

**WHAT'S HOT IN
CONSTRUCTION RISK MANAGEMENT SEMINAR**

ALTERNATIVE RISK TRANSFER

Presented by

**Michael D. Markman
Chief Executive Officer
Zurich North America Construction**

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Chief Executive Officer
Zurich North America Construction

Mr. Markman is one of four panelists for Monday's "What's Hot in Construction Risk Management?" seminar. He serves as chief executive officer of the Construction business unit of Zurich North America. Construction, formed in 1995, provides insurance and risk financing to all parties involved in the construction process, including owners, construction managers, contractors, and subcontractors. Coverages include property, builders risk, liability, commercial auto, umbrella, workers compensation, and specialty casualty for large and middle market risks. Solutions are developed for domestic as well as global exposures and may be provided for selected projects or for all of a customer's construction exposures.

Mr. Markman joined Zurich North America in 1995 to head Construction operations. He is the former president of the Major Markets division at St. Paul Companies. Previously, he was Commissioner of Insurance for the State of Minnesota. Mr. Markman is the chairman of the board of directors of the Minnesota Workers Compensation Reinsurance Association and serves on the board of directors of American Community Partnerships.

A graduate of the University of Minnesota, Mr. Markman holds a master's degree in public policy from the the University of Michigan.

Zurich North America is a member of the Zurich Financial Services Group (ZFSG), a global leader in the financial services industry. Providing its customers with products and solutions in the area of financial protection and asset accumulation, ZFSG concentrates its activities in four core businesses: non-life and life insurance, reinsurance, and asset management.

Headquartered in Zurich, Switzerland, the Group's worldwide presence builds on strong positions in its three home markets: the United States, the United Kingdom, and Switzerland. The Zurich Financial Services Group has offices in more than 60 countries reaching over 30 million customers and employing some 68,000 people.

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Alternative Risk Transfer

- Definition
 - Significant Self Retention
 - Funding for Self Retention
 - Risk Retained Outside of Traditional Admitted Insurance Markets

Major Types of ART

- Captive
 - Single Parent
 - Group Captives
- Finite Risk
- Integrated Risk Solutions
- Other

Issues for Discussion

- Level of Retained Risk
- Length of Program
- Coverages for Inclusion
- Administration
- Venue
- Excess Insurance
- Tax Considerations