

**Leadership & Professional Development Skills****Commercial Insurance Cycle Management: Managing a Softening Market****Training Programme Agenda****Day 1**

**8.30: Welcome (15 mins)– Nicola Stacey, President of the CII**

**8.45: Introductions & ice-breaker (20 mins)– Ian Simons, CII**

**9.05: The Market Cycle: financial impact and market awareness (1 hour) Tony Buckle / John Carolin**

**10.10: Coffee Break (15 minutes)**

**10.30: Underwriting dynamics over the cycle: what the research tells us (2 hours)**

- Underwriting as a process – Tony Buckle / John Carolin
- The impact of clients and brokers – John Carolin
- The impact of peers – Tony Buckle
- The impact of management – John Carolin
- The impact of personal culture – Tony Buckle

**12.30: Lunch (1 hour)**

**13.30: How underwriting changes: drill downs (2 hours)**

- Data and pricing tool use – Tony Buckle
- Portfolio management and use of reinsurance – Ilker Aslan / Neil Arklie
- Guidelines and professional standards – John Carolin

**15.30: Break**

**15.45: Impact of the cycle on key internal processes (1.5 hours)**

- Reserving – Mehmet Ogut
- Financial planning – John Carolin
- Discussion

**17.15: Day One summary and homework – Tony Buckle**

**17.30: Evening Programme – Networking dinner – Ian Simons / Shelly Bridgnell**

## **Day 2**

**08.30: Recap Day One & Introduction to Day 2 – John Carolin**

**08.45: Performance metrics and the market cycle (1.75 hours)**

- Underwriting metrics – Finlay Smith / Mehmet Ogut
- Financial metrics - John Carolin
- Staff engagement metrics – Tony Buckle

**10.30: Coffee Break**

**10.50: Re-thinking the market cycle (1.5 hours)**

- The behavioural cycle – Tony Buckle / John Carolin
- Behavioural metrics and the application of AI - John Carolin

**12.20: Lunch (buffet sandwiches)**

**13.00 Re-thinking performance metrics & management practice (2 hours)**

- Example: re-imagining pricing tool metrics - Tony Buckle / John Carolin
- Break-out groups: re-imagining performance metrics – Ilker Aslan / Neil Arklie / Tony Buckle / John Carolin
- Report Out

**15.00: Break**

**15.15: Implementing new practices (1.5 hours)**

- Towards a new professionalism - Ian Simons / Nicola Stacy
- Lessons learned - Finlay Smith / Tony Buckle

**16.45: Programme Summary (15 mins) - Tony Buckle**

**17.00: CII drinks reception**

**17.30: Close**

## Who are the Course Facilitators?

This Programme is delivered in collaboration with **UWX**, the commercial underwriting consultancy.

The workshop will be delivered by a panel of Speakers:

### Tony Buckle: Partner **UWX**



- Former Chief Underwriting Officer (CUO) & Member of the Board at **Allianz Global Corporate & Specialty**
- Former MD RSA Global Risk Solutions **RSA Insurance**
- Former CEO EMEA, **Swiss Re Corporate Solutions**
- Former Global Hed of Engineering & Construction at **Swiss Re**
- MBA (IESE, Spain); Doctorate (SBS Swiss Business School, Zurich)

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### John Carolin: Partner **UWX**



- Former CEO **B3i**
- Former Finance Director at **Swiss Re**
- Former Manager at **PwC**
- Chartered Accountant (South Africa); Chartered Financial Analyst (CFA)

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### Neil Arklie



- Former Head of Cyber Underwriting, Corporation of **Lloyd's**
- Senior Underwriter, Cyber at **Aviva** and **Swiss Re**
- Former Class Underwriter in Property, Liability, Intellectual Property, Technology and Media E&O as well as Cyber Insurance
- Independent Expert Reviewer and Consultant at AI UK International Limited

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### Finlay Smith



- Director at Accelerate Underwriting, a part of **The Clear Group**
- Former Chief Underwriting Officer, **Bondaval**
- Former Chief Underwriting Officer Commercial, **RSA**
- Former Director of Property, European Markets, **QBE**

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**Ilker Aslan**

- Casualty Treaty Underwriter, **Axis Re**; former Treaty Underwriter **Swiss Re**
- Former Financial Analyst, **Swiss Re**
- Cert CII at the Chartered Insurance Institute
- PhD Economics (Fribourg, Switzerland)

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**Mehmet Ogut**

- Senior Advisor to the Group Risk Management team at **Ageas**
- Former Chief Reserving Actuary, **MS Re**, former Director, **Deloitte**
- Reserving and Pricing Actuary at **Promina** and **Suncorp** Groups (Australia)
- Fellow of the Institute of Actuaries of Australia

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**Nicola Stacey**

- President of the **Chartered Insurance Institute**
- CUO **Chaucer Syndicates**

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**Mandy Hunt**

- Chair of the **Underwriting Community Board**
- Managing Director MGAs the **Clear Group**
- Former CUO **RSA Commercial**

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