

# SURETY BONDS AND CASUALTY UNDERWRITING SEMINAR

The Insurance Association of the Caribbean Inc., in association with The Panamerican Surety Association (PASA), Liberty Mutual Surety and Liberty International Underwriters, Odyssey Reinsurance Co. and Travelers Casualty and Surety Co. will be hosting a Surety Bonds and Casualty Underwriting Seminar to be held **November 24-25, 2014** at the Miami Dadeland Marriott, Miami, Florida. The programme will combine and intersperse presentations with relevant exercises and case study analysis. The two-day interactive course is tailored towards individuals with little knowledge in Underwriting for Surety Bonds, Casualty and Liability Lines and is geared towards building a solid foundation and underwriting of risks.

**DATE** NOVEMBER 24 - 25, 2014

**VENUE** MIAMI DADELAND MARRIOTT, MIAMI. FLORIDA, USA

**TARGET AUDIENCE** ♦ Presidents ♦ Vice Presidents ♦ Managers ♦ Underwriters ♦ Commercial Staff and Officers in charge of Risk Management and legal areas of insurers ♦ Reinsurers ♦ Insurance and Reinsurance Brokers ♦ Public and Private contracting agencies ♦ Contractors ♦ Consultants

**FEE** IAC & PASA MEMBERS - US\$800.00

NON-MEMBERS - US\$850.00

## FACILITATORS



**Luis Abrahams**  
Underwriting Assistant, LIU Marine, U.S.A

If highly efficient risk mitigation is the goal, Luis Abrahams would argue that reinsurance plays a key role. "With reinsurance," he says, "we provide multilevel support, helping the insured customers as well as the primary insurers. I enjoy the opportunity to assist such a broad variety of businesses, from a small shipping operation on one side of the world to a massive port on the other side."

LIU first appealed to Abrahams because of its reliability and reputation as a leading and effective reinsurer. "We have a global outlook, enabling us to evaluate risk in almost any location," he says. "For example, as a Latin American born and raised in Panama, I have an edge when it comes to understanding Latin culture and needs. In this fast-paced market, our customers need us to provide quick and efficient solutions. I'm energized and motivated by this, because a satisfied customer will keep coming back, and I see this as a win-win all around."



**Nancy Cruz**  
Managing Director, Construction Services, Bond & Specialty Insurance, Travelers Casualty & Surety Co., U.S.A.

Born and raised in New York City, Nancy is currently Managing Director in the Fort Lauderdale, Florida office. Nancy has over 20 years experience in surety bond insurance and reinsurance.

At Travelers, she manages a group of underwriters and services a portfolio of construction accounts in Puerto Rico, the U.S. Virgin Islands and Panama. Nancy has been involved in several Diversity initiatives at Travelers and is currently serving as Co-Chair of Travelers' Hispanic/Latino Diversity Network. She works with the International Surety department on strategic initiatives in Latin America.

Prior to her career at Travelers, she spent over ten years at Swiss Re America in New York City where she held several positions in Bond Underwriting and Bond Claim. She holds an Associate in Reinsurance and an Associate in Fidelity and Surety Bonding from the Insurance Institute of America.



**Juan Carlos Delgado**  
Underwriter, Financial Lines, Liberty Mutual Underwriters, U.S.A

Juan Delgado knows you expect quick, accurate responses, and that's what he delivers to keep your business moving. Specializing in Management Liability coverage for Latin America, he sees a variety of different risks, and knows how to analyze the situation and develop a plan for each one. "In today's market quick customer service differentiates one carrier from the other," Delgado said. "We will prove to you we honor our service commitments."



**Christopher Diebold**  
Underwriting Officer Casualty, Liberty Mutual Underwriters, U.S.A.

One of LIU Latin America's first employees, Chris Diebold helped open and build LIU's Miami operation. Leveraging his actuarial knowledge, Chris has been underwriting casualty risks in the Latin American region since 2007. "Each risk has its own nuances that need to be analyzed and investigated," Diebold said.

Chris draws from over a dozen years of industry experience to truly understand his clients needs and craft the best program for them. He knows that in today's marketplace, "it's not just about working hard, it's about working smart to find just the right solutions to a customer's problems".

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### Cont'd



**Andrew Dickson**  
Senior Vice President and Head of Surety,  
Odyssey Reinsurance Company, U.S.A.

Andrew ("Andy") Dickson is Senior Vice President and the Head of Surety - Americas for Odyssey Reinsurance Company, a wholly owned subsidiary of Fairfax Financial Holdings Limited. OdysseyRe is a leading worldwide underwriter of reinsurance and specialty insurance through four of its dedicated operating divisions: Americas, EuroAsia, London Market and US Insurance, which comprise a total of 31 offices in 10 countries.

