



# What's Happening at NCIS

March 16, 2015

## Topics this week:

- Casualty Actuarial Society  
Ratemaking and Product  
Management Seminar



## Contact us:

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### Questions/Comments/ Membership Info

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### NCIS Website

[www.ag-risk.org](http://www.ag-risk.org)

### Crop Insurance in America Website

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

### Support Crop Insurance Website

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

### Twitter

@USCropInsurance

### Facebook

CropInsuranceInAmerica

*Another active week at NCIS. With many new and important developments taking place in our industry, we bring you a "round-up" of NCIS activities, meetings, projects and progress. A list of future events will also be included in each edition.*

*We welcome your comments and look forward to sharing this update with you.*



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## Casualty Actuarial Society Ratemaking and Product Management Seminar

Frank Schnapp, Senior Vice President of NCIS, attended a Casualty Actuarial seminar in Dallas, Texas on March 9, 10, and 11. The first day of the seminar focused on the use of weather modeling and engineering risk analysis for simulating loss experience from severe weather events such as earthquakes and hurricanes on an insurer's book of business. These types of analyses have become more prevalent in recent years for loss cost estimation, reinsurance rating, and risk assessment. The subsequent days of the seminar focused on predictive modeling, which has rapidly become the dominant approach for refining company rating structures for personal and commercial auto, homeowners, and other lines of insurance with limited catastrophic risk potential. These methods have allowed insurers to incorporate non-standard information such as actual mileage driven, driver behavior, credit information, and a variety of other characteristics in order to refine their existing rating relativities and territorial structures and to evaluate the underwriting characteristics of the insurer's book of business. One session addressed a current controversy regarding whether models that modify rates based on demand for insurance, similar to how certain airlines adjust ticket prices in response to demand, were consistent with state laws and actuarial principles requiring that rates be based solely on the prospective loss experience of the producer.

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**Future Meetings and Events Calendar**  
**(Regional/State Meetings and Schools in Orange)**

<i>Event</i>	<i>Date(s)</i>	<i>Location</i>
<u>2015 Meetings</u>		
<b>Regional State Chairman Training</b>	<b>March 24-25</b>	<b>Overland Park, KS</b>
NAIC Spring Meeting	March 28-31	Phoenix, AZ
TIP Committee Meeting	April 7-8	Overland Park, KS
Communications & Outreach Committee Meeting	April 9	Overland Park, KS
Underwriting & Operations Committee Meeting	April 14-15	Overland Park, KS
MPCI PPLA Committee Meeting	April 21-22	Overland Park, KS
CH PPLA Committee Meeting	April 28-29	Overland Park, KS
CH A&S Committee Meeting	May 12	Overland Park, KS
PDC Committee Meeting	May 27-28	Overland Park, KS
Board of Directors Meeting	June 29-30	Offsite
NCIS 2016 Fall Train the Trainer Conference	July 14-15	Overland Park, KS
NAIC Summer Meeting	August 14-17	Chicago, IL
Board of Directors Meeting	September 15-16	Overland Park, KS
AIAG (International Association of Agricultural Production Insurers)	September 27-30	Kansas City, MO
NCIS 2016 Spring Train the Trainer Conference	November 4-5	Overland Park, KS
NAIC Fall Meeting	November 19-22	Washington, D.C.
Board of Directors Meeting	December 9-10 or 10-11	Offsite
<u>2016 Meetings</u>		
2016 Claims Managers Conference	January 20-21	Overland Park, KS
Crop Insurance Industry Convention	February 14-17	Indian Wells, CA
Board of Directors Meeting	February 17	Indian Wells, CA
NAIC Spring Meeting	April 3-6	New Orleans, LA
NCIS 2017 Train the Trainer Fall Conference	July 12-13	Overland Park, KS
NAIC Summer Meeting	August 6-9	San Diego, CA
NCIS 2017 Train the Trainer Spring Conference	November 2-3	Overland Park, KS
NAIC Fall Meeting	December 10-13	Miami Beach, FL