



## **Reinsurance Collections**

### **Course Description**

The Course will provide a comprehensive road map for the identification, analysis, negotiation and collection of complex claims and contested reinsurance balances. It will provide an analysis of the theory and legal principles involved, combined with real life examples of negotiating and collecting from “problem” reinsurers.

### **Target Audience**

This is a course designed principally but not exclusively for staff who are involved with reinsurance collections. It is also ideal for those involved with assessing and resisting collections requests as well as those trying to recover claims and balances. For reinsurance technicians/managers, brokers and lawyers, the course level would normally be for individuals that have been working in a reinsurance environment for at least three years.

### **Course Objectives**

At the end of the day attendees will understand how to develop reinsurance collection strategies, prepare for issuing reinsurance collection requests, negotiate with reinsurers, manage requests for inspections of records, resolve disputes and manage commutation programmes.

### **Course Format**

This will be a participative event, with a mixture of tuition and guidance together with practical exercises. Delegates will be encouraged to actively participate in the course through discussion with the course leader and the other attendees.

### **Course Content**

- Assess how collection departments work alongside inwards claims, legal and commutations teams.
- Getting one’s own house in order to properly generate and support collection requests.
- The legal principles which govern insurance and reinsurance collections.
- Differentiating between can’t pay and won’t pay reinsurers.
- The role inspections of records and audits in defending reinsurance collection requests
- The role of the broker.
- The use and pitfalls of litigations and arbitrations to collect reinsurance assets
- Integrating reinsurance collections within a wider commutation strategy
- Cultural contrasts – adapting your strategy to collect from companies in USA, Europe, and Asia.

**Trainer        Julian Ward**

Julian Ward is a Fellow of the Chartered Insurance Institute. Through his own consultancies JTW Connect Ltd and formerly JTW Reinsurance Services Ltd he has for the past 18 years provided strategic management and reinsurance auditing services to the international insurance and reinsurance industry out of offices in London and Boston, and most recently Spain. Prior to that for ten years he worked with a similar specialist consultancy setting up the provision of reinsurance auditing and collection services in London and then New York. He began his career with Sphere Drake Insurance Management Company and brokers Benfield Lovick and Rees. He has provided in-house seminars to amongst others Lloyd's, Equitas, The Hartford, Swiss Re, SCOR, PwC and KPMG. He has lectured on the subjects of reinsurance auditing and dispute resolution strategies in the UK, France, Germany, Switzerland, Bermuda, Australia and throughout North America.

**Duration**        1/2 day

**Date**             **7th October 2010**

**Time**             9.30 am – 1.00 pm

**Venue**            IMC Training Rooms, 16 St Clare Street, London EC3N 1LQ

**Fee**                **£175.00 +VAT** (including refreshments)

**Bookings**        To reserve a place on this course please contact Tony Gregory  
Telephone: 020 7481 9070 or email: [tony.gregory@imc-seminars.com](mailto:tony.gregory@imc-seminars.com)