

## DATE

Wednesday, September 12th to  
Friday, September 14th

## LOCATION

The Westin Portland Harborview  
Portland, Maine

# GC SMITH GROUP / MUNICH RE MAINE EVENT 2018

## OVERVIEW

**AN EXCLUSIVE EVENT FOR GROUP LTD AND  
LIFE REINSURANCE CLIENTS**

The Maine Event is an annual conference hosted by Smith Group, a Guy Carpenter Company, and Munich Re, market leaders in group LTD and life reinsurance. The 2018 Maine Event focuses on innovative trends that are shaping the future of group insurance.

MAINE EVENT 2018

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## SESSIONS/SPEAKERS TO INCLUDE:

**Keynote Address** - Steve Gilliland

**The American Economy** - Charles J. Wheelan, Senior Lecturer  
and Policy Fellow, Rockefeller Center, Dartmouth College

**Innovation** - Luke Williams, Professor, NYU Stern School of  
Business; Founder and Executive Director of the NYU  
Innovation Lab; and Fellow, Frog Design

**Disruption in The Voluntary Benefits Space** -  
Paul Myers, VP, Munich Re New Ventures

**The Big Trends That Will Move The Market** -

Robert A. Kerzner, President & CEO, LIMRA, LOMA & LL Global

**Actuarial Trends in Group Insurance** -

Rick Leavitt, Managing Director, GC Smith Group

**Innovations in Group Insurance Break Out Discussion**

### SPACE IS LIMITED - REGISTER EARLY!

GC Smith Group and Munich Re cover costs for sessions, meals  
and activities. **Attendees are responsible for hotel costs at  
The Westin Portland Harborview - \$244+/night, for two nights  
(+ Maine state lodging tax is currently 9%).**

Attendees are also responsible for air/rail/auto transportation, ground  
transfers, and parking. There is a \$275 fee for a spouse/guest if applicable.

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## A G E N D A

MAINE EVENT 2018

### Wednesday, September 12, 2018

TIME	EVENT	LOCATION	DETAILS
12:00-4:00 pm	Registration & Check-In	The Westin Portland Harborview Hotel	Check-in is at 3:00 pm. Some rooms may be available prior to that time. The Westin will store your luggage upon request.
4:45-5:45 pm	Welcome Reception	Grand Ballroom Pre-Function	Attendees and their guests are invited to join us for refreshments and hors d'oeuvres.
5:45-6:00 pm	Welcome Address	Eastland Grand Ballroom	GC Smith Group and Munich Re Welcome You to Maine Event 2018
6:00-7:00 pm	Opening Presentation	Eastland Grand Ballroom	<b>Steve Gilliland</b> Attendees and their guests are invited to enjoy the opening presentation.
7:00-8:30 pm	Dinner	Eastland Grand Ballroom	Attendees and their guests are invited to join us for a buffet dinner.

### Thursday, September 13, 2018

7:00-8:00 am	Breakfast	Grand Ballroom Pre-Function	Attendees and their guests are invited to join us for a buffet breakfast.
8:00-9:10 am	Session One	Eastland Grand Ballroom	<b>The American Economy</b> <i>Charles J. Wheelan, Senior Lecturer and Policy Fellow Rockefeller Center, Dartmouth College</i>
9:10-9:30 am	Break	Grand Ballroom Pre-Function	Attendees are invited to enjoy assorted fresh baked pastries, coffee, tea, and soda.

# GC SMITH GROUP / MUNICH RE MAINE EVENT 2018



## A G E N D A

MAINE EVENT 2018

Thursday, September 13, 2018 (continued)

TIME	EVENT	LOCATION	DETAILS
9:30-10:40 am	Session Two	Eastland Grand Ballroom	<b>Innovation</b> <i>Luke Williams, Professor, NYU Stern School of Business; Founder and Executive Director of the NYU Innovation Lab; and Fellow, Frog Design</i>
10:40-11:00 am	Break	Grand Ballroom Pre-Function	<i>Attendees are invited to enjoy assorted fresh baked pastries, coffee, tea, and soda.</i>
11:00-12:00 pm	Session Three	Eastland Grand Ballroom	<b>Disruption in the Voluntary Benefits Space</b> <i>Paul Myers, VP, Munich Re New Ventures</i>
12:00-1:00 pm	Lunch	Grand Ballroom Pre-Function	Attendees and their guests are invited to join us for a lunch buffet.
1:00-5:00 pm	Activities	<i>various</i>	See Activity Sheets at Registration Desk for details.
5:30 pm	Departure for Reception	Hotel Lobby	Please meet in the Hotel Lobby for charter bus transportation to the Purpoodock Club. Approximate distance is 3 miles (10 minutes).

# GC SMITH GROUP / MUNICH RE MAINE EVENT 2018



## A G E N D A

MAINE EVENT 2018

### Thursday, September 13, 2018 (continued)

TIME	EVENT	LOCATION	DETAILS
6:00-7:00 pm	Reception	Purpoodock Club 300 Spurwink Avenue Cape Elizabeth, ME	Attendees and their guests are invited to join us for refreshments and hors d'oeuvres. Transportation, provided by VIP Charters, departs from hotel entrance at 5:30 pm and returns at 8:15 pm. Approximate distance is 3 miles (10 minutes).
7:00-8:00 pm	Lobster Bake	Purpoodock Club 300 Spurwink Avenue Cape Elizabeth, ME	Attendees and their guests are invited to join us for a traditional New England Lobster Bake. Transportation, provided by VIP Charters, departs from hotel entrance at 5:30 pm and returns at 8:15 pm. Approximate distance is 3 miles (10 minutes).

