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<td>Vote for New Board Slate and Bylaws Changes</td>
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<td>TALHI Members</td>
<td>Back Cover</td>
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Welcome to the 2017 Round Up and Our 20 Year Celebration!

We are excited that you are here to celebrate TALHI’s 20 years of serving the life and health insurance industry. We are grateful for your continued support. I believe you will find this year’s meeting both memorable and informative.

We’ve assembled another impressive panel of presenters that includes some of our state’s most influential leaders and national industry experts, all of whom will share their insight and forecasts on topics and developments important to our industry.

We will review the successes and challenges of the state’s 2017 legislative session and discuss the effect of upcoming regulatory changes. We will explore the state of Texas politics, break-down the trending topics at NCOIL and NAIC, and go in-depth on the burgeoning importance of cybersecurity in our industry.

On the last day of Round Up, we’re excited to introduce our first ever “Executive Round Table” sessions. During these sessions, we will look closely at key issues like the impact of the DOL fiduciary and suitability rules, consider what might be next for the future of the health insurance system in the US, and have an open discussion on our association’s priorities for the upcoming year.

As always, we included time in this year’s program for networking with your colleagues as well as the opportunity to enjoy the city that is home to our state capitol and known as the “Live Music Capitol of the World.”

As we begin this year’s event, let us pause to acknowledge the milestones TALHI has accomplished in its twenty years and the continuing progress it is making as a respected advocate and association. The organization’s finances continue to be strong and well-managed. Our membership remains stable and TALHI’s value as a resource and advocate for our industry is at its highest point since the organization was formed.

Your attendance at the 2017 Round Up reinforces your commitment to TALHI’s success. Your support makes possible the leadership, unity and resourcefulness that this organization provides on behalf of all of us and will hopefully do so for another twenty years.

Thank you for being here and for your continued support to make TALHI a respected and effective voice for our industry.

Have a great time!

Sincerely,

Susan Jennings
TALHI Chair, 2016-2017
TALHI OFFICERS AND BOARD OF DIRECTORS

2016-2017 BOARD OFFICERS

Susan Jennings
National Life Group
TALHI Chair

Gil Valdes
New York Life Insurance Company
TALHI Vice Chair

Suzanne Loomis
Primerica
TALHI Treasurer

Kari King
USAA
TALHI Secretary

Skip Braziel
MetLife
Immediate Past Chair

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American National Insurance Company

Joan Cleveland
SWBC Life Insurance Company

Ted Kennedy
AIG

Lee Spangler
Blue Cross & Blue Shield of Texas

R. Gary Allen
Aflac

Pam Day
NTA Life Insurance Company

Tom Mays
Pacific Life

John Stuckemeyer
State Farm Insurance Company

John Camillo
Kemper Life and Health

Jerry Hall
Croy-Hall Management

Kandice Sanaie
UnitedHealthcare

Mark Williams
National Farm Life Insurance Company
## SCHEDULE OF EVENTS

### Sunday, September 24, 2017

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>3:30 p.m.</td>
<td>Board Meeting (San Jacinto East)</td>
</tr>
<tr>
<td>4:30 p.m.</td>
<td>REGISTRATION AND INFORMATION DESK OPENS (San Jacinto Ballroom Foyer)</td>
</tr>
<tr>
<td>5:30 p.m.</td>
<td>Welcome Reception (Four Seasons East Lawn)</td>
</tr>
<tr>
<td>7:00 p.m.</td>
<td>LIPAC Incentive Dinner: <em>LIPAC Incentive Qualifiers Only</em> (Four Seasons West Lawn)</td>
</tr>
</tbody>
</table>

### Monday, September 25, 2017

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>6:30 a.m.</td>
<td>Breakfast Opens in Trio Restaurant</td>
</tr>
<tr>
<td>7:30 a.m.</td>
<td>REGISTRATION DESK OPENS (Ballroom A Foyer)</td>
</tr>
</tbody>
</table>

### Optional Activities

<table>
<thead>
<tr>
<th>Time</th>
<th>Activity</th>
</tr>
</thead>
<tbody>
<tr>
<td>7:00 a.m. – 1:00 p.m.</td>
<td>Golf Breakfast/Tournament/Lunch (Onion Creek Club)</td>
</tr>
<tr>
<td>9:00 – 11:30 a.m.</td>
<td>Bullock Texas History Museum Optional Outing</td>
</tr>
<tr>
<td>12:00 – 1:30 p.m.</td>
<td>*CLE Lunch and Learn (Stone’s Crossing)</td>
</tr>
</tbody>
</table>

