants of this panel are the individuals that actually establish rates for particular employers and are well-versed in providing accurate information as to processes followed in creating rates. Without this information, the agent is at a distinct disadvantage in helping the client customer in the improvement of their workers compensation program. An understanding of workers compensation rating processes allows the agent to actually quantify in monetary savings and insurance costs the advice that the agent gives.

#NCCI

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Breakout for Agents (Day 2) (Continued)

Crystal Ballrooms G1 & J1, Convention Level

9:00 – 12:00 pm

Course #1501

**Track 2 –
Professional Employer
Organizations and Self Insurance**Crystal Ballroom J1
Convention Level**Servicing Workers
Compensation for Professional
Employer Organizations/PEO
Business**Shani Oulton
Director of Data Services
NCCI
Boca Raton, FLJulie Gonzalez
*Senior Data Consultant and Regulatory
Compliance Manager*
Data Services Department
NCCI
Boca Raton, FL**Self Insurance as an Alternative for
Workers Compensation Coverage**C. Wade McGuffey, Attorney
*Goodman, McGuffey, Lindsey and
Johnson, LLP*
Atlanta, GA

Sometimes the agent is called upon to recommend to a client alternate sources for obtaining mandatory workers compensation coverage. In some instances, such advice might preclude the agent from actually obtaining a commission for the sale of such products. However, knowledge of these other products is essential to either determine that the alternate product is the best way for the insured to proceed or there are reasons why such alternate products should not be the source of the employer's workers compensation coverage. Two of the most significant alternate products available in the marketplace today is the Professional Employer Organization (PEO) platform or the self insurance mechanism. Each of these two concepts will be discussed in detail by these three recognized experts which will give the attendee a basic knowledge of how these alternatives are utilized in substitution for the standard workers compensation insurance policy. These alternatives have their own unique issues that may or may not fit within the needs of the agent's customer. However, the professional workers compensation agent must know these products and be in a position to work with the employer to ensure that the most appropriate coverage is provided.

12:00 – 1:30 pm Lunch (on your own)

Purchase lunch in the Exhibit Hall. Visit the "Comp Time" Diner... grab & go, or sit and network with clients and exhibitors!

#NCCI
@WCI360

Select either of the two tracks for the afternoon session. These are the same tracks offered in the morning session.

1:30 – 4:30 pm

Course #1502

**Track 3 –
Workers Compensation
Emerging Trends, Classifications
and Modifications**Crystal Ballroom G1
Convention Level**Workers Compensation Economic
Indications and Emerging Trends**Lori A. Lovgren, JD, CPCU
Division Executive - State Relations
NCCI
Boca Raton, FL

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**Workers Compensation Risk
Classification and Rules:
How to Classify**Veruschka Zachtshinsky
Regulatory Services Manager
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Boca Raton, FLJon Rutstein
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Boca Raton, FL**Experience Modifications:
Understanding Managing and
Helpful Information**Arlanne Theall Smart
*Experience Rating
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Breakout for Agents (Day 2) (Continued)

Crystal Ballrooms G1 & J1, Convention Level

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1:30 – 4:30 pm
Course #1503

**Track 4 –
Professional Employer
Organizations and Self Insurance**

Crystal Ballroom J1
Convention Level

**Servicing Workers
Compensation for Professional
Employer Organizations/PEO
Business**

Shani Oulton
Director of Data Services
NCCI
Boca Raton, FL

Julie Gonzalez
*Senior Data Consultant and Regulatory
Compliance Manager*
Data Services Department
NCCI
Boca Raton, FL

**Self Insurance as an Alternative for
Workers Compensation Coverage**

C. Wade McGuffey, *Attorney*
Goodman, McGuffey, Lindsey and
Johnson, LLP
Atlanta, GA

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Other Conference Breakouts

Monday, August 24, 2015

Breakouts For:
Risk Managers (Day 1)
Employment Law/Human Resources
Medical (Day 1)
National Trends (Day 1)
National Review (Day 1)
Regulators Roundtable
Regulators College (Day 1)
Physical Therapy
Judiciary College (Day 1)
Workplace Safety & Health

Tuesday, August 25, 2015

Breakouts For:
Adjusters, Program One
Adjusters, Program Two
Attorneys
Medical (Day 2)
Risk Managers (Day 2)
National Trends (Day 2)
National Review (Day 2)
Employee Leasing: Professional Employer Organizations (PEO)
Temporary Staffing
First Responder Heart Claims
Regulators College (Day 2)
Judiciary College (Day 2)
Return to Work
Social Security Disability
The Center for Excellence - The Study of Medical Cost Drivers (Day 1)
Medicare Secondary Payer Compliance (Day 1)
Workplace Safety & Health

Wednesday, August 26, 2015

Breakouts For:
Florida Division of Workers Compensation
The Center for Excellence - The Study of Medical Cost Drivers (Day 2)
Medical Issues
Longshore and Harbor Workers Act, Jones Act, and Defense Base Act
Mediation
Multi-State Laws
Medicare Secondary Payer Compliance (Day 2)
Judiciary College (Day 3)

For a complete look at the entire Conference program or to register visit www.wci360.com/conference