Andy joined OdysseyRe in February 2010 and brings 20 years of experience in the reinsurance and banking industries where he has managed reinsurance and banking relationships throughout the U.S., Canada, Latin America, and the Caribbean. Over the past four years he has lead OdysseyRe's surety treaty team in writing profitable treaties throughout the U.S., Canada, and Latin America. Prior to his tenure at OdysseyRe, Andy worked for eight years at GE Insurance Solutions in various underwriting and management roles and worked for seven years in commercial bank lending in South Florida.

Andy received his Bachelors of Science degree in marketing from Florida International University in Miami, Florida and his Masters of Business Administration from the University of Miami, in Coral Gables, Florida. Andy also earned his Associate in Reinsurance (A.Re) and Associate in Fidelity & Surety Bonding (AFSB) designations from the AICPCU Institute. In addition, Andy has participated in multiple leadership training forums including the GE Leadership Institute in Crotonville, NY. Also during his tenure at GE, Andy was awarded the Six Sigma Green Belt Certification.

Andy currently lives in Miami, Florida and works out of OdysseyRe's office on Brickell Ave.



**Nicholas Kim**  
Underwriting Officer for International and National Accounts, Liberty Mutual Surety, U.S.A.

As Underwriting Office for the South East region, Nick, alongside his field offices, is responsible for underwriting and managing surety programs for International Reverse Flow and U.S. Publicly Traded Construction and Homebuilding accounts. His responsibility extends to Latin America, where he is the underwriting point of contact responsible for the placement of foreign bonds for Liberty Mutual Surety accounts.

Nick first joined Liberty Mutual Surety in 2007 as an Associate Underwriter and later graduating into the role of International Surety Underwriter in the Plymouth Meeting, PA home office. Re-joining the group in 2012, he has over 7 years of international and domestic surety underwriting experience from Liberty Mutual and Zurich Surety. He also brought with him expertise and a focus on Latin America surety underwriting, with fluency in three languages: Spanish, Korean, and English. Nick is located in LMS's New York City office. He is now managing International and National accounts in 5 different field offices in the U.S. plus Miami, Mexico City, and Sao Paulo as a home office underwriting officer, with surety programs ranging from \$250 million to \$1 billion.

Nick holds a Bachelor of Arts in Risk Management & Insurance and International Business from Temple University in Philadelphia, PA, and holds the Associate in Surety and Fidelity Bonding certification from the AICPCU.



**Clementina Hiteshow**  
Senior Surety Underwriter, Specialty Surety  
Department/ International and National  
Accounts, Liberty Mutual Insurance Company,  
U.S.A.

Clementina works for LMS as Project Leader for Global Specialty Surety, based in the Atlanta office in Georgia. She currently supports underwriters nationwide in performing risk assessment analyzing/servicing issuance of bonds in 25 countries in LATAM, the Caribbean and Spain.

Clementina has 23 years of experience in the insurance industry. 13 of those years have been in surety. She started her career in Venezuela in October of 1987 after she graduated as a lawyer. When in Venezuela, among some companies Clementina worked for Seguros Caracas, a sister company of Liberty Mutual, as a claim attorney for health products until she left the country to move with her family in 2000 to the States. She joined back Liberty in 2003, and until now she has been with the company for 14 years, and looking for more to come.

Clementina graduated as attorney from the Central University of Venezuela, in Caracas, with a Law Degree. She also graduated in 1994 with a MBA degree in International Maritime Law, from 'The Superior Institute of the Merchant Navy' in Caracas. She practiced Venezuelan law in parallel with her career in the insurance industry in Caracas for over 13 years.

## REGISTRATION

Please submit registration forms to the Insurance Association of the Caribbean, Inc.  
Fax: 246-427-7277 or Email: [info@iac-caribbean.com](mailto:info@iac-caribbean.com)

### COURSE FOCUS:

- ❖ General overview of Surety Bonds
- ❖ Financial analysis and Risk underwriting
- ❖ Facultative reinsurance, capacities, regulation
- ❖ Issues that may affect a Surety Bond
- ❖ Examples of successful surety cases

### Guidelines for underwriting in the following lines:

- ❖ D&O Liability
- ❖ General/Public Liability
- ❖ Marine
- ❖ Financial Lines
- ❖ Construction