



## **AGC's 2020 Conference Guidelines**

### **Surety Bonding and Construction Risk Management**

January 27-29, 2020, Bonita Springs, FL

The Associated General Contractors of America (AGC) will hold its 2020 [Conference on Surety Bonding and Construction Risk Management](#) at the Hyatt Regency Coconut Point in Bonita Springs, Florida, on January 27-29. This conference will be the latest in AGC's long series of annual gatherings on the bonding, insurance, contracts and business practices that collectively define the field of construction risk management. And it will feature four plenary sessions and 20 breakout sessions on a total of 16 topics. Most of the sessions will run for one hour. Some of the plenary sessions may run longer.

These Conference Guidelines lay out AGC's expectations of all presenters, discussion leaders and panelists. Please read this document before completing the [online form](#) to submit a proposal to deliver a presentation or to lead a panel discussion during the 2020 conference.

**Proposals are due by close of business on **September 6, 2019 (DEADLINE EXTENDED)**. Please use the [online form](#). AGC will notify you of the status of your proposal during the week of September 16, 2019.**

**The deadline for submitting your slide deck and manuscript for a session seeking approval for CLE credit is November 15, 2019. The deadline for submitting your slide deck and any handouts for any other session is December 13, 2019.**

As the online form reveals, your proposal must include the following:

#### **Title of Presentation or Panel Discussion**

This is your chance to make a first impression. The title should be succinct and capture the essence of the presentation.

#### **Short Description of Presentation or Panel Discussion**

This is the description that, upon acceptance, will be used to help promote your session before and during the conference. Please note it is limited to 150 words or less to maintain consistency and readability in AGC materials.

## **Target Audience**

The regular attendees of this annual conference are a mix of construction, surety, insurance legal and other professionals. They include construction contractors' in-house lawyers and risk managers, sureties, surety bond producers, insurers, insurance brokers, construction and insurance lawyers and various consultants. AGC welcomes presentations and panel discussions intended to appeal to all or any significant segment of this group.

Please identify the audience that you would like to target and identify the reason(s) why you believe your session would appeal to that audience.

## **CLE Information**

AGC plans to pre-qualify four to six of the presentations and panel discussions for continuing legal education (CLE) credit. The pre-qualification process is not arduous, but it does require speakers to perform some additional work. In addition to a slide deck, the "CLE speakers" will need to provide written original course materials in print-ready form. Those materials must be at least 1,200 words in length and capable of standing by themselves as instructional tools. In consideration of the additional work that the process requires, AGC will provide each of the "CLE speakers" with a complementary registration for the conference and one free night stay in the resort. Please indicate whether your session is one that you would like to have pre-approved for CLE credit.

## **Learning Objectives**

Each proposal must include at least four learning objectives that clearly define a new and demonstrable skill and/or understanding that attendees can expect to take away from the session.

## **Session Approach and Audience Engagement**

AGC would like to know the approach you plan to take. Options include a traditional lecture, a series of case studies, a series of hypotheticals, or some combination of these things. Or you may propose to take a new and completely different approach. In the past, AGC has found that the best sessions are often the ones that succeed in getting the attendees to share their individual experiences and insights with the entire group. The regular attendees are seasoned professionals who typically have a lot to share.

## **Presenters**

Depending on your target audience and approach, you may propose a single presenter, multiple presenters or a panel. If you propose a panel, please just be sure to identify the discussion leader.

At a minimum, AGC will require the following information about the Primary Presenter or Discussion Leader: Name, Title, Organization, Email and Telephone Number.

## Other Requirements

AGC will expect all speakers to:

- Sign the AGC speaker agreement that outlines the speaker's roles and responsibilities.
- Deliver content that matches the proposal and on time.
- Grant AGC the right to distribute conference materials to attendees.

## More Information

For questions regarding this CFP process, please contact Crystal Yates at [yatesc@agc.org](mailto:yatesc@agc.org) or 703-837-5437.

Complete details on AGC's 2020 Conference on Surety Bonding and Construction Risk Management will be posted online at <https://meetings.agc.org/risk> as they become available.

## Potential Topics for Consideration

Below is a list of *potential* topics, based on recent discussions among the in-house risk managers in the AGC family. Please note that the list is merely intended to provide "food for thought." AGC encourages and welcomes proposals on all relevant topics.

- Commercial insurance (and re-insurance) rates outlook and predictions
- Underwriting trends to watch in construction insurance (from an underwriter's perspective)
- Approaches to strengthen resiliency against NatCAT risks – e.g., parametric policies
- Liability for failure to design to avoid damages from extreme weather
- Claims best practices for risk managers (identification and notification; pricing and proving delay/acceleration claims; claims services that contractors should consider when choosing an insurance partner; current trends – using TPA, technologies to improve outcomes, etc.)
- Robotics (and other innovative technology) exposures
- Artificial Intelligence (AI) concepts risk managers should understand and support
- Strategic thinking for insurance coverage disputes
- What every business leader should know about Experience Modification rates
- Enterprise risk management programming
- Changes in political/legal environment influencing surety and insurance coverage, pricing or claims
- Cyber policies are developing, and cyber claims are becoming more prevalent. Where is cyber today? Emerging cyber risks (incl. social engineering, payment/fraud, regulations forcing company action, federal work exposures) + coverage pitfalls and best practices for compliance and security
- Risk Management Information Systems (RMIS) and data analytics
- How contractors can prepare for a slower economy
- Revealing gaps and unexpected risk in your fleet management program
- How the construction industry's leading CEO's set priorities and determine their tolerance for risk
- M&A trends for engineering and construction, including activity in the insurance brokerage sector; are acquisitions a risk mitigation or growth strategy?
- Wrap insurance coverage and specific terms, conditions, and exclusions that require analysis and negotiation