### Conference Sessions Begin (Ballroom A)

<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
</tr>
</thead>
</table>
| 2:00 p.m.  | Welcome  
Susan Jennings, 2016-2017 TALHI Chair |
| 2:05 p.m.  | Texas Politics: A Closer Look  
Jim Henson, Texas Politics Project, University of Texas at Austin |
| 2:45 p.m.  | *Panel: Hot Topics at NCOIL and NAIC  
The Honorable Tom Considine, CEO, NCOIL  
The Honorable Ray Farmer, Secretary-Treasurer, NAIC |
| 3:30 p.m.  | *Cybersecurity Momentum: Today’s Landscape, Threats and Best Practices  
Michael J. Adams, McGuire Woods; Former National Security Advisor, U.S. Navy |
| 4:15 p.m.  | Networking Break |
| 4:45 p.m.  | *Legislative Panel and Award Presentation  
Chairman Kelly Hancock, Texas Senate  
Chairman Larry Taylor, Texas Senate  
Chairman John Smithee, Texas House  
Representative Rodney Anderson  
Representative Chris Turner |
| 5:45 p.m.  | AFTERNOON SESSION ADJOURNS  
The Anfield Group |
## SCHEDULE OF EVENTS

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>5:45 p.m.</td>
<td>Legislative Appreciation Bundling Reception: Qualified Donors Only</td>
</tr>
<tr>
<td></td>
<td>(Waterloo Room)</td>
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<tr>
<td>6:00 p.m.</td>
<td>Chairman’s Reception (San Jacinto Foyer/Terrace)</td>
</tr>
<tr>
<td>7:00 p.m.</td>
<td>20th Anniversary Round Up Dinner (San Jacinto Ballroom)</td>
</tr>
</tbody>
</table>

### Tuesday, September 26, 2017

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>7:30 a.m.</td>
<td>REGISTRATION DESK OPENS (San Jacinto Ballroom Foyer)</td>
</tr>
<tr>
<td>8:00 a.m.</td>
<td>Breakfast in the San Jacinto Ballroom</td>
</tr>
<tr>
<td>8:00 a.m.</td>
<td>TALHI 403(b) Task Force (Stone’s Crossing)</td>
</tr>
<tr>
<td>9:00 a.m.</td>
<td>*Panel: DOL Fiduciary Rule and Suitability Rule Developments</td>
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<tr>
<td></td>
<td>Howard Bard, ACLI</td>
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<tr>
<td></td>
<td>The Honorable Jim Poolman, Indexed Annuity Leadership Council</td>
</tr>
<tr>
<td></td>
<td>Jason Mendro, Gibson Dunn</td>
</tr>
<tr>
<td>9:45 a.m.</td>
<td>*Can Healthcare be Fixed? A Discussion on the Future of the Health</td>
</tr>
<tr>
<td></td>
<td>Insurance System in the U.S.</td>
</tr>
<tr>
<td></td>
<td>Mara Osman, AHIP</td>
</tr>
<tr>
<td></td>
<td>John Hawkins, Texas Hospital Association</td>
</tr>
<tr>
<td>10:30 a.m.</td>
<td>Networking Break</td>
</tr>
<tr>
<td>10:40 a.m.</td>
<td>*New Regulatory Realities and Future Priorities: Enterprise Risk</td>
</tr>
<tr>
<td></td>
<td>Reports, Cybersecurity, Unclaimed Property Audits and Beyond</td>
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<tr>
<td></td>
<td>An open discussion with Jennifer and Jay about what happened during</td>
</tr>
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<td></td>
<td>the legislative session, how it affects you and your company, as</td>
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<tr>
<td></td>
<td>well as what our priorities are for the coming year. With special</td>
</tr>
<tr>
<td></td>
<td>guest and cybersecurity expert Chris Humphreys, The Anfield Group.</td>
</tr>
<tr>
<td>11:45 a.m.</td>
<td>Conference Adjourns</td>
</tr>
</tbody>
</table>

*These sessions are approved for MCLE credit from the State Bar of Texas, for a combined total of 6 hours.*

### Download the TALHI Round Up Mobile App

Access the full schedule, speaker bios, attendee info, and other conference information in the palm of your hand!
UPCOMING EVENTS

REGULATORY ROUND TABLE
APRIL 2-4, 2018 | Austin, Texas

2018 ROUND UP
SEPTEMBER 24-26, 2018 | San Antonio, Texas
EMH is a national litigation boutique with unparalleled depth and experience in the financial service sector. We handle mass/class actions, complex civil litigation, appeals and regulatory matters across the country for life insurers, annuity companies, and industry-related trade associations. EMH’s unmatched track record of success is the reason clients trust us to represent them in matters of risk and regulation from coast to coast.

