

# 2019 Law School for Insurance Professionals

**October 22, 2019** | NYC

**October 24, 2019** | Albany

## 2019 Topics:

- Emerging Issues Involving Sexual Abuse Claims
- Workers compensation: Lessons Learned and Heard
- The Construction Law Quandary: From Insurance to Liability
- First Party Claims: Claims, Calculations and Concerns
- Premises Liability: Unanticipated Problems
- Weighing the Difference Between Verdicts and Settlement
- The Cannons of Claims File Fortification

**Registration:** [www.nysba.org/LSIP2019](http://www.nysba.org/LSIP2019)



## Co-Sponsors:

New York Claim Association  
New York Insurance Association, Inc.  
NYSBA Torts, Insurance &  
Compensation Law Section



NEW YORK CLAIM ASSOCIATION



## Program Description

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Join insurance industry professionals and their counsel in exploring topics and discussing common concerns that confront insurance professionals daily. Respected New York insurance and defense attorneys will provide insights and updates on current legal issues that the savvy insurance professional won't want to miss! This program will provide discussion on emerging issues as well as advice on the ever-evolving realm of insurance.

Attorneys, insurance professionals and risk managers can benefit from the topics discussed at this full-day seminar, and the on-site lunch provides opportunity to network with colleagues in the field.

Now in its fourteenth year, the Law School for Insurance Professionals seminar is produced annually by the Torts, Insurance and Compensation Law Section of the New York State Bar Association. We are pleased to be joined this year by the New York Claim Association as program co-sponsor.

**This course does not offer MCLE or CE credit.  
Attendees will receive a certificate of attendance.**

## Program Chairs

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**Joanna M. Roberto, Esq.**, Gerber Ciano Kelly Brady LLP, New York, NY  
(TICL CLE Committee Co-Chair | NYC Program Chair)

**Elizabeth A. Fitzpatrick, Esq.**, Island Companies, Calverton, NY  
(TICL CLE Committee Co-Chair)

**Dirk Marschhausen, Esq.**, Marschhausen & Fitzpatrick PC, Hicksville, NY  
(Albany Program Chair)

## Program Locations

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### **New York City | October 22, 2019**

NYS Insurance Fund | 199 Church Street, New York, NY

### **Albany | October 24, 2019**

New York State Bar Association | One Elk Street, Albany, NY



## Program Agenda

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- 8:30–8:55 a.m. Registration
- 8:55–9:00 a.m. Welcome and Introductions
- 9:00–9:55 a.m. **Emerging Issues Involving Sexual Abuse Claims**  
Explore coverage and exclusions for intentional and criminal acts, the interplay between multiple policies, coverage gaps and the ultimate dilemma of lost policies.
- 9:55–10:45 a.m. **Workers Compensation: Lessons Learned and Heard**  
This panel will address the liability impact of workers compensation law on the personal injury action. Topics include employer immunity, 1 b coverage, the grave injury standard and impleader practice, and the 1% rule which involves the interplay between workers compensation and no-fault statutes; and legal update and significant decisions that impact the industry.
- 10:45–11:00 a.m. Refreshment Break
- 11:00–11:55 a.m. **The Construction Law Quandary: From Insurance to Liability**  
When confronted with a construction claim, understanding the exposure and shifting the risk are priority; Keeping contractual indemnity separate from additional insured obligations; Understanding the value of common law claims and succeeding; Working with a team to develop defenses for discovery and trial; Discussion on trends based on recent case law.
- 11:55–1:00 p.m. Lunch (Included on site)
- 1:00–1:50 p.m. **First Party Claims: Claims, Calculations and Concerns**  
An analysis of crippling property damage claims that include multiple components such as business interruption and deep dive into exclusions and post-loss obligations.
- 1:50–2:40 p.m. **Premises Liability: Unanticipated Problems**  
Explore the many problems that arise during a litigation such as an absent or uncooperating client and the impact on the defense of a suit with a spoliation claim, and how an insurer is potentially impacted; necessary steps to launch an effective defense and recognizing the pitfalls; whether and when you should consider an early settlement claims package or take the case to trial
- 2:40–2:50 p.m. Break
- 2:50–3:40 p.m. **Weighing the Difference Between Verdicts and Settlement**  
A close review and discussion of verdicts, modified awards and settlements in the various venues of New York.
- 3:40–4:30 p.m. **The Cannons of Claims File Fortification**  
Discussion on the latest and most concerning issues arising out of the file handling: disclosure of claim files and notes and understanding the importance of communication, investigation and conflicts.

