

PRIMA's 2012 Annual Conference:
WALKING THE LINE
OF
RISK



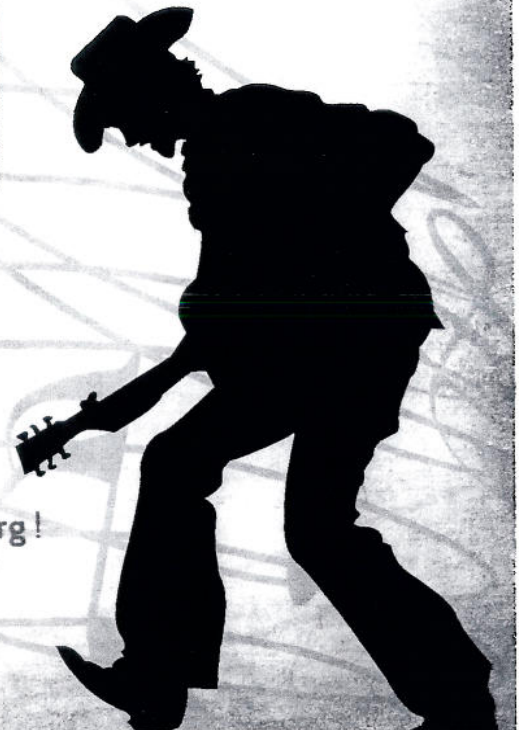
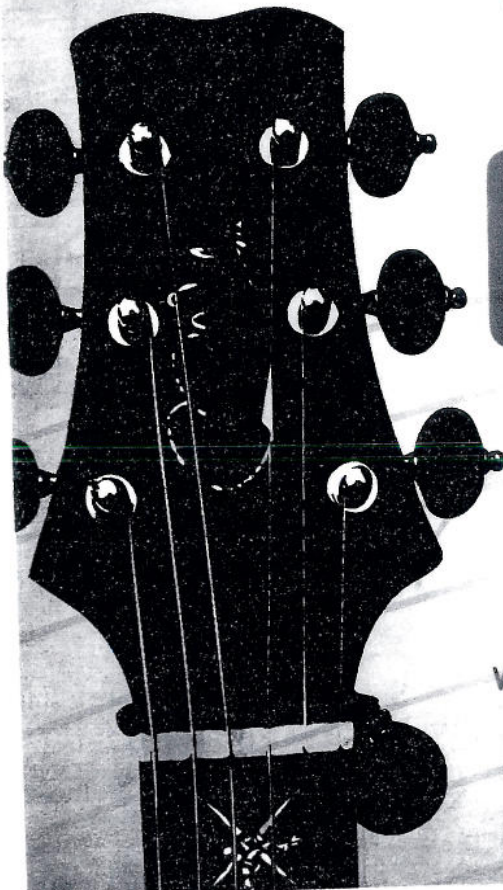
JUNE 3-6, 2012 • NASHVILLE, TENNESSEE



REGISTER NOW!

Register by March 14 to save !
on registration fees!

Visit <http://conference.primacentral.org> !
for more information or to register!



SPECIAL EVENTS

SUNDAY, JUNE 3 PRIMA GOLF OUTING

Hosted by the Tennessee Chapter of PRIMA.

Don't miss this opportunity to play on the beautiful golf course at the Gaylord Springs Golf Links in Nashville, Tennessee. For more information on the PRIMA 2012 Annual Conference Golf Outing, the Gaylord Springs Golf Links or to register, visit the Tennessee Chapter of PRIMA Web site at www.tnprima.org.



TUESDAY, JUNE 5

TUESDAY NIGHT TWO STEP AT THE WILDHORSE SALOON

Sponsored by Gallagher Public Entity and Scholastic Division and Genesis Management and Insurance Services Corporation.

Join us in downtown "Nashvegas" for a night of glitz, glamour, toe-tapping good music and a yee-haw good time at the Wildhorse Saloon! This year's event will continue in past traditions with music, dancing, great food and plenty of networking with the best in the risk management industry! We'll be walking the line of risk with this event!

SUNDAY, JUNE 3

New to the PRIMA Annual Conference?

