**ICAE Conference – Regulator/Industry Conversation**

Conversation between Patrick Devlin (Liberty Mutual) and Andy Case (Mississippi Division of Insurance)

Goal

* The goal of this conversation is to follow-up on Patrick’s presentation on collaboration between regulators and the industry. To ensure that it isn’t a one-sided conversation, Andy and Patrick will have a conversation regarding collaboration and Andy will provide a regulator’s perspective.

Logistics

* 30 minutes immediately after Patrick’s presentation.

Themes

* Greater Collaboration/Alignment in Chaotic Industry

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| **Question** | **Timing** | **Who** | **Context** |
| Andy, what do you think, is there opportunities for a regulator and someone in my position to collaborate more closely?  | 3 minutes | Patrick to Andy | Andy to provide general idea of the need to collaborate more closely |
| 1. Andy, can you provide an example (high-level, sanitize the names), where outreach/collaboration helped the carrier mitigate a fine or further scrutiny from the Department?
2. Follow-up can you provide an example where the lack of collaboration resulted in carrier getting In far worse “trouble”?
 | 7 minutes | Patrick to Andy | Andy to demonstrate that collaboration does result in more favorable results for a carrier potentially and in the alternative it can make things worse if not for the collaboration. |
| Same questions to you Patrick – where has collaboration with regulator benefited versus a where the lack of collaboration resulted in unfavorable results/more issues. | 5 minutes | Andy to Patrick  | Patrick to provide a specific example from industry – hopefully add a bit of humor… |
| Andy I spoke a lot about MCAS and our efforts to track trends and proactively engage with regulators where needed – is that something that teams like yours are looking for or do you want to do your own independent analysis and provide findings before engagement from a carrier?  | 5 minutes | Patrick to Andy | More MCAS outreach from regulators – my team and other carriers looking into how to be as proactive as possible on an issue – thoughts from regulator. |
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| Increased CATs, Cybersecurity Issues, Race and Insurance - where are the opportunities to collaborate more on these issues that have an impact on the entire insurance industry? What worries you the most (keeps you up at night)?  | 5-7 minutes | Patrick to Andy but hopefully a back and forth conversation  | NAIC priority issues – we need to work collectively on… |
| Lastly Andy, what about our list of items that we can start working on – is there anything that won’t work or you think is missing? | (if time permits) 5 minutes | Patrick to Andy  |  |