



NAPSLO Executive Leadership School

April 23-26, 2012
Charlottesville, VA

Register by April 1!

NAPSLO Executive Leadership School

ABOUT DARDEN

For over half a century, Darden Executive Education has served as a critical resource for businesses around the world, conveying the relevant concepts and specific business skills needed to formulate sustainable growth. We offered our inaugural Executive Education program in 1955; since that time, individuals and companies have partnered with us because Darden learning means thinking differently, actively participating in finding answers to key business challenges, and developing management and leadership teams at all levels.

TRAVEL INFORMATION

The Charlottesville-Albemarle Airport (CHO) is about nine miles north of The Darden School and is served by USAirways Express, United Express, Delta Connection, and Northwest Airlines. Taxicabs are available outside the baggage area. Cab fare to The Darden School is approximately \$28.00. For more information regarding the Charlottesville-Albemarle Airport, visit www.gocho.com.

The next closest airports to Charlottesville are the Richmond International Airport, Dulles International Airport, and Reagan National Airport. Driving time from Richmond Airport via I-64 West (75 miles) takes about 90 minutes. Driving time from Dulles International Airport via Route 28 South, I-66 West, and Route 29 South (90 miles) takes about two hours. Driving time from Ronald Reagan Washington National Airport via I-395 South, I-495 North, I-66 West, and Route 29 South (115 miles) is about two hours and 20 minutes.

AMTRAK serves the Charlottesville area at Union Station, 810 West Main Street, and is located just three miles from the Sponsors Executive Residence Center. Yellow Cab taxi service is

A REPUTATION OF EXCELLENCE

Darden Executive Education consistently scores in the Top Five globally among business schools in the following categories, as rated by participants. (Financial Times)

- #2 Top Provider of Open-Enrollment Programs (2009, 2008)
- #3 Top Provider of Open-Enrollment Programs (2007)
- #1 Top Provider of Open-Enrollment Programs (2006)

- #1 Course Design (2003, 2004, 2005, 2006, 2007, 2008, 2009)
- #1 New Skills & Learning (2009)

HOTEL ACCOMODATIONS

Sponsors Executive Residence Center provides private, single-room lodging for program participants. Executives will take meals at the Abbott Center dining room.

REGISTRATION

Complete all portions of the enclosed registration form and mail to: NAPSLO, 200 NE 54th Street, Suite 200, Kansas City, MO 64118. Payment must be received with the registration form.

Please do not make airline reservations until you receive confirmation of acceptance. Registration deadline is April 1. The cost of the NAPSLO Executive Leadership School is \$2,995.

REFUND POLICY

All requests must be in writing. No exceptions to schedule below.

- Before April 1 (Full refund less \$50 processing fee)
- April 1-April 10 (50% refund)
- After April 10 (No refund)



NAPSLO Executive Leadership School

EXECUTIVE LEADERSHIP SCHOOL FACULTY

The faculty for this program has been selected from all of the Darden faculty to provide a framework for future success in strategically managing, developing and leading your organization.

Alan Beckenstein is Professor of Business Administration at the Darden School. He holds a Ph.D. in Economics from the University of Michigan. He has taught at the Darden School for thirty-four years in the areas of political economy, global competition, public policy, environmental management, and quantitative analysis.

Alec Horniman is Professor of Business Administration and Senior Fellow, Olsson Center for Applied Ethics, The Darden School, University of Virginia. Mr. Horniman is a consultant to industry in the area of organizational behavior.

Sankaran Venkataraman ("Venkat") is the MasterCard Professor of Business Administration at the Darden Graduate School of Business Administration, University of Virginia. He is a member of the Strategy, Entrepreneurship and Ethics area at Darden and teaches MBA and executive level courses in strategy, entrepreneurship, and ethics.