PRIMA'S FIRST-TIME ATTENDEE ORIENTATION

Make the most of your first PRIMA Annual Conference by attending the First-Time Attendee Orientation. Attendees will learn conference "survival skills" as well as how to plan their time so they can get the most from their conference experience.

SUNDAY, JUNE 3 WELCOME RECEPTION

Sponsored by Munich Re.

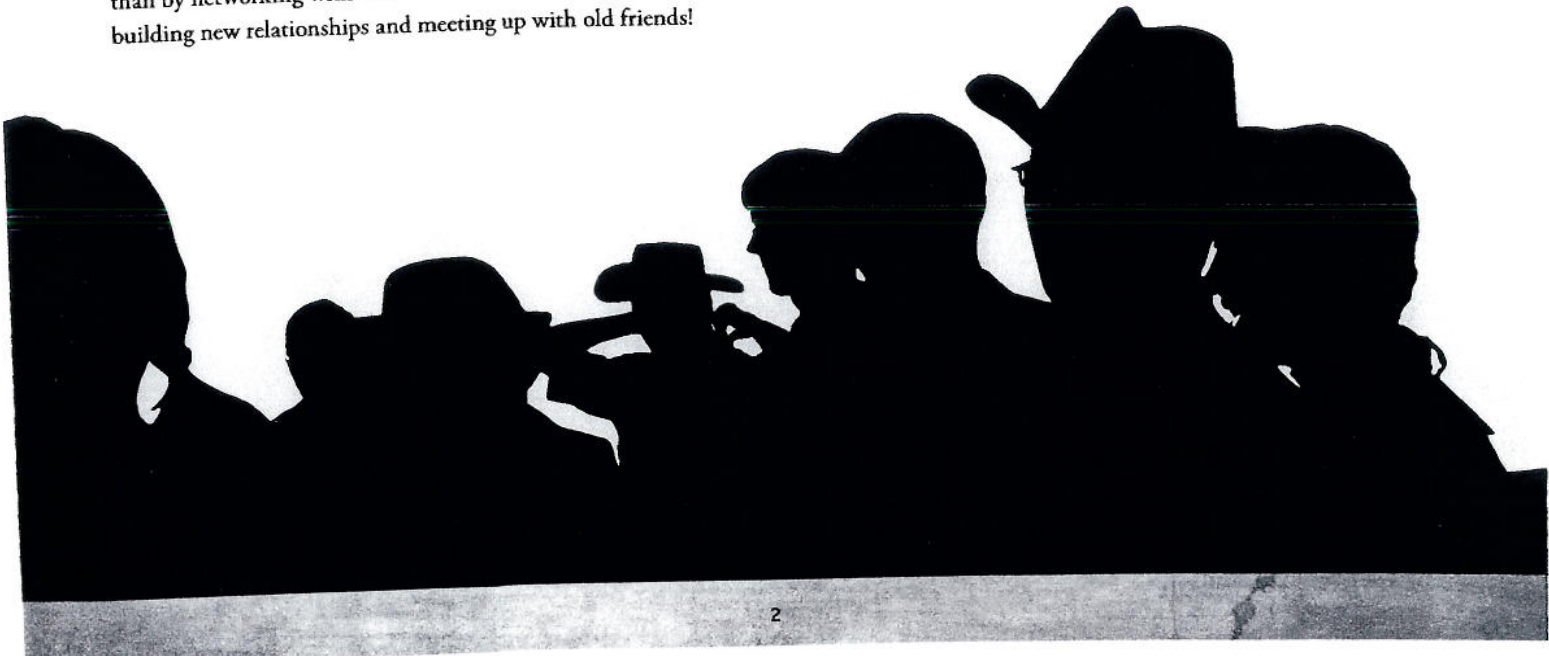
Join fellow attendees and exhibitors in the annual event that kicks off the best educational event and trade show in public risk management. There's no better way to get into the conference frame of mind than by networking with fellow leaders in your industry, building new relationships and meeting up with old friends!

WEDNESDAY, JUNE 6

PRIMA FUN RUN/WALK

Sponsored by Apex Insurance Services.

