

# M.U.D.

**METROPOLITAN UNDERWRITING  
DISCUSSION GROUP, INC.**

ESTABLISHED 1946

Dear MUD Member:

We are delighted to invite you to the **38<sup>th</sup> Annual M.U.D. Conference!** Last year our multi-day program was a sold-out event and we expect another smash-hit this year. Please plan to join us for a very exciting and informative meeting packed with superb lectures, great networking, and a fabulous New York atmosphere.

**Dates:** Sunday, January 27, through Tuesday, January 29, 2008

**Time:** Early Registration: Sunday, January 27, 5:00-6:30 pm.  
Registration and Continental Breakfast: Monday, January 28, 7:45-8:45 am.  
Program begins on Monday January 28, at 8:45 am.

**Registration:** For meeting attendance: [www.MudGroup.org](http://www.MudGroup.org)  
Call Eli Rowe: office (718) 233-2772 or cell (917) 567-7100  
Email: [eli.rowe@parameds.com](mailto:eli.rowe@parameds.com)

**Cost:** **\$325.00 per person.** The price includes lectures, workshops, dinner, and cocktails. Registration will close on January 7, 2008. The fee for late registration is \$400. Late registration will close on January 14, 2008.

**Payment:** Checks and CC accepted. Details are on page 9.

**Attire:** Business Casual

**Location:** Marriott East Side Hotel  
525 Lexington Avenue, (between 48<sup>th</sup> and 49<sup>th</sup> Streets)  
New York City, New York 10017

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**THE 38<sup>TH</sup> ANNUAL M.U.D. GROUP CONFERENCE: JANUARY 27-29, 2008**

## HOTEL INFORMATION



**Reservations:** A special reduced rate of **\$219.00 plus tax, per night**, is available for M.U.D. Conference attendees. Call the Marriott East Side Hotel Reservations at **(212) 755-4000** or **(800) 228-9290**. Ask for the M.U.D. Group rate. Friday, January 11, 2008, is the cutoff date for this special rate so reserve early.

**Parking:** Valet parking at the hotel is available for a fee of \$50.00 per car for twenty-four hours and \$24.00 per car for twelve hours.

In addition, special rates are available at the following parking facilities. Parking stubs should be validated at the front desk.

Midtown Parking: 51<sup>st</sup> Street between Third and Lexington Avenues

Manhattan Parking: 141 East 48<sup>th</sup> Street, between Third and Lexington Aves

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### DIRECTIONS TO THE MARRIOTT EAST SIDE HOTEL

#### From LaGuardia Airport:

Take Grand Central Parkway West to the Triborough Bridge. Then take FDR Drive South to the 49<sup>th</sup> St. exit. Continue on 49<sup>th</sup> St. to Lexington.

#### From JFK International Airport:

Take Van Wyck Expressway to 495 West, (Long Island Expressway). Continue to the Midtown Tunnel and exit on 3<sup>rd</sup> Ave. Turn left on 49<sup>th</sup> St.

#### From Newark International Airport:

Take New Jersey Turnpike North to Lincoln Tunnel to 3<sup>rd</sup> Ave. to 49<sup>th</sup> St.





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MONDAY JANUARY 28, CONTINUED**

**11:10-12:05 pm: Incidentalomas**

**Laura Vecchione, MD**

Second Vice President & Medical Director  
Genre LifeHealth

**12:05-2:00 pm: Open Lunch**

Here's your chance to enjoy your favorite eatery

**2:00-2:55 pm: Workshop (details on page 7)**

**3:00-3:50 pm: Workshop (details on page 7)**

**3:50-4:05 pm: Networking Break**

**4:05-5:00 pm: Life Settlement Panel**

**Michael Fasano**

President  
Fasano Associates

**Stuart Hersch**

President & CEO  
Cantor Life Markets

**John R. Iacovino, MD**

Medical Director  
Fasano Associates

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MONDAY JANUARY 28, CONTINUED**

6:00-9:30 pm:

## **GALA DINNER RECEPTION**

**Featuring ALAN GARBER, an internationally acclaimed magician and funny man. Alan has amazed a long list of celebrities including Jerry Seinfeld, Robert De Niro, and Howard Stern.**

(includes 2 complimentary drink tickets)



**From 9:30 pm: Vendor Hospitality Suites**

*P.O. Box 150243 Kew Gardens, NY 11415 e-mail: [Eli.Rowe@parameds.com](mailto:Eli.Rowe@parameds.com) tel: 718-233-2772*