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Jack Cleaveland, Jr.
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Phone: 512.346.1590
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Celebrate 20 years of TALHI
SERVING THE LIFE AND HEALTH INSURANCE INDUSTRY

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LIPAC GOLF TOURNAMENT

Monday, September 25, 2017

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>7:00 a.m.</td>
<td>Golfers’ Breakfast and Check-In</td>
<td>Onion Creek Club</td>
</tr>
<tr>
<td>8:00 a.m.</td>
<td>LIPAC Golf Tournament</td>
<td>Onion Creek Golf Course</td>
</tr>
</tbody>
</table>

Tournament Awards to be presented at Chairman’s Reception

also supported by:

National

RELIABLE LIFE INSURANCE
TALHI and LIPAC thank you for your generous support during the past year:

Inner Circle:

American Fidelity
American National (ANICO)
Aflac
Allstate
American International Group (AIG)
Croy-Hall
National Farm Life
National Life Group
GPM Life
MetLife

Mutual of Omaha
Trustmark
USAA
Nationwide
Pacific Life
Primerica
Prudential
The Reliable Life Insurance Company

The Inner Circle denotes those companies who have donated at least $1000 in personal or PAC contributions to the TALHI LIPAC since the last Round Up annual meeting.

One Voice

LIPAC enhances TALHI’s ability to effectively represent your company in the legislative and regulatory arenas and ensures that the voice of our industry is heard in the state’s election process.
VOTE FOR NEW BOARD SLATE AND BYLAWS CHANGES

Voting is open online through September 26, and will remain open through the Round Up.

Voting is open for the 2017-2018 Board of Directors and officers, as well as for updates to the bylaws that have been approved by the Board.

Board and Officer Elections
The Nominations Committee has recommended the following slate of candidates for the Board and officers:

- Board of Directors (3-year terms): John Stuckemeyer, State Farm; Joan Cleveland, SWBC Life; Gary Allen, Aflac; Eric Dupont, Guardian
- Board of Directors (unexpired 2-year term): Ron Doughty, Prudential
- Treasurer: Kandice Sanaie, UnitedHealth

Bylaws Updates
The Board has worked this past year to update the Bylaws of the Association. These changes include:

- Clarifying membership criteria
- Expanding options for voting
- Updates to the Board schedule and vacancy procedures
- Modernized verbiage re: indemnification

Visit the registration desk to vote via one of our tablets, or access the voting link on the TALHI mobile app in the TALHI Home Page section under “Links.”
A special thanks to these organizations who continue to support TALHI and our issues of mutual interest.

---

**STAKEHOLDER ORGANIZATIONS**

- NAIFA Texas
- Texas Association of Business
- TAHP (Texas Association of Health Plans)
- AHIP (America’s Health Insurance Plans)
- ACLI (American Council of Life Insurance)
TALHI MEMBERS

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AIG
Allstate
American Fidelity Group
American National Insurance Company
Americo Group
American Memorial Life Insurance Company
Axa
Best Life & Health Insurance Company
Blue Cross and Blue Shield of Texas
Brighthouse
Central Security Life Insurance Company
Central States Group
Colonial Life Insurance Company of Texas
Conseco Insurance Group
Croy-Hall Management, Inc.
Funeral Directors Life Insurance Company
Genworth
Germania Life Insurance Company
Government Personnel Mutual Life Insurance Company
Guardian Life Group
Tokio Marine HCC Life Insurance Company
Kemper Corporation/Reliable Life
Landmark Life Insurance Company
MetLife
Mutual of Omaha Group
National Farm Life Insurance Company
National Life Group©
National Teachers Associates Life Insurance Company
National Western Life Insurance Company
Nationwide
New Era Life Insurance Company
New York Life Group
Pacific Life Insurance Company
Primerica
Prudential
Security Benefit
Southern Farm Bureau Life Insurance Company
State Farm Insurance
SWBC Life Insurance Company
Trustmark Companies
United Benefits, Inc.
UnitedHealth Group
USAA Life Insurance Company
Zurich Insurance Group

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