The PRIMA Fun Run/Walk is your chance to start your day off right, with a vigorous run or walk with your risk management colleagues. Get your blood pumping bright and early and enjoy refreshments, great networking, lots of laughs and the feeling of starting your day off with exercise! You can register when registering for the conference or onsite at the registration desk up until 5:00 p.m. on Tuesday, June 5.



SCHEDULE-AT-A-GLANCE

SUNDAY, JUNE 3

8:00 A.M.	PRIMA 2012 GOLF OUTING <i>Hosted by the Tennessee Chapter of PRIMA.</i>
1:00 P.M. – 6:00 P.M.	REGISTRATION OPEN
3:30 P.M. – 4:30 P.M.	FIRST-TIME ATTENDEE ORIENTATION
6:30 P.M. – 8:30 P.M.	WELCOME RECEPTION

MONDAY, JUNE 4

7:30 A.M. – 5:00 P.M.	REGISTRATION OPEN
7:30 A.M. – 8:15 A.M.	CONTINENTAL BREAKFAST
8:00 A.M. – 9:30 A.M.	OPENING SESSION
9:30 A.M. – 6:00 P.M.	RIBBON CUTTING AND EXHIBIT HALL OPEN
10:45 A.M. – 12:00 P.M.	CONCURRENT EDUCATIONAL SESSIONS
12:15 P.M. – 1:30 P.M.	AWARDS LUNCHEON, FEATURING THE PUBLIC RISK MANAGER OF THE YEAR! AWARD PRESENTATION
1:30 P.M. – 2:15 P.M.	DESSERT RECEPTION IN THE EXHIBIT HALL
2:00 P.M. – 4:45 P.M.	CONCURRENT EDUCATIONAL SESSIONS
5:00 P.M. – 6:00 P.M.	NETWORKING RECEPTION IN THE EXHIBIT HALL

TUESDAY, JUNE 5

7:00 A.M. – 5:00 P.M.	REGISTRATION OPEN
7:00 A.M. – 8:00 A.M.	CONTINENTAL BREAKFAST
8:00 A.M. – 9:30 A.M.	GENERAL SESSION
9:30 A.M. – 2:00 P.M.	EXHIBIT HALL OPEN
9:45 A.M. – 12:30 P.M.	CONCURRENT EDUCATIONAL SESSIONS
12:30 P.M. – 2:00 P.M.	BOXED LUNCH AND RAFFLE DRAWING IN THE EXHIBIT HALL
2:15 P.M. – 5:00 P.M.	CONCURRENT EDUCATIONAL SESSIONS
7:00 P.M. – 10:00 P.M.	TUESDAY NIGHT TWO STEP AT THE WILDHORSE SALOON

WEDNESDAY, JUNE 6

7:00 A.M.	PRIMA 2012 FUN RUN/WALK
8:00 A.M. – 1:00 P.M.	REGISTRATION
8:00 A.M. – 9:00 A.M.	CONTINENTAL BREAKFAST
8:15 A.M. – 9:15 A.M.	GENERAL SESSION
9:30 A.M. – 12:15 P.M.	CONCURRENT EDUCATIONAL SESSIONS
12:30 P.M. – 1:45 P.M.	MEMBERSHIP LUNCHEON

2012



NASHVILLE

EXHIBIT HALL SCHEDULE

THE GAYLORD OPRYLAND RESORT & CONVENTION CENTER IS THE OFFICIAL 2012 ANNUAL CONFERENCE HOTEL.



EXHIBIT HALL HOURS

MONDAY, JUNE 4	9:30 A.M. – 6:00 P.M.
TUESDAY, JUNE 5	9:30 A.M. – 2:00 P.M.

