

White and Williams LLP
presents

The Frederick Building
3500 Winchester Road, Suite 200 • Allentown, PA 18104-2263
Phone: 610-435-8414

One Westlakes
1235 Westlakes Drive, Suite 310 • Berwyn, PA 19312-2416
Phone: 610-251-0466

LibertyView
457 Haddonfield Road, Suite 400 • Cherry Hill, NJ 08002-2220
Phone: 856-317-3600

One Penn Plaza
250 W. 34th Street • Suite 1801 • New York, NY 10119
Phone: 212-244-9500

The Atrium
East 80 Route 4 • Paramus, NJ 07652-2647
Phone: 201-368-7200

1800 One Liberty Place
Philadelphia, PA 19103-7395
Phone: 215-864-7000

The Frick Building
437 Grant Street, Suite 1001 • Pittsburgh, PA 15219-6002
Phone: 412-566-3520

824 North Market Street, Suite 902
P.O. Box 709 • Wilmington, DE 19899-0709
Phone: 302-654-0424

www.whiteandwilliams.com



Wednesday, September 19, 2007

9:00 AM to 5:00 PM

Houston Hall, Hall of Flags

Perelman Quadrangle

University of Pennsylvania

3714 Spruce Street

Philadelphia

A seminar for your real life claims handling issues!

FACULTY



GALE WHITE

Named one of Pennsylvania's Top 50 Female Lawyers, Gale White is a partner in the Commercial Litigation Department and heads the Business Insurance Practice Group. Ms. White has a broad range of experience in complex insurance coverage, bad faith and commercial litigation. She represents major property and casualty insurers and smaller regional insurance companies. Her practice also includes significant experience in private arbitrations.



RANDY MANILOFF

Randy J. Maniloff is a partner in the Business Insurance Practice Group. He concentrates his practice in the representation of insurers in coverage disputes over various types of claims. Mr. Maniloff writes frequently on insurance coverage topics for a variety of industry publications (including the annual Mealey's Insurance Top 10 Cases of the Year article) and his views on such issues have been quoted by The Wall Street Journal, The New York Times, USA Today, Associated Press, Dow Jones Newswires, The National Law Journal and a variety of trade publications.



TONY MISCIOSCIA

Tony Miscioscia is a partner in the Business Insurance Practice Group. He has a broad range of experience in complex insurance coverage, bad faith and commercial litigation matters, handling advertising injury, construction defect, and other claims. Mr. Miscioscia represents major property and casualty insurers and smaller regional insurance companies.



LARRY BISTANY

Larry Bistany is a partner in the Business Insurance Practice Group. He represents major property and casualty and professional liability insurance companies on a national and regional basis. He has handled insurance coverage and bad faith cases involving complex and emerging issues, including intellectual property, professional liability, and directors and officers at both the trial and appellate level.

CURRICULUM

When it comes to insurance claims, the question most frequently asked is whether a loss is covered. Of course it is important to know what's "covered," but sometimes the most challenging issues involve the manner in which the claim is "handled." Claims handling has many general rules, but every claim seems to come with unique nuances. As a result, insurance professionals – even those with decades of experience – are constantly confronted with never before seen claims handling issues.

This hands-on course is designed to address advanced insurance claims handling issues that are confronted by claims professionals on a daily basis. The course will provide invaluable insight and tips for those real life coverage issues that do not come with easy answers.

Some of the topics to be addressed:

- **Is the insured entitled to independent counsel?**
- **Duty to defend uncovered vs. covered claims**
- **Reimbursement of defense costs**
- **Complex "claims made" issues**
- **Whether a separate "coverage" file should be established**
- **Withdrawing from the defense**
- **Scope of communications with defense counsel when defending under a reservation of rights**
- **Special interrogatories to the jury/avoiding the "general verdict"**
- **Intervention by the insurer**
- **Handling additional insureds**
- **Settlement involving fewer than all insureds and claimants**
- **Waiver of defenses**

Schedule of Events

8:00 AM	Breakfast and Registration
9:00 AM	The Claim Comes In
10:15 AM	Break
10:30 AM	Duty to Defend Considerations
12:00 PM	Lunch (provided)
1:15 PM	The Underlying Litigation Proceeds
2:30 PM	Break
2:45 PM	Mediation / Settlement / Trial
4:15 PM	Wrap-up and Concluding Q&A
4:45 PM	Diplomas and Prizes
5:00 PM	Cocktail Reception

There is no cost to attend this seminar. However, space is limited so please RSVP as early as possible by returning the enclosed response card. For more information, please call 215-864-6214 or email events@whiteandwilliams.com.

Pennsylvania CLE credits will be provided.

White and Williams LLP
COVERAGE COLLEGE

I will attend.

I will be unable to attend.

Please add me to your mailing list for future articles and publications concerning advanced coverage issues.

Name _____

Title _____

Company _____

Address _____

City _____ State _____ Zip _____

Business Phone _____ Fax Number _____

Email Address _____

No. of Years Experience in Claims _____ Types of Claims Handled _____