



Houston, TX • 2018



Business Case for **Attorneys** To Attend

Executive Summary

Just one new idea from this meeting can pay back (several times over) the cost to attend and contribute to our bottom line—The Energy Risk and Insurance Conference (ERIC) is the best educational forum to learn the latest energy industry risk management and insurance trends and strategies, network with potential clients and other attorneys, and help our energy industry clients implement effective insurance and risk management techniques.

Business Opportunities

- **Get away from the typical continuing legal education (CLE) crowd**—Instead of spending my CLE time in a seminar with other attorneys rehashing legal issues I already know by heart, I will associate with an interesting group of risk professionals from across the country to gain fresh new perspectives, develop prospective clients, and learn about the preloss measures that are taken to manage energy industry risks.
- **Meet with agents, brokers, underwriters, and risk managers to build relationships with them**—With all of the top agents, brokers, insurers, and risk managers gathered in one place, I won't have a better opportunity to meet with and develop relationships with decision-makers.
- **Network with and learn from other attorneys**—The Conference is not heavily attended by attorneys, but those who go are very knowledgeable. By networking with them, I can develop a powerful national network of well-connected energy and insurance law professionals.
- **Attend with a client to develop our team**—A great way to demonstrate my knowledge and industry focus to an important energy client while building a deep and long-lasting relationship is to attend the Conference together. I can carefully choose the best sessions to get new ideas for safeguarding their company or shaving costs. We can attend sessions together, discuss the implications to the organization, and develop an action plan for implementation while on site.
- **Learn about the latest coverage developments affecting the energy industry**—This forum allows me, as an attorney, to stay up to date on what insurers are doing with policy forms today. This program gives me an opportunity to learn



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what is coming down the pike by revealing the latest energy insurance trends and tactics.

More Benefits

- **Get CLE credit in most states**—IRMI files the Conference for CLE credit in certain states. Most of the remaining states will approve credit after I have attended. IRMI provides me with the documentation I need to make a self-filing in those states.
- **Ideas and training for other team members**—I can bring back insights learned and implement them right away with our team. Plus, the handouts for *all* of the workshops are available online for access by our team members.
- **Gain the knowledge needed to pass an ERIS exam and start this certification**—I plan to attend the session covering one of the [Energy Risk and Insurance Specialist \(ERIS™\)](#) courses in preparation to pass the exam.

Costs and Financial Analysis

- **Hotel discounts**—IRMI has negotiated the lowest discounts possible with the host hotel.
- **The cost of most meals is included**—The registration fee includes breakfast each morning, lunch every day, and hors d'oeuvres and cocktails at the receptions, which will further defray the costs of attendance.
- **Satisfaction guarantee**—IRMI is so confident about the program's quality that they promise to refund the Conference fee if I feel I didn't get valuable new ideas and expand our network in ways that will enhance our brand in the energy risk community and improve our ability to serve our clients.