
The Premier Association
for Life Insurance Counsel

Join now!

**The Association of
Life Insurance Counsel**

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ALIC

The Association of
Life Insurance Counsel

organized in 1913

www.alic.cc

“There is no organization with which I have ever been associated that I hold in higher regard or which has afforded me more professional satisfaction and stimulation. Our members represent the best and the brightest in our industry. The ALIC has a rich history, proud traditions and a record of scholarship and collegiality which goes back nearly a century. Despite the winds of change around us, one thing which has not changed is the Association's uniqueness - it continues to foster relationships enhanced by integrity, honor, dignity and mutual respect, while enabling all of us to pass on to succeeding generations the highest qualities of professional endeavor, commitment and leadership.”

J. Michael Keefer, retired General Counsel, *Security Benefit*, 2004-05 ALIC President and 2008 Anderson Award recipient

“As a long time member, I have found that the ALIC fills a need that simply cannot be met by the national trade associations I am involved in. As a relatively small association of senior lawyers in law departments and private practice whose work focuses on our industry, membership has given me the opportunity to learn from the best and form personal/professional relationships that have been invaluable.”

Donald J. Wuebbling, General Counsel, *Western & Southern Financial*, and 2003-04 ALIC President

Membership in the Association

History

The first meeting of The Association of Life Insurance Counsel in 1913 established one of the legacies of the Association, that of presenting papers and programs that contribute meaningfully to the literature and law of life insurance. Early presentations featured the newly enacted Federal Income Tax and the National Bankruptcy Act. The Association continues to uphold this tradition and the seminars at its Annual Meetings every May keep members abreast of the latest developments in life insurance law and practice.

The first meeting was hosted by The Travelers Insurance Company in Hartford; 20 members were in attendance. Meetings have continued every year, with the exception of cancellations in 1918 and 1942-45, due to war; in 1933, due to the Depression; and in 1946, due to a railroad strike.

Membership

The qualifications for membership are established by the Association's Constitution and Bylaws. Membership is strictly on an individual basis, and not by company or firm.

Membership initially was restricted to lawyers who were home office counsel. In 1925, membership was opened to counsel of Canadian companies, and the Canadian Superintendent of Insurance was made an honorary member. In 1926, the Association welcomed its first woman member, Hilda F. Deyoe, an attorney for Metropolitan Life.

In 2001, the Bylaws were amended to allow as members lawyers in private practice who devote a majority of their time to representing one or more life insurance companies or industry associations.

The Blue Book

Published annually, the Blue Book is a directory of members' names and contact information, as well as information about ALIC.

The Website

The Association maintains a Website at www.alic.cc, which contains reports and publications from the Annual Meetings, as well as a membership database. Some samples of papers are available to people considering membership. The venue and program for the next Annual Meeting can also be viewed when it becomes available.

Scholarship

Some examples of papers and presentations:

- Insuring Justice: Current Enforcement and Regulatory Initiatives and their Impact on the Life Insurance Industry
- The Financial Crisis: Insurance Regulation Before, During & After
- Living Benefit Guarantees of Mutual Funds and Investment Accounts
- Credit Default Swaps and the Insurance Industry
- E-Discovery: Addressing the Information Logjam Without Getting Rolled
- Growth in the Midst of Political Change and Economic Uncertainty – Keys to Successful Transactions
- Insurance Product Disclosure Reform
- Producer Compensation and Product Complexity
- Developing Leaders in the Law Department
- Increasing the Efficiency of In-House Legal Departments
- Regulatory and Litigation Developments Related to Fee Revenue Sharing Arrangements
- Covering All the Bases: An Integrated Approach to Suitability
- Class Backwards: A Discussion of Developments in Market Conduct and Variable/Investment Product Litigation
- The Life and Health Insurance Guaranty Associations in the Twenty-First Century
- Pensions – a Comparative Global View
- Variable Products vs. Mutual Funds: A Comparison of Legal Risks and Regulatory Hurdles
- Federal and State Telemarketing, Fax and email Solicitation Rules