2012 ANNUAL CONFERENCE EXHIBITORS

(Confirmed as of February 15, 2012)

ACE USA
 Adjusters International
 Aegis Corporation
 Agility Recovery
 Alliant Insurance Services, Inc.
 Allsup, Inc.
 Alternative Service Concepts
 American Appraisal
 American Institute for CPCU
 American Technologies, Inc.
 Aon
 Apex Insurance Agency
 Asset Works Appraisal, Inc.
 Belfor Property Restoration
 Berkley Risk Administrators
 Co. LLC
 Bickmore Risk Services
 Carl Warren & Company
 CBIZ Valuation Services
 CCMSI
 ChapterManager
 Collins & Company, Inc.
 Company Nurse, LLC
 CorVel Corp.
 Coventry Workers' Comp Services
 CSC
 Deer Oaks EAP Services
 Donoghue & Associates
 Ebix
 Exigis
 Forte Managed Care
 Gallagher Bassett
 Gallagher Public Entity &
 Scholastic Division
 Genesis Management and
 Insurance Services Corporation
 Hail Alert Technologies, LLC
 HCC Public Risk
 Huber & Lamb Appraisal
 Group, Inc.
 Industrial Appraisal Company
 Integrated Care Management
 IPMA-HR
 ISO Claims Solutions
 JDI Data Corporation
 L3 - D.P. Associates
 Lexipol
 Marsh CS Stars
 Maryland Claims Investigation
 MCMC, LLC
 McGriff, Seibels & Williams,
 Inc./BB&T Ins. Services
 Midwest Employers Casualty Co.
 Milliman Inc.
 Mooring Recovery Services
 MountainView Software
 Munich Re
 myMatrixx
 NEOGOV
 NuQuest/Bridge Pointe
 OneBeacon Government Risks
 Origami Risk
 Payden & Rygel
 PCIS
 PMA Companies
 Prime Health Services, Inc.
 Quick Internet Software Solutions
 Recordables
 Rimkus Consulting Group
 Rising Medical Solutions
 SafeSchools
 Safety National
 Satori World Medical
 Sedgwick
 States Self-Insurers Risk
 Retention Group, Inc.
 Statewide Disaster Restoration
 Systema Software
 Travelers Insurance Company
 Travelers Boiler RE
 Tristar Risk Management
 US Specialty Underwriters
 VeriClaim, Inc.
 Wells Fargo Insurance Services
 York Public Entity

EDUCATIONAL SESSIONS



SESSION KEY

CORE COMPETENCIES

PRMS PUBLIC RISK MANAGEMENT SKILLS



SUBCATEGORIES

- ▶ Risk Management Process
- ▶ Insurance Knowledge and Aptitude
- ▶ Claims Management
- ▶ Risk Control
- ▶ Regulatory Compliance
- ▶ Crisis Management
- ▶ Risk Financing

PA/GBS PUBLIC ADMINISTRATION/GENERAL BUSINESS SKILLS



- ▶ Finance
- ▶ Business Law
- ▶ Organizational Management
- ▶ Information Technology
- ▶ Marketing
- ▶ Communication Skills
- ▶ Ethics

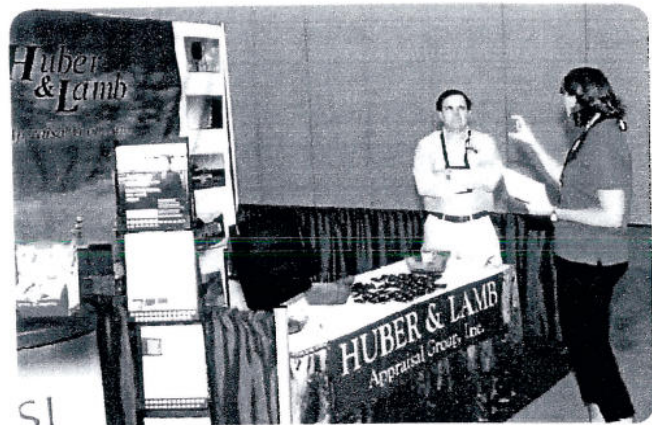
CTIS CRITICAL THINKING AND INTERPERSONAL SKILLS



- ▶ Decision Making
- ▶ Strategic Planning/Management
- ▶ Future Trends
- ▶ Interpersonal Skills
- ▶ Politics

LEARNING TRACKS

- ▶ Benefits/Human Resources
- ▶ ERM/Management/Leadership
- ▶ Pools
- ▶ Risk Control/Safety
- ▶ Risk Financing/Insurance/Self-Insurance
- ▶ Risk Management Administration
- ▶ Schools
- ▶ Workers' Compensation



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