

American Conference Institute's National Forum on

AML and OFAC COMPLIANCE for the INSURANCE INDUSTRY

Developing and Implementing Programs Designed to Overcome the Regulatory and Enforcement Challenges Specific to Insurance While Also Minimizing the Risk of Sanctions

Obtain valuable compliance strategies and best practices from:

Martin Feuer
Zurich Financial Services

Noreen M. Fierro
Prudential

Richard Hogeveen
Manulife

Diane B. Horn
Northwestern Mutual

Patricia Kibler
Genworth

Richard W. Kinville
Prudential

Brian C. Loutrel
New York Life

Brian L. Mannion
Nationwide

Mary Rand
AXA Equitable

Stephen J. Shine
Prudential

Charles D. Subrt
Sun Life

Our distinguished faculty will provide you with expert advice and key insights for:

- Developing and implementing an efficient **AML program** that will minimize your company's exposure to money laundering risks
- **Sanctions:** Instituting policies and procedures to ensure compliance with state and federal mandates
- Preparing for **IRS audits** and implementing effective **internal auditing procedures**
- Conducting an effective and accurate **AML risk assessment**
- Developing and delivering **highly targeted function-specific AML training**
- Improving communication and information exchange with **agents and brokers** to more accurately and effectively **identify potential money laundering activities**
- Employing **automated monitoring systems** and other technological applications to enhance your AML and OFAC compliance programs
- Conducting **fraud and AML investigations** together to increase efficiency and reduce costs
- **SARs, CIPs, and information sharing:** Reporting potential laundering activity and overcoming the challenges of identification

Hear from these key regulatory and enforcement officials:

David J. Brummond
Senior Sanctions Advisor - Insurance
OFAC

Patrick Lightcap (Invited)
Compliance Project Officer
FinCEN

Kevin F. McCarthy
Program Manager
BSA Policy and Operations
IRS

Susan Lea Smith
Senior Trial Attorney
Asset Forfeiture &
Money Laundering Section
U.S. Department of Justice

Sandra Stolt
Chief, BSA Policy
IRS

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Plus, don't miss the Post-Conference Master Class:

Developing and Implementing an AML Training Program That Will Promote Compliance at All Levels of Your Organization
January 21, 2011 | 1:30 p.m. – 3:30 p.m.

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THE NATION'S PREMIER AML AND OFAC COMPLIANCE FORUM FOR THE INSURANCE INDUSTRY

In the wake of the economic crisis, the insurance industry is facing increased regulatory scrutiny. Nowhere is this more evident than in the areas of AML and OFAC compliance. It is absolutely essential that those responsible for developing, implementing, and monitoring AML and OFAC compliance programs for insurance companies keep abreast of industry best practices as well as emerging requirements at both the state and federal levels. However, while insurance companies are expected to be compliant, they have not received much guidance with respect to how best to achieve compliance.

That is why **American Conference Institute** has created the **National Forum on AML and OFAC Compliance for the Insurance Industry**. This event has been developed specifically for in-house counsel and compliance professionals at insurance and reinsurance companies, as well as their outside counsel, who are responsible for AML and OFAC compliance. Our unparalleled faculty of high-level regulatory and enforcement officials from OFAC, IRS, DOJ and FinCEN, AML/OFAC compliance experts from industry leaders, and key outside counsel will provide you with best practices and proven strategies for:

- Evaluating your current AML and OFAC programs and **identifying potential pitfalls, areas of concern, and compliance gaps**
- Implementing appropriate controls in response to an **AML risk assessment**
- Monitoring your **AML training program**, whether internal or external, to ensure its effectiveness
- Identifying the discrete functions in which employees may encounter **money laundering “red flags”**
- Applying technological solutions to **OFAC screening challenges**
- Conducting ongoing **self-auditing** to ensure continuing compliance
- Structuring policies so as to avoid payments that could result in **OFAC violations**
- Conducting **internal investigations** of suspected laundering activity

PLUS, add value to your attendance by also registering for the Post-Conference Master Class: **Developing and Implementing an AML Training Program That Will Promote Compliance at All Levels of Your Organization** | January 21, 2011 – 1:30 p.m.-3:30 p.m.

