



WORKING 2016 FOR A LIVING SMITH GROUP/MUNICH RE MAINE EVENT

DATE

Monday 9/19/16 to
Wednesday 9/21/16

LOCATION

Colony Hotel
Kennebunkport, Maine

Sessions to include:

Economic Trends
Employees' Life and Disability Benefit Decisions
Economic Value of Private Disability Expansion
Break Out Talk Shop Sessions
Employment Trends: Impact of Start-Ups and M&A Activity
Actuarial Hot Topics

OVERVIEW

AN EXCLUSIVE EVENT FOR GROUP LTD AND LIFE REINSURANCE CLIENTS

The Maine Event is an annual conference hosted by Smith Group and Munich Re, market leaders in group LTD and life reinsurance. Attendees have privileged access to industry experts covering current topics and trends that affect employee benefits insurance, as well as specific group LTD and life practice areas.

SPACE IS LIMITED—REGISTER EARLY!

Smith Group and Munich Re cover costs for accommodations, meals, and activities. Attendees are responsible for air/rail/auto transportation and incidentals, plus a nominal fee for spouses/guests.

Although space is limited, our goal is to accommodate all clients wishing to attend. Complete the online registration form to secure a reservation.



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CLIENT PRAISE FOR THE MAINE EVENT CONFERENCE...

"My thanks to all of you. It was a wonderful event."

"I have thoroughly enjoyed this event on the 2 occasions I have attended it.

One big selling point for me is the balance of work related events and social events." "Thank you for all the effort you put into this - it was appreciated and noticed!!"

"I think it was a great event!...well organized and very informative."

AGENDA

MONDAY September 19, 2016

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|----------------------|--|
| 12:00-4:00 pm | Registration & Check-In , The Colony Hotel Lobby
Check-in is at 4:00 pm. Some rooms may be available prior to that time. The Colony will store your luggage upon request |
| 4:45-5:45 pm | Welcome Reception , Oceanside Porch |
| 5:45-6:00 pm | Welcome Address , Carriage House |
| 6:00-7:00 pm | Opening Entertainment , Carriage House
Attendees and their guests are invited to enjoy a performance by Bo Eason. |
| 7:00-9:00 pm | Dinner , Grand Dining Room |
| 8:45 pm | Monday Night Football , Federal Jack's Brewpub
Attendees and their guests are invited to join us for Monday Night Football. Meet in the hotel lobby for transportation. |
| 9:00-11:00 pm | After Dinner Social , Marine Room
Attendees and their guests are invited to join Smith Group and Munich Re in the Marine Room for an after-dinner social. |

AGENDA



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AGENDA

TUESDAY September 20, 2016

- 7:00-8:00 am** **Breakfast**, Porch Dining Room
- 8:00-9:00 am** **Economic Trends**, Carriage House
Roger C. Tutterow, Ph.D.
Professor of Economics & Director, Econometric Center
Kennesaw State University
- 9:00-9:15 am** **Break**, Carriage House
- 9:15-10:30 pm** **Employees' Life and Disability Benefit Decisions**,
Carriage House
Anek Belbase
Senior Project Manager
Center for Retirement Research
Boston College
- 10:30-10:45 am** **Break**, Carriage House
- 10:45-12:00 pm** **Economic Value of Private Disability Expansion**,
Carriage House
Mark F. Meyer, Ph.D.
Vice President, Insurance Economics
Charles River Associates
David F. Babbel,
Senior Advisor,
Charles River Associates
Professor Emeritus,
Wharton School/University of Pennsylvania
- 12:00-1:00pm** **Lunch**, Porch Dining Room
- 1:00 pm** **Activities**, Offsite
- 5:30-7:30 pm** **Reception**, Oceanside Porch
- 7:30-9:00 pm** **Lobster Bake**, Grand Dining Room
- 9:00-11:00 pm** **After Dinner Social**, Marine Room

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WEDNESDAY September 21, 2016