Weston M. Hicks, President and Chief Executive Officer of Alleghany Corporation (parent company of RSUI Group, Inc.) will join Professor Beckenstein for the opening presentation of the school. Mr. Hicks has been President and CEO since December 2004 and Executive Vice President since October 2002. He was Executive Vice President and Chief Financial Officer of The Chubb Corporation before joining Alleghany. Prior to that, Mr. Hicks was a senior research analyst and managing director at J.P. Morgan Securities from 1999 to 2001 and a senior research analyst at Sanford C. Bernstein & Co. from 1991 to 1999. Mr. Hicks is a director of AllianceBernstein Holding, L.P., a Chartered Financial Analyst, a member of the New York Society of Securities Analysts and a member of the CFA Institute. Mr. Hicks is a graduate of Lehigh University.

THE PROGRAM

The NAPSLO Executive Leadership Program is designed for senior-level members who wish to broaden their perspectives on important social, political, and economic issues influencing the insurance industry. Participants will enhance their leadership skills and become more able to effectively manage change at the personal, team, and organizational levels, and will return to their organizations with the tools and mindsets to think and act more strategically. Those who attend will develop the enterprise perspective required to make winning choices about running their businesses in today's complex environment.

WHO SHOULD ATTEND

Senior-level NAPSLO members with 15 years or more of industry experience who are at the top or close to the top of their respective organizations' leadership teams, and those senior-level members with direct responsibility for obtaining superior and sustainable financial and human results.

BENEFITS OF ATTENDING

Participants will:

- Crystallize their personal world views about how to compete successfully in their market spaces.
- Develop a deeper understanding of social, political, and economic forces affecting their business environments.
- Cultivate a set of strategic frameworks and strategies for winning in your market.
- Employ the power of engagement in their organizations.
- Learn to lead with a core set of values and convictions.
- Relate the broad issues in the world to NAPSLO's industry and to the career experiences—and challenges—of peer participants.
- Understand the stages and dynamics of change from a leadership viewpoint.

NAPSLO Executive Leadership School

2012 EXECUTIVE LEADERSHIP SCHOOL SCHEDULE

All classes will be held in classrooms of The Darden School. All meals will be in The Abbott Center Dining Room unless otherwise stated. Learning Team Meetings will be held during the day in designated Darden School Study Rooms and in the evenings in the Sponsors Study Rooms.

MONDAY, APRIL 23

2:00 p.m. - 4:30 p.m. Arrival and Check-In, Sponsors Gatehouse
4:30 p.m. - 5:30 p.m. Opening Reception, Abbott Center Foyer
5:45 p.m. - 6:30 p.m. Dinner, Abbott Center Dining Room
6:45 p.m. - 9:15 p.m. *An Assessment of the Present and Future Global Political Economy, Professor Beckenstein and Weston Hicks*

TUESDAY, APRIL 24

7:00 a.m. - 8:00 a.m. Breakfast, Abbott Center Dining Room
8:00 a.m. - 9:30 a.m. *Leading With the Enterprise Perspective, Professor Horniman*
10:00 a.m. - 11:30 a.m. *Leadership and High Performance, Professor Horniman*
11:30 a.m. - 11:45 a.m. Group Photo, Front Steps of Saunders Hall
11:45 a.m. - 12:30 p.m. Learning Team Meetings, Darden School Study Rooms
12:30 p.m. - 1:30 p.m. Lunch, Abbott Center Dining Room
1:30 p.m. - 3:00 p.m. *From Tactical to Strategic Leadership I, Professor Venkataraman*
3:20 p.m. - 4:50 p.m. *From Tactical to Strategic Leadership II, Professor Venkataraman*
6:00 p.m. - 6:30 p.m. Reception, Abbott Center Dining Room
6:30 p.m. - 7:30 p.m. Dinner, Abbott Center Dining Room

Evening Learning Team Meetings, Sponsors Study Rooms

WEDNESDAY, APRIL 25

7:00 a.m. - 8:00 a.m. Breakfast, Abbott Center Dining Room
8:00 a.m. - 9:30 a.m. *Leading Change I, Professor Horniman*
10:00 a.m. - 11:30 a.m. *Developing Strategic Capabilities, Professor Venkataraman*
11:30 a.m. - 12:30 p.m. Learning Team Meetings, Darden School Study Rooms
12:30 p.m. - 1:30 p.m. Lunch, Abbott Center Dining Room
1:30 p.m. - 3:00 p.m. *Leading Change II, Professor Horniman*
3:20 p.m. - 4:50 p.m. *Understanding Industry Dynamics, Professor Venkataraman*
6:00 p.m. - 6:30 p.m. Reception, Abbott Center Dining Room
6:30 p.m. - 7:30 p.m. Dinner, Abbott Center Dining Room