You will not want to miss this opportunity to find out how others are approaching the challenges of AML and OFAC compliance while networking with industry leaders. Register now by calling **1-888-224-2480** or by faxing your registration form to **1-877-927-1563**. You can also register online at www.AmericanConference.com/AMLIns

WHO YOU WILL MEET:

Regulatory and Enforcement Officials

In-House Counsel and Compliance Professionals at insurance and reinsurance companies, with responsibility for:

- AML Compliance
- OFAC Compliance
- Global Sanctions
- Fraud Prevention
- Internal Audits
- Regulatory Matters

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- Insurance and Reinsurance
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- OFAC
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DAY ONE: THURSDAY, JANUARY 20, 2011

7:00 Registration and Continental Breakfast

8:00 Co-Chairs' Opening Remarks

Noreen M. Fierro

Vice President, Corporate AML/FCPA Compliance Officer
Prudential Financial (Newark, NJ)

Cari N. Stinebower

Of Counsel
Wiley Rein LLP (Washington, DC)

8:15 Regulatory and Enforcement Roundtable: Perspectives from the DOJ, FinCEN, and OFAC

David J. Brummond

Senior Sanctions Advisor - Insurance
Office of Foreign Assets Control
Department of the Treasury (Washington, DC)

Patrick Lightcap (Invited)

Compliance Project Officer
Regulatory Policy & Programs Division
Financial Crimes Enforcement Network (FinCEN)
(Washington, DC)

Susan Lea Smith

Senior Trial Attorney
Asset Forfeiture & Money Laundering Section
U.S. Department of Justice (Washington, DC)

Moderator:

Stephen J. Shine

Chief Regulatory Counsel
Prudential Financial (Newark, NJ)

In this moderated panel session, you will have the opportunity to participate in a Q&A session with regulatory and enforcement officials from the DOJ, FinCEN, and OFAC. You will not want to miss this unprecedented opportunity to have your most pressing regulatory and compliance questions answered by our panel of experts as they weigh in on enforcement trends, new and emerging "red flags", expectations of the insurance and reinsurance industries, and AML and OFAC issues that are specific to insurance.

9:45 Morning Coffee Break

10:00 Developing and Implementing an AML Program That Will Ensure Ongoing Compliance With New and Emerging Requirements

Brian C. Loutrel

Vice President & Chief Privacy Officer
New York Life Insurance Co. (New York, NY)

Mark A. Egert

Partner
Crowell & Moring LLP (New York, NY)

Megan M. Kraai

Partner
DLA Piper LLP (US) (Baltimore, MD)

- Evaluating your current AML program
 - Identifying potential pitfalls, areas of concern, and compliance gaps
- Overcoming the AML challenges related to legacy systems
- Conducting an effective and accurate AML risk assessment
 - Geographic risks
 - Product- and service-specific risks
 - Client-specific risks
- Implementing appropriate controls in response to your risk assessment
- Ensuring that your AML policy is comprehensive and complete
 - Establishing the scope of the policy
 - Determining which products will be included
 - Assessing when and how often to update your policy
- Ensuring accurate and timely identification of "red flags"
- Establishing a global AML policy
 - U.S.-owned companies
 - Foreign-owned companies
 - Assessing local AML controls in other countries
- What can be learned from AML programs in other industries?
 - Incorporating the lessons learned from other industries into your AML program
- Accounting for AML risk in non-life policies

11:30 AML Training: Ensuring that Employees Have the Tools and Knowledge Necessary to Meet the Company's Compliance Obligations

Mary Rand

Assistant Vice President, Anti-Money Laundering
AXA Equitable (Syracuse, NY)

Charles D. Subrt

Director, Anti-Money Laundering Compliance
Sun Life Financial Inc. (Wellesley Hills, MA)

- Assessing the costs and benefits of conducting 'one-size-fits all' AML training versus job-specific AML training
 - Determining which types of employees will receive which type of training
- Key concepts and skills that should be included in training
- Assessing the costs and benefits of the various training methods
- Determining whether to conduct training internally or whether to outsource training to a third party (or a combination of both)
 - Establishing an effective internal training program
 - Conducting due diligence on potential third party trainers
- Developing and delivering highly targeted function-specific AML training

- Engaging high level managers and their staffs and obtaining their support for training
- Identifying the discrete functions in which employees may encounter money laundering “red flags”
 - Payment processing
 - Sales support
 - Underwriting
 - Application processing
 - Post-issue service functions
- Monitoring training to ensure its effectiveness
 - Internal training
 - External training
- Determining when and how often to conduct training

12:45 Networking Luncheon for Speakers and Delegates

1:45 Sanctions: Developing and Implementing Policies and Procedures to Ensure Compliance with State and Federal Mandates

Martin Feuer

Chief Compliance Officer, Americas
Zurich Financial Services (New York, NY)

Brian L. Mannion

Lead Counsel
Office of the Chief Legal and Governance Officer
Nationwide Mutual Insurance Company (Columbus, OH)

Cari N. Stinebower

Of Counsel
Wiley Rein LLP (Washington, DC)

Kathy S. Strom

Senior Attorney
Cahill Gordon & Reindel LLP (Washington, DC)