- 7:00-8:00 am** **Breakfast**, Porch Dining Room
- 8:00-9:30 am** **Break Out Talk Shop Sessions**,
Underwriting: Carriage House
Claims: Dining Room
Actuarial: Ballroom
Regulatory: Rose Room

An opportunity for attendees to discuss discipline-specific group LTD and Life insurance trends.
Moderated by Smith Group and Munich Re
- 9:30-9:45 am** **Break**, Carriage House
- 9:45-10:45 pm** **Employment Trends: Impact of Start-Ups and M&A Activity**,
Carriage House
Adam S. Taylor, Esq.
Attorney
Taylor McCormack Frame, LLC
- 10:45-11:00 am** **Break**, Carriage House
- 11:00-12:00 pm** **Actuarial Hot Topics**, Carriage House
Rick Leavitt
Managing Director, Senior Vice President, Actuarial
Smith Group
- 12:00-1:00pm** **Lunch**, Porch Dining Room
- 1:00 pm** **Departure**

AGENDA

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ACTIVITIES

The Maine Event features an afternoon of recreational activities on Tuesday, September 20. Complete the online registration form to choose an activity.

GOLF

1:00-6:00 pm

Golf at Webhannet Golf Course in Kennebunk Beach (scramble format). Club rentals are available (limited supply). www.webhannetgolfclub.com

KAYAKING

1:30

Take a guided kayak tour with Harbor Adventures. www.harboradventures.com

BIKING

2:00

Take a guided bike tour with Harbor Adventures. www.harboradventures.com

CHARTER FISHING

1:00-4:00 pm

Try your luck at striped bass fishing. Note this trip is limited to 16 people (4 boats, 4 people on each boat). www.castawayfishingcharters.com

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ACTIVITIES



SAILING

2:00-4:00 pm

A two hour trip will take you down the historic Kennebunk River and along our scenic coastline. Enjoy the peace and quiet of cruising under sail. Learn a little local maritime history, help work the sails or just sit back, relax and take in the fresh salt air. Captain Rich Woodman has been sailing trips aboard his traditional schooner for over 25 years.

www.schoonereleanor.com



SCENIC BOAT CRUISE

1:00-3:00 pm

Join us aboard the Rugosa, a classic New England wooden lobster boat for a memorable Maine experience. In a fun filled 1.5 hour trip, you'll take a tour of the Kennebunk River, enjoy a scenic tour of the beautiful coastline, and watch us haul our lobster traps. Sit back and relax or roll up your sleeves and join in the fun!

www.rugosalobstertours.com



TROLLEY TOUR

2:00-3:00 pm

Enjoy a 45-minute guided tour of Kennebunkport aboard a traditional trolley.

www.intowntrolley.com

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REGISTRATION

Reservations:

Smith Group will coordinate all reservations at the Colony Hotel.
Complete the online registration form to secure a reservation at the Colony Hotel.

Accommodations:

The Colony Hotel, • 140 Ocean Avenue, Kennebunkport, ME 04046
www.colonymaine.com / 207.967.3331 / 800.552.2363

Directions:

www.colonymaine.com/index.php/contact

Extended Stay:

The Colony Hotel will extend the group rate 3 days
pre- and post-conference (\$169 plus 7% ME tax).
If you wish to extend your stay, contact Skip Stano (skip.stano@guycarp.com).

To Register:

Complete the online registration form
OR contact Kristen deCastro (kdecastro@smithgroupre.com)

TRANSPORTATION

Smith Group partners with a local transportation company to provide roundtrip ground transportation from the Portland International Jetport (PWM). Please complete the Registration Form to secure airport ground transportation, or contact Dana Schauf (dana@redbirdevents.com).

Smith Group also coordinates transportation for all scheduled activities.

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, or send to Skip Stano (skip.stano@guycarp.com).

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
207.879.5680 (v) / 207.879.5699 (f)
kdecastro@smithgroupre.com

OR

Skip Stano
732.937.3326 (p)
skip.stano@guycarp.com

REGISTRATION