Evening Learning Team Meetings, Sponsors Study Rooms

THURSDAY, APRIL 26

7:00 a.m. - 8:00 a.m. Breakfast, Abbott Center Dining Room
8:00 a.m. - 9:00 a.m. Learning Team Meetings, Darden School Study Rooms
9:00 a.m. - 11:30 a.m. *Sharing Insights for Future Industry Leadership & Individual Statements About Future Personal Opportunities*
11:30 a.m. - 12:30 p.m. *The Power of Story and Personal Engagement, Professor Horniman*
12:30 p.m. - 1:00 p.m. Closing Exercises

NAPSLO Executive Leadership School Application

April 23-26, 2012

Please print all information.

Please check one: _____ NAPSLO Member _____ AAMGA Member _____ Both

Name on Badge: _____

Firm Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Telephone: _____ Fax: _____

E-Mail: _____ Cell #: _____

1. Education: Circle the highest level completed and list degree.

High School _____ College _____ Graduate School _____

2. Insurance Employment History: Give a brief description of your work in the insurance field (Attach a resume or CV):

3. How many years have you worked in Excess/Surplus related areas? _____

4. Present job title: _____

5. Briefly describe your present job responsibilities (Attach a job description) _____

6. Why do you want to attend and what would you like to get out of the school? _____

7. Are there any specific issues that you would like to see addressed in a program like this?

Acknowledgment & Acceptance of Liability

I acknowledge that submission of this application form does not constitute acceptance to the NAPSLO Executive Leadership School. I also acknowledge that in consideration for my participation in the School I agree to waive, release, discharge and hold harmless NAPSLO from any and all claims for damages, personal injuries, death or property damage which may occur to me or that I might cause as a result of my participation in the NAPSLO Executive Leadership School including, but not limited to, all educational and social functions.

Signature _____ Date _____

NAPSLO Office Only

Number: _____
Entered: _____
Member #: _____
CC/Check #: _____
Amount: _____
Arrival: _____
Departure: _____

Accommodations

Arrival: April 23

Departure: April 26

Plan to arrive before 4:30 p.m. on April 23. Classes end April 26 at 1 p.m. Do not make nonrefundable airline reservations until you receive confirmation of acceptance in the school.

In case of emergency during the school contact:

Name _____

Day Phone _____ Evening/Cell Phone _____

Special Needs/Diet Restrictions

Do you have special needs (i.e. physical, dietary) that we can address?

Fee - \$2,995

Program fees include accommodations, study materials, all meals and pre-dinner hospitality suite. For those requiring a night cap, the Sponsors Executive Residence does offer the opportunity for refreshments for an additional charge

Please note: If your travel arrangements require you to arrive prior to April 23, or stay after April 26, please see additional hotel charges listed below. There is limited availability. Please include the fee for the additional nights with your registration materials. Rooms for prior arrival or late departure are subject to availability.

Arrival prior to April 23 please include \$120 additional hotel fee per night.
Departure after April 26 please include \$120 additional hotel fee per night.

_____ **Total Amount Enclosed**

Method of Payment: Check payable to NAPSLO American Express MasterCard Visa

CREDIT CARD#

Exp. Date (mmyy)

Name on credit card _____

Enrollment is limited. Payment will be processed upon acceptance into the school. Due to sensitive credit card information, faxed forms will not be accepted.

Return form to:

NAPSLO
200 NE 54th Street, Ste 200
Kansas City, MO 64118

If you have any questions or require additional registration forms, please call the NAPSLO office at (816) 741-3910. You can also download an application and brochure by visiting www.napslo.org.