- Evaluating your current OFAC compliance procedures
 - Identifying potential pitfalls, areas of concern, and compliance gaps
- Best practices for ensuring compliance with OFAC mandates
- Ensuring ongoing compliance by maintaining up-to-date policies and procedures
- Conducting due diligence on each party involved in a contract
- Assessing potential payments under a contract as they relate to OFAC violations
 - Structuring policies so as to avoid payments that could result in OFAC violations
- OFAC considerations for reinsurers:
 - Communicating with cedents to ensure mutual understanding of your OFAC obligations
 - Facultative reinsurance: Assessing the potential for an individual policy to result in an OFAC violation
 - Reinsurance treaties: Ensuring that the necessary exclusions and protections are included so as to minimize the risks of OFAC violations

- Optimizing the accuracy and effectiveness of OFAC screenings
 - Pitfalls to avoid
- Conducting internal audits
- Impact on the insurance and reinsurance industries of recent and emerging legislation involving sanctions against Iran
 - California legislation
 - Federal legislation
- Compliance considerations for non-U.S. insurers and reinsurers who are engaging in transactions that are in U.S. dollars
- Identifying and assessing the differences between OFAC and other sanctions/embargo regimes

3:15 Afternoon Refreshment Break

3:30 Working with Agents and Brokers: Conducting Effective AML Training and Improving Communication Between the Parties

Noreen M. Fierro

Vice President, Corporate AML/FCPA Compliance Officer
Prudential Financial (Newark, NJ)

Susan T. Stead

Partner, Chair of the Insurance Regulatory and Transactional Practice Group
Nelson Levine de Luca & Horst, LLC (Columbus, OH)

- Captives vs. non-captives: understanding the differences from a compliance perspective
- Best practices for integrating captive agents and brokers into your AML program
- Training and support necessary for brokers/agents
 - Ensuring adequate and ongoing training
 - Monitoring the training process
- Limitations on broker control over policies
 - Need for identification of unusual payment methods
 - Improving oversight of brokers
- Reconciling agent/broker autonomy with corporate practice
- Ensuring sufficient communication and information exchange with agents and brokers
- Establishing and enforcing appropriate protocols with agents and brokers to improve the customer identification process
- When and to what extent must you perform suitability checks?

4:30

Suspicious Activity Reporting, Customer Identification Protocols, and Information Sharing: Detecting and Reporting Potential Laundering Activity and Overcoming the Challenges of Identification

Richard W. Kinville II, CAMS

Vice President, Anti-Money Laundering Unit
Prudential Financial (Newark, NJ)

E. Lawrence Barcella

Partner
Paul, Hastings, Janofsky & Walker LLP
(Washington, DC)

- Identifying “red flags” accurately and efficiently
- Considerations for internal reporting
 - Determining which reports should be given to senior management
- Filing SARs and cash transaction reports
 - “Real time” reporting
 - What to monitor
- Understanding the distinctions between a SAR and Form 8300
- Implementing appropriate mechanisms for reporting of sensitive information
- Specific transactions vs. patterns
- When must a report be filed?
- Reporting considerations
 - What data should be captured?
 - Defining unusual activity vs. suspicious transactions
 - Evaluating and assessing operations
 - Accepting cash-like payments
 - Third party transactions
 - Recording/monitoring types of deposits
- Implementing customer identification procedures
 - How and when to verify identities
 - Developing an effective record-keeping system
 - Taking action when an unauthorized person has been identified
- OFAC list compliance and its relationship to the CIP process
- What to do when an OFAC name is detected
 - Closing policy
 - Navigating the appeals process
 - Liability issues
- Customer identification issues relating to beneficial ownership
- Information sharing under 314(b)
 - When to make use of this safe harbor
 - Ensuring that you receive the safe harbor protections
 - Acquiring information from other insurance companies and financial institutions
 - What has and has not worked

5:30

Conference Adjourns

DAY TWO: FRIDAY, JANUARY 21, 2011

8:00

Continental Breakfast

8:30

Co-Chairs' Remarks

8:35

Preparing for IRS Audits and Implementing Effective Internal Auditing Procedures

Kevin F. McCarthy

Program Manager, BSA Policy and Operations
Internal Revenue Service (Houston, TX)

Sandra Stolt

Chief, BSA Policy
Internal Revenue Service (Washington, DC)

Patricia Kibler

Compliance Leader
Genworth Financial, Inc. (Richmond, VA)