All speakers and updates to the program will be announced at [nysba.org/LSIP2019](http://nysba.org/LSIP2019)

## Information & Policies


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**Pre-registration Strongly Advised:** You can guarantee your seat and course materials by registering early. Registrations are taken on a first-come, first-served basis. If you plan to pre-register a group within 10 days of the program or to register at the door, please contact [ticlsection@nysba.org](mailto:ticlsection@nysba.org) or call Catherine Carl at 518.487.5679.

**Cancellations are easy:** Full refunds are given: Your full registration fee will be refunded if notice of cancellation is provided no later than 5:00 p.m. two business days prior to the date of the program. To cancel, contact [ticlsection@nysba.org](mailto:ticlsection@nysba.org) or call Member Resource Center at 800-582-2452.

If you do not cancel and do not attend the program, a complete set of materials is available upon request.

**Recording of NYSBA Seminars is not permitted.**

 **Accommodations for Persons with Disabilities:** NYSBA welcomes participation by individuals with disabilities. NYSBA is committed to complying with all applicable laws that prohibit discrimination against individuals on the basis of disability in the full and equal enjoyment of its goods, services, programs, activities, facilities, privileges, advantages, or accommodations. To request auxiliary aids or services or if you have any questions regarding accessibility, please contact Gina Bartosiewicz at 518.487.5671 or [gbartosiewicz@nysba.org](mailto:gbartosiewicz@nysba.org).

## Interested in joining NYSBA, NYIA or NYCA?

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**Learn more at:**

[www.nysba.org](http://www.nysba.org)

<https://nyia.org>

<https://nyclaimassociation.org>

Visit the Torts, Insurance & Compensation Law Section at [www.nysba.org/TICL](http://www.nysba.org/TICL)



# SPONSORSHIP OPPORTUNITIES

## 2019 Law School For Insurance Professionals

### Why Sponsor?

Be an important part of the 2019 Law School for Insurance Professionals, a unique program that brings together some of New York's industry leading insurers and top attorneys to discuss common concerns. Law School for Insurance Professionals is a full-day seminar where coverage and defense attorneys share their knowledge and experience with insurance professionals from around the state. Over the years, Law School for Insurance Professionals has seen resounding success, and receiving high marks from insurers. By sponsoring this event, your company or firm can showcase itself within the New York insurance professional community.

**What's New in 2019:** This year, LSIP will be held in two locations – Albany at NYSBA, and New York City at the New York State Insurance Fund.

**Distribution Groups:** The primary focus for program promotion will be to approximately 1,000 past attendees statewide. Additionally, the seminar is advertised to about 2,000 Torts, Insurance, and Compensation Law Section members, with wider notices likely via various NYSBA channels. Any program co-sponsors additionally promote the program to members or member companies. In the past several years, attendance at the Albany location has ranged from about 30-70 (including speakers), with total attendance at 3-4 locations ranging from 105 to 295.

**See reverse side for sponsorship categories**

### Sponsorship Application

Company / Firm \_\_\_\_\_  
*as it is to appear on the program and any signage*

Contact Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

Email \_\_\_\_\_

### Sponsorship Category:

Gold  Silver  Bronze  Lunch:  Albany  NYC

Exhibitor Table (Albany only – must be in conjunction with Gold, Silver or Bronze sponsorship)

Lunch Sponsorship:  Albany  NYC

Brief Presentation at Podium:  Albany  NYC

Amount: \$ \_\_\_\_\_

**Note:** If the limit within the selected sponsorship category has been reached, you will be notified and may select another available option.

### Payment Information:

Check or money order enclosed in the amount of \$ \_\_\_\_\_

(Please make checks payable to the **New York State Bar Association**.)

