



To be an *Effective Fiduciary*, what portfolio knowledge should a Board Member possess?

Investment income: Understanding and Managing Your Fixed Income Portfolio for Yield.

With yield as the primary driver (versus total return), learn which fixed income investments are appropriate for your insurance portfolio. Learn how Professional Investment Managers avoid pitfalls and optimize opportunities by analyzing bond maturities, structures, and credit qualities appropriate for the objectives of an insurance portfolio. Other topics to be discussed: Duration Management (using interest rate movements to add value), Sector and Spread Management and how they impact returns.

Presenter: A skilled “best of class” Fixed Income Manager/Educator selected from our faculty.

Equity Management: Active versus Passive/Growth versus Value.

As companies compete for capital and investors compete with each other in the stock market, stocks find their intrinsic value. Based upon the University of Chicago academic research in the science of financial markets, learn which philosophy, active versus passive and growth versus value, is the most appropriate for your insurance company. Participants will also explore three equity factors that determine the risk/returns of a portfolio. (1) Market: Equities are riskier than bonds and have greater expected returns. (2) Size: Small company stocks have higher expected returns than large company stocks. (3) Price: Lower priced “value” stocks have higher expected returns than higher priced “growth” stocks.

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The Asset Allocation Decision: Why It Is Important?

Asset classes are groups of securities with similar characteristics and properties. Learn how your insurance company’s long term performance is principally determined by the asset classes you select. The negative impact of any one asset class can be reduced by investing in a diversified group of asset classes.

Presenter: Paul Deeley, SVP Albert Heeg Investment Management, Needham, Ma.

Investment Policy Statement: The Road Map to Success.

Participants will learn how the Investment Policy Statement establishes reasonable expectations, objectives and guidelines in the investment of the portfolio’s assets. It sets forth an investment structure detailing permitted asset classes, normal weightings and permissible ranges of exposure for the portfolio. The IPS creates a framework for a well-diversified asset mix that can be expected to generate acceptable long-term returns at a level of risk suitable for a captive insurance company.

Presenter: Albert Heeg, Principal, Albert Heeg Investment Management, Alameda, Ca.