- Knowing what to expect from an audit and avoiding unpleasant surprises
 - Determining what examiners are looking for and what they expect
- Identifying causes of concern that have arisen in examinations of other companies
- Conducting ongoing self-auditing to ensure continuing compliance
- Internal versus external audits
 - Who should conduct an internal audit?
 - External audits
 - The role of independent, external auditors in your program
 - Using both internal and external audits
- Assessing who and what should be reviewed during an audit
- Determining when and how often to conduct audits
- Overcoming the unique challenges faced when auditing international divisions
 - Privacy issues
 - Access to information
 - Conflict of laws

10:00

Morning Coffee Break

10:15

Deploying Automated Monitoring Systems and Other Technological Applications to Enhance Your AML and OFAC Compliance Programs

Richard Hogeveen

Global Compliance, Chief Anti-Money Laundering Officer
Manulife Financial (Toronto, Canada)

Diane B. Horn

AML Officer
Northwestern Mutual Investment Services, LLC
(Milwaukee, WI)

- Determining what level of automation is ideal for your compliance program
- Assessing the tools and software that are available
 - What has and has not worked
- OFAC compliance efforts
 - Applying technological solutions to screening challenges
- Implementing automated systems for monitoring suspicious activities
- Configuring monitoring routines
- Best practices for monitoring high risk groups
- Employing technology to assist with identifying “red flags”
- Establishing protocols around automated systems
- Implementation methodology

11:15 **Conducting Investigations of Suspected Laundering Activity**

Jamie L. Boucher

Partner

Skadden, Arps, Slate, Meagher & Flom LLP
(Washington, DC)

Satish M. Kini

Partner

Debevoise & Plimpton LLP (Washington, DC)

Julie Myers Wood

President

ICS Consulting, LLC (Arlington, VA)

- Assessing when an investigation is necessary
 - When internal investigations are not warranted or appropriate
- Determining who should conduct the investigation
 - In-house versus outside counsel
- Evaluating the type of investigation that meets your needs
- Conducting an internal investigation
 - Document trail
 - Effective employee interviews
 - Expediting the process
 - Preserving confidentiality and privacy
- Overlap between fraud investigations and AML investigations
 - Best practices for tying fraud and AML investigations together
- Minimizing risks to the company when conducting an investigation
- Preserving documentary and computer evidence
- How attorney-client privilege and the work product doctrine apply
- Implementing changes based on investigation findings
- Preparing for government investigations of laundering activity
 - Proactive measures to protect the company
 - Providing relevant documentary evidence
 - The importance of full cooperation — and what it entails
 - What should and should not be disclosed
- Who to notify about findings and when to notify them

12:30 **Conference Ends – Lunch for Master Class Participants**

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Wendy Tyler

Head of Sales

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- Make direct contact with fellow conference alumni
- Post a question or look for answers in our Industry Forums
- Join a live Industry Chat in progress
- Earn Forum points towards free conferences & workshops

Expand your Network at www.my-aci.com

POST-CONFERENCE MASTER CLASS

Friday, January 21, 2011 | 1:30 p.m. – 3:30 p.m.

DEVELOPING AND IMPLEMENTING AN AML TRAINING PROGRAM THAT WILL PROMOTE COMPLIANCE AT ALL LEVELS OF YOUR ORGANIZATION

Charles D. Subrt

Director, Anti-Money Laundering Compliance
Sun Life Financial Inc. (Wellesley Hills, MA)

Cari N. Stinebower

Of Counsel
Wiley Rein LLP (Washington, DC)

It is imperative that all insurance companies have in place an appropriate AML training program for all employees — from executives to those at the front line of customer contact. This Master Class, geared specifically for the insurance industry, is designed to help you develop and employ an effective AML training program. With practical advice for adapting a program to your organization's and employees' needs, this interactive, informative session will examine the best methods for communicating money laundering risks to employees and will offer indispensable strategies for guiding employees through the various methods of combating those risks. You will leave this Master Class prepared to create and implement your own training program, with a full understanding of:

- The elements of an effective program
- What regulations require of a training program
- Key questions to ask employees before developing the program
- How to develop the training program
- Assessing the method that will work best for your organization and for the number of employees that will be trained
- Initial training versus ongoing training updates
- Testing employees to ensure retention of knowledge
- Incorporating technology into training
 - Websites
 - Videos
 - Other media
 - Software
- Key factors of a successful program and pitfalls to avoid
- How to measure the effectiveness of your training program
- Adapting your training program for brokers/agents



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Unparalleled Learning and Networking

ACI understands that gaining perspectives from – and building relationships with – your fellow delegates during the breaks can be just as valuable as the structured conference sessions. ACI strives to make both the formal and informal aspects of your conference as productive as possible.

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AXA Equitable • Genworth
Manulife • Nationwide
New York Life • Northwestern Mutual
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