

# BCA & Gibson Are Pleased to Offer . . .



## DECONSTRUCTING RISK: A Seminar For Contractors

### A BCA MANAGEMENT EDUCATION PROGRAM

**DATE:** Thursday, February 23, 2012

**TIME:** 2:00 to 5:00 p.m., Seminar & Panelist Discussions  
5:00 p.m., Social Hour

**PLACE:** Ceruti's Summit Park II – The Summit Room (*east side*)  
6601 Innovation Blvd. - Fort Wayne, IN

### PROGRAM OUTLINE

#### 2:00 THE LEGAL ENVIRONMENT

Contractors are facing a competitive environment and depressed margins to the point where there is absolutely no room for error. Times such as these call for getting back to the basics of reducing costs and enhancing profits. This includes staying out of legal trouble – which is far more cost-effective than defending a lawsuit. This interactive session will discuss effective risk transfer techniques, coverage gaps, premium controls, risk costs, and best practices to stay out of the legal system.

<b>Panelists:</b> Brian Clifford, Attorney	Faegre Baker Daniels LLP
Michael James, Attorney	Faegre Baker Daniels LLP
Dave Jankowski, Executive Vice-President	Weigand Construction Co, Inc.
Kurt Kuehr, Liability Supervisor	Amerisure Insurance Company

#### 3:30 THE SURETY MARKETPLACE

The surety industry is in the spotlight as concerns mount about contractor defaults. With fierce competition taking a bite out of contractor margins, many contractors will be on thin ice as they wait for signs of recovery. The migration of contractors into government work and rising requests for bonds on more private projects means sureties and bond producers are working harder than ever to continue providing bonds while protecting their own company from excessive risks. This discussion will provide an overview of, and short-term expectations for, the surety market, including a summary of sureties' appetites and change in underwriting requirements.

<b>Panelists:</b> Patrick Hannigan, Sr. Regional Vice President	Zurich Surety
Craig Linnemeier, CPA	Baden Gage & Schroeder
Nicholas Wright, Bond & Risk Executive	Cincinnati Insurance



#### 5:00 SOCIAL HOUR & NETWORKING -- Offering full host bar and hors d'oeuvres



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### Deconstructing Risk Seminar Registration Form

Reservations may be made by e-mail at mail@bcafortwayne.org, fax 260 483-9597 or mail to 536 W. Cook Rd., Fort Wayne, IN 46825. Reservation deadline is Tuesday, February 21. *Cancellation policy:* Credit given on cancellations if received by BCA by February 13, otherwise regular charges apply.

Company \_\_\_\_\_ Contact \_\_\_\_\_

Phone \_\_\_\_\_ E-mail \_\_\_\_\_

Reservations: [ ] BCA member, \$39 [ ] Non-member, \$59

Payment Option: [ ] Check enclosed [ ] Send invoice (*members only, please*)  
[ ] Pay by credit card. *Call 260 483-9596 for this service.*

Attendee(s):

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