Charge \$ \_\_\_\_\_ to:  AmEx  MasterCard  Visa  Discover

Card Number \_\_\_\_\_ Expiration Date \_\_\_\_\_

Name on Card \_\_\_\_\_

Authorized Signature \_\_\_\_\_

### Send Application and Payment to:

Gina Bartosiewicz  
New York State Bar Association  
One Elk Street  
Albany, NY 12207  
Secure fax: (518) 463-5993

### Next Steps:

Send high-resolution company logo by **October 9, 2019**

Gold, Silver and lunch Sponsors:  
Send print-ready ad artwork to  
gbartosiewicz@nysba.org by  
**October 15, 2019**

## Sponsorship Categories:

### Gold \$2,000 (3 in Albany | 3 in NYC)

- Logo in event brochure (Gold sponsor designation), if provided by date indicated on sponsor form (thereafter will be included in online PDF version) – must provide high-resolution logo
- Acknowledgment on online event page (Gold sponsor designation)
- Company logo on signage at event (Gold sponsor designation)
- Sponsor recognition in printed program and electronic materials
- Full-page ad in program book and electronic materials (must provide print-ready 8x10.5" black & white ad by date indicated on sponsor form)
- Verbal acknowledgment from the podium

### Silver \$1,500 (2 in Albany | 2 in NYC)

- Logo in event brochure (Silver sponsor designation), if provided by date indicated on sponsor form (thereafter will be included in online PDF version) – must provide high-resolution logo
- Acknowledgment on online event page (Silver sponsor designation)
- Company logo on signage at event (Silver sponsor designation)
- Sponsor recognition in printed program and electronic materials
- Half-page ad in program book and electronic materials (must provide print-ready 8x5" (horizontal) black & white ad by date indicated on sponsor form)
- Verbal acknowledgment from the podium

### Bronze \$700 (6 in Albany | 6 in NYC)

- Acknowledgment on online event page (Bronze sponsor designation)
- Company logo on event signage (Bronze sponsor designation) – must provide high-resolution logo
- Sponsor recognition in printed program and electronic materials
- Verbal acknowledgment from the podium

### Lunch Sponsor \$3,400 (1 in Albany | 1 in NYC)

- Logo in event brochure (Lunch sponsor designation), if provided by date indicated on sponsor form (thereafter will be included in online PDF version) – must provide high-resolution logo
- Acknowledgment on online event page, and company name listed in program agenda
- Company logo on exclusive signage displayed near lunch buffet (must provide high-resolution logo)
- Full-page ad in program book and electronic materials (must provide print-ready 8x10.5" black & white ad by date indicated on sponsor form)
- Verbal acknowledgment from the podium
- Exhibit space in Albany (one table), and registration for up to 2 reps
- 3-5 minutes of presentation to live audience in Albany; also included in program recording

### Add-Ons (Must be in conjunction with a Gold, Silver, or Bronze sponsorship)

**Exhibitor Table in Albany:** \$500 (Limit 4)

Includes registration for the Albany program for up to 2 reps.

**Brief presentation at podium:** \$650 (2 in Albany | 2 in NYC)

3-5 minutes of presentation to live audience in NYC and in Albany

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### Questions?

Contact **Gina Bartosiewicz** at (518) 487-5671 or [gbartosiewicz@nysba.org](mailto:gbartosiewicz@nysba.org)

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One Elk Street, Albany, NY 12207



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Or Call the NYSBA Member Resource Center at **(800) 582-2452**





# Registration

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## 4 Easy Ways to Register

**Online** at [www.nysba.org/LSIP2019](http://www.nysba.org/LSIP2019)

**Call** us at **1.800.582.2452** (U.S. and Canada)

**Mail** to: Member Resource Center  
New York State Bar Association  
One Elk Street, Albany, NY 12207

**Fax** the order form to **518.463.5993** (secure)

Name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone ( \_\_\_\_\_ ) \_\_\_\_\_ Email \_\_\_\_\_

Member ID (if applicable) \_\_\_\_\_

**If you are a member of a co-sponsoring group, please check here:**

- NYSBA Torts, Insurance & Compensation Law Section member
- New York Claim Association member
- New York Insurance Association member

## Cost

**NYSBA, NYIA & NYCA: \$94.50** | Law Students: \$20

\*Included: Program, lunch and breaks

Please provide names on separate form or call Member Resource Center at 800-582-2452

## Group Rates

\$94.50 | 5 or more from the same company

\$85.50 | 5 or more from NYIA, NYCA, and TICL Section Members

## Payment Information

Check or money order enclosed in the amount of \$ \_\_\_\_\_  
(Please make checks payable to the New York State Bar Association.)

Charge \$ \_\_\_\_\_ to

American Express    Discover    MasterCard    Visa

Card number \_\_\_\_\_ Exp. \_\_\_\_\_

Authorized Signature \_\_\_\_\_

