

ALIC Virtual Fly-in: A Four-part Series

Nov. 9-Dec. 7, 2020

Monday, November 9

12:00-12:15 PM EST ALIC Annual Business Meeting

12:15-1:15 PM EST **The Continuous Journey to Diversity and Inclusion**

Senior life insurance company and law firm D&I leaders hold a candid discussion about the status of D&I efforts in the life insurance industry and cutting edge strategies for lawyers to participate in leading their company efforts to grow and support a diverse and inclusive workplace.

Presenters: Cecilia Stanton Adams, Allianz; George Medlock, Bradley

Monday, November 16

12:00-1:00 PM EST **STOLI: It's Not Over. Not Even Close.**

The Stranger Originated Life Insurance phenomenon resulted in the origination of thousands of large face amount policies insuring the lives of seniors in the 2004-2008 time period. After the 2008 economic crash effectively put an end to the origination of new STOLI policies, and after insurers succeeded in taking down some of the worst of these legally invalid in-force STOLI policies in a wave of STOLI litigation, many in the industry began to believe that the STOLI issue was behind us. However, many seniors insured by STOLI policies are now in their mid-to-upper nineties, meaning their policies are beginning to mature at high rates. Further, many courts have recently recognized that STOLI policy proceeds are not actually owed to the investors who purchased these policies. This presentation will cover the STOLI legal landscape, including recent developments in a new wave of STOLI litigation where large STOLI programs have been uncovered, successfully challenged, and large face amount STOLI policies have been declared void ab initio.

Presenters: Michael Miller, Cozen O'Connor; Joseph Kelleher, Cozen O'Connor

Monday, November 30

12:00-1:00 PM EST **Data Analytics/Accelerated Underwriting**

This session will be exploring the latest legal considerations in the use of Accelerated Underwriting and Artificial Intelligence. Join our panel of experts for a robust and informative discussion about accelerated underwriting, artificial intelligence and what companies should be doing to minimize their risk of regulatory, litigation and reputational harm.

Presenters: Scott Kosnoff, Faegre Drinker Biddle & Reath; Marianne Purushotham, LIMRA

Monday, December 7

12:00-1:00 PM EST **Managing Vendor Relationships in a Privacy-focused World**

Appropriately managing vendor relationships in a privacy focused world is critical part of a life insurance company's business. Life insurance counsel are typically at the forefront of this. The considerations to be discussed include the legal framework governing these relationships, establishment of a privacy and data security vendor management process, the effect of cloud services on vendor risk, contract drafting and negotiating strategies, oversight and enforcement and notifications in the event of a system breach, and the importance of IT security and financial vendor diligence. Our panel of experts will also describe special considerations in managing the vendor relationship in the context of an acquisition transaction.

Presenters: Eugene Chang, Wilkie Farr; Brenda Ferraro, Prevalent; Ilanit Liebowitz, Prudential; Moderator: Ayana Gordon, Gerber Life