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### TUESDAY, JANUARY 29

8:00-9:00 am: Registration & Networking- Continental Breakfast

9:00-9:55 am: Family Coping with Mental Illness  
**Karen Gormandy**

10:00-10:50 am: Workshop, (details on page 8)

10:50-11:10 am: Networking Break

11:10 am-12:00 pm: Workshop, (details on page 8)

12:00 pm – 2:00 pm: Lunch

A chance to have lunch on the town with your current & potential business associates

2:00-2:55 pm: APS Outsourcing Panel  
**Steve Sherrill**

President

Hooper Holmes Underwriting Solutions

**Chris Orestis**

V.P. of Business Development

Parameds.com

**Terry Savage**, FLMI, HIA, ARA, ACS

Chief Underwriter

EMSI

3:00-4:15 pm: Financial Underwriting - The Road Less Traveled

**Steven Bloom**

Vice President & Chief Underwriter

New York Life

**Joseph Manczuk**

Vice President & Chief Underwriter

RGA

4:15 pm: Closing Remarks & Adjournment

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## WORKSHOPS

**MONDAY, JANUARY 28**

There will be four workshops given concurrently. Each workshop will be given twice, once at 2:00 pm and again at 3:00 pm for a more relaxed, open environment.

### **WORKSHOP 1: Laboratory Testing in the Elderly**

**Charlotte Lee, MD**

Chief Medical Officer

21<sup>st</sup> Services, LLC

### **WORKSHOP 2: EBCT & CTA**

**Daniel Zamarripa, MD**

Vice President & Medical Director

MetLife

### **WORKSHOP 3: Premium Financing**

**Joseph Rideout, CLU, ChFC**

Vice President, Sales

AVIVA

### **WORKSHOP 4: Mortality & Advancements in Medicine**

**Carl Holowaty, MD**

Vice President & Chief Medical Director

RGAA

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## WORKSHOPS

**TUESDAY, JANUARY 29**

There will be three workshops given concurrently. Each workshop will be given twice, once at 10:00 am and again at 11:10 am for a more relaxed, open environment.

### **WORKSHOP 1: Lymphomas**

**Steve Zimmerman, MD**

Vice President & Chief Medical Director

Transamerica Re

### **WORKSHOP 2: Mitral Valve Disease**

**Robert Lund, MD**

Vice President & Medical Director

MARC

### **WORKSHOP 3: Diabetes**

**Charles Levy, MD**

Vice President & Chief Medical Director

AIG



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**MUD Attendee Registration Form: January 28 and 29, 2008**

**Mail to:**

M.U.D, Inc.  
c/o Parameds.com, Inc.  
P.O. Box 150243  
Kew Gardens, NY 11415

MUD Tax ID: 113491419

**\*Company Name:** \_\_\_\_\_

**\*Company Address** \_\_\_\_\_

**\*Primary Contact Phone:** \_\_\_\_\_

**Name of Attendee**

**Title**

**Email Address**

\* \_\_\_\_\_

\_\_\_\_\_

\* \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Check enclosed  Amount: \$ \_\_\_\_\_

**\* = required field**



**METROPOLITAN UNDERWRITING  
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**Credit Card-** MC, Visa, American Express

\*Card Number \_\_\_\_\_ \*Expiration Date \_\_\_\_/\_\_\_\_

\*Exact Name as it appears on Card \_\_\_\_\_

\*Billing Address on Card \_\_\_\_\_

\*Security Code, (3 digits on the back for Visa/MC, 4 digits on front for AMEX) \_\_\_\_\_

Signature \_\_\_\_\_

### WORKSHOP SELECTION

Please circle the two workshops you want to attend on each day and put a check mark in the box if you will be attending the Gala Dinner Reception.

Name of Attendee	MONDAY				TUESDAY			Dinner
* _____	*_1_	2	3	4	*_1_	2	3	<input type="checkbox"/>
* _____	*_1_	2	3	4	*_1_	2	3	<input type="checkbox"/>
* _____	*_1_	2	3	4	*_1_	2	3	<input type="checkbox"/>
* _____	*_1_	2	3	4	*_1_	2	3	<input type="checkbox"/>
* _____	*_1_	2	3	4	*_1_	2	3	<input type="checkbox"/>

*\* = required field*

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## CORPORATE SPONSORSHIP

All M.U.D. participating companies are encouraged to contribute \$1000 annually toward the M.U.D. Group. Monies collected are used to help defray the cost of the annual meeting.