### Friday, September 14, 2018

7:00-8:00 am	Breakfast	Grand Ballroom Pre-Function	Attendees and their guests are invited to join us for a buffet breakfast.
8:00-9:00 am	Session Four	Eastland Grand Ballroom	<b><i>The Big Trends That Will Move The Market</i></b> <i>Robert A. Kerzner, President &amp; CEO LIMRA, LOMA &amp; LL Global</i>
9:00-9:15 am	Break	Grand Ballroom Pre-Function	Attendees are invited to enjoy assorted fresh baked pastries, coffee, tea, and soda.

# GC SMITH GROUP / MUNICH RE MAINE EVENT 2018



## A G E N D A

MAINE EVENT 2018

Friday, September 14, 2018 (continued)

TIME	EVENT	LOCATION	DETAILS
9:15-10:45 am	Session Five	<p>UNDERWRITING: <i>Eastland Grand Ballroom</i></p> <p>ACTUARIAL: <i>Longfellow</i></p> <p>CLAIMS: <i>Winslow Homer Jr. Ballroom</i></p>	<p><b><i>Break Out Talk Shop</i></b> An opportunity for attendees to discuss discipline-specific group insurance trends. Moderated by GC Smith Group and Munich Re.</p>
10:45-11:00 am	Break	Grand Ballroom Pre-Function	Attendees are invited to enjoy assorted fresh baked pastries, coffee, tea, and soda.
11:00-12:00 pm	Session Six	Eastland Grand Ballroom	<p><b><i>Actuarial Trends in Group Insurance</i></b> <i>Rick Leavitt, GC Smith Group</i></p>
12:00 pm	Check-Out	Front Desk	The Westin Portland Harborview Hotel will store luggage upon request.
12:00-1:00 pm	Lunch	Grand Ballroom Pre-Function	Attendees and their guests are invited to join us for a buffet lunch.
1:00 pm	Departure	GC Smith Group and Munich Re thank you for attending Maine Event 2018!	

# GC SMITH GROUP / MUNICH RE MAINE EVENT 2018



## ACTIVITIES

The Maine Event features an afternoon of recreational activities on Thursday, September 13. Complete online registration form to choose an activity.



### Golf

12:30 - 6:00 pm

Scramble format at [Purpoddock Country Club](#) in Cape Elizabeth, ME.



### Charter Fishing

1:00 - 4:00 pm

Striped bass fishing with [Go Fish Charters](#).



### Wicked Walking Tours

1:30 - 2:45 pm

Guided [Wicked Walking Tour](#) of Portland's Old Port.



### Bike and Brews Tour

1:15 - 3:15 pm

Biking and Brew Tour with [Summer Feet Cycling](#).

CLICK [HERE](#) FOR ACTIVITY DESCRIPTIONS

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### Lighthouse Lover's Harbor Cruise

1:30 - 3:00 pm

Narrated scenic cruise with [Portland Discovery Tours](#).



### Portland City & Lighthouse Trolley Tour

2:30 - 4:15 pm

Narrated scenic tour aboard the "Discovery" trolley.



### Kayaking

2:00 - 4:00 pm

Guided sea kayak tour with [Portland Paddle](#).

CLICK [HERE](#) FOR ACTIVITY DESCRIPTIONS

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## REGISTRATION

**Reservations:** GC Smith Group will coordinate all reservations at the Westin Portland Harborview Hotel. Complete the registration form to secure a reservation at the Westin Portland Harborview Hotel.

**Accommodations:** The Westin Portland Harborview Hotel 157 High St, Portland, ME 04101  
[www.westinportlandharborview.com](http://www.westinportlandharborview.com) / (207) 775-5411  
Internet Access - Complimentary high-speed wireless access available  
Business Services - 24 hours, 2 computers, printer, photo copier, scanner, fax, FedEx  
Full Spa and Fitness Center, complimentary coffee & newspapers.  
**Attendees are responsible for hotel costs at The Westin Portland Harborview - \$244+/night, for two nights (+Maine state lodging tax is currently 9%).**

**Directions:** [www.westinportlandharborview.com](http://www.westinportlandharborview.com)

**Extended Stay:** The Westin Portland Harborview Hotel will extend the group rate 3 days pre- and post-conference (\$244 plus 9% ME state lodging tax). If you wish to extend your stay pre- or post-event, contact [Kristen deCastro](#)

**To Register:** Complete the online registration form OR contact [Kristen deCastro](#)

### DINING

All meals and receptions are provided as part of the Maine Event service. Indicate special dietary needs in the "Special Dietary" section of the Registration Form.

### ATTIRE

The dress code for meeting sessions, receptions, meals, and activities is resort casual. A jacket or sweater is recommended for outdoor activities, including evening receptions. Collared shirts are required for golf.

QUESTIONS? Kristen deCastro | (207) 791-8321 (o) / (207) 671-6679 (c) | [kdecastro@smithgroupre.com](mailto:kdecastro@smithgroupre.com)