Sponsorship will be for a calendar year and shall start with the January two day meeting and end on December 31, 2008.

Corporate sponsors, in addition to the primary benefit of helping the M.U.D. Group operate; will also be recognized as follows:

- Prominent Signage at the January event
- Visual computer signs at the January event
- Public announcement and recognition at the January event
- Site Link at the M.U.D. Group Website year round
- Print list in the January meeting program

## EXECUTIVE SPONSORSHIP

Executive sponsors, in addition to receiving all the abovementioned benefits of Corporate sponsors, will also have banners with their company's logo placed at the registration desk, in the main meeting room, and at the Gala Dinner Reception.

The fee for executive Sponsorship is \$1500.

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## EVENT SPONSORSHIP

Companies wishing to sponsor part(s) of this year's annual event are encouraged to contact Eli Rowe at 917-567-7100 or via email at [eli.rowe@parameds.com](mailto:eli.rowe@parameds.com). Please fill out the form below and return it with your registration.

*Event Sponsorships available include:*

- Sunday 5:00-6:30 pm: Early Registration & Welcome Networking
- Monday Networking Continental Breakfast 7:45 to 8:45 am
- **Monday Gala Reception Dinner 6:00 to 9:30 pm**
- Tuesday Networking Continental Breakfast 8:30 to 9:30 am
- Name Badge Holders
- Event Folders
- Giveaway Gift Items

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## APPLICATION FOR SPONSORSHIP

**Please return by December 21, 2007.**

### CONTACT INFORMATION

Company Name: \_\_\_\_\_

Contact Name: \_\_\_\_\_

E-mail address: \_\_\_\_\_

Street Address: \_\_\_\_\_

City, State, Zip Code: \_\_\_\_\_

Telephone: \_\_\_\_\_

Fax: \_\_\_\_\_

Web site address: \_\_\_\_\_

\_\_\_\_\_ We will be happy to join the list of corporate sponsors for a contribution of \$1000.

\_\_\_\_\_ We will be happy to join the list of Executive sponsors for a contribution of \$1500.

\_\_\_\_\_ We want a link to our company website to be posted on the M.U.D. website.

\_\_\_\_\_ Please use the logo we submitted last year.

\_\_\_\_\_ We have submitted a logo with this application. (Please provide artwork).

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## Corporate, Executive, & Event Sponsorship PAYMENT INFORMATION

Check enclosed  Amount: \$ \_\_\_\_\_

Payment For: \_\_\_\_\_

**Credit Card-** MC, Visa, American Express

Card Number \_\_\_\_\_

Exact Name as it appears on Card \_\_\_\_\_

Expiration Date \_\_\_\_/\_\_\_\_

Billing Address on Card \_\_\_\_\_

Security Code, (3 digits on the back for Visa/MC, 4 digits on front for AMEX) \_\_\_\_\_

Signature \_\_\_\_\_

### SUBMIT THIS APPLICATION

**Mail to:**

M.U.D, Inc.  
c/o Parameds.com, Inc.  
P.O. Box 150243  
Kew Gardens, NY 11415

MUD Tax ID: 113491419

**Email to:**

[Eli.Rowe@Parameds.com](mailto:Eli.Rowe@Parameds.com)

**PLEASE RETURN THIS APPLICATION NO LATER THAN Friday, December 21, 2007.**

## **Metropolitan Underwriter Discussion Group, Inc. Mission Statement**

The Metropolitan Underwriting Discussion Group, Inc. is dedicated to the education of its members and the dissemination of information for the public benefit through:

1. Dissemination of medical knowledge and scientific advances as they relate to life and health insurance underwriting through educational programs, discussions, presentations of papers, meetings, workshops, and other techniques as may be effective in achieving this goal;
2. Compliance with the letter and spirit of all insurance legislation and regulations,, particularly as they apply to risk classification, privacy and disclosure;
3. Making our members aware of the responsibilities to the public of those persons who practice or engage, directly or indirectly, in the process of life and health insurance underwriting;
4. Providing a forum for members of the underwriting profession to meet and exchange knowledge and experiences;
5. Avoidance of any underwriting action which is in conflict with the underwriter's obligation to act independently and without bias at all times;
6. Maintaining the dignity and integrity and sound reputation of the Underwriting Profession;
7. Encouraging its individual members to participate in the programs of the Academy of Life Underwriting to increase their skill and obtain recognition of their achievements.