- Shifting Legal Sands: Growing Pressure on Early Cooperation, Settlement and Waiver in Enforcement Proceedings
- The 401(k) - America's Retirement Plan
- Post-Election Tax Reforms for the Industry
- Registered and Interest-Sensitive Products: Tax Aspects
- The Net, the Web & Other Emerging Technologies: Don't Get Caught Without Knowing the Legal Issues
- Price, Risk and Competition: The Use of Illustrations in the Sale of Life Insurance
- Southeast Asia: Emerging Market; Emerging Issues
- Long-Term Care Insurance: The Current Political Landscape and Public Policy Options
- Privacy and the Life and Health Insurance Business
- Coping with Statutory Fiduciary Responsibility: Selected Aspects of Life Company Experience Under ERISA
- Interlocking Directorates Among Banks, Bank Holding Companies and Insurers
- Mergers, Acquisitions and LBO's
- Piracy of Agents: Revisited
- Owning a Thrift: A Primer for Life Insurance Companies
- Doing Business in Global Markets
- Employment-Related Legal Aspects of Reductions-in-Force
- The Lawyer's Guide to the Antitrust Minefield
- Attorney/Client Privilege: Corporate Counsel Caveat!
- Identity and Conscience: Ethical Considerations for Corporate Counsel
- Relationships with Outside Counsel
- The Business of Providing Tax Opinions – What Happens to Client Confidentiality in the Context of FAS 109 and Circular 230 Requirements
- The Corporate Lawyer and Pro Bono
- Winning the Litigation War – Best Practices in Managing the Big Case
- Concurrent Investigations and Lawsuits: Lessons Learned, Pitfalls to Avoid

Professionalism and Collegiality

One of the benefits of membership in ALIC is the opportunity to get to know other professionals in the industry at the Annual Meetings. Although members work for companies that compete, all share the desire to further the education and professional development of the life insurance bar. Even though they represent competitors in a competitive marketplace, members are willing to assist other members when appropriate. It is also a hallmark of the Association that “the briefcase is checked at the door.” In other words, while members are involved in ALIC matters, their first interest is that of the Association, not their company's or firm's. In furtherance of that interest, no company or firm may sponsor events in connection with the Annual Meeting, or give gifts with a firm logo. The Board is cognizant that, at many bar association meetings, marketing efforts have the unintended effect of dissuading in-house counsel from attending, and the Board wishes to avoid that effect. The policy also relieves members in private practice of the responsibility of engaging in marketing efforts while at ALIC meetings.

Getting to know each other at Annual Meetings

Athletic and Social Activities. Reflecting ALIC's unique blending of scholarship and fellowship, Annual Meetings include athletic activities such as golf, tennis, croquet, beach volleyball and skeet shooting as well as tours, receptions and a dinner dance.

Spouse Involvement. Spouses and guests are welcome at Annual Meetings and many attend. They are included in all athletic and social events, and additional optional activities are scheduled for when members are attending professional and business meetings.

New Members Reception. At the Billy Shands New Members Reception, new members meet each other, Board members and Officers.

For further information, please contact www.alic.cc or any ALIC member.



Frequently Asked Questions

What are the benefits of ALIC membership?

Scholarship and fellowship. ALIC is the premier association for life insurance counsel.

The programs at the Annual Meetings in May are presented by leaders in their fields. Some of their papers serve as resources for years. ALIC is also characterized by its professionalism and collegiality – relationship-building is one of the principal benefits. Ask any member about the benefits.

Who are the ALIC members?

We have over 335 active members from companies, industry associations and law firms. The companies represented range from the largest to mid-sized and smaller. Stock companies, mutuals, mutual holding companies, fraternal and U.S. operations of foreign companies are all represented by General Counsels, Deputy and Associate GCs, Chief Tax Counsels, Government Affairs Counsels, Investment Counsels and many others.

How does ALIC compare with or differ from other professional or industry organizations and conferences?

ALIC is unique in its focus on the life insurance bar and in the quality of the scholarship devoted to topics of particular interest to lawyers advising life insurers. Members report that the culture of the association and the structure of the meetings result in a combination of scholarship and fellowship not replicated in any other organization or conference, and that both of these important aspects of membership in ALIC contribute meaningfully to their practice year after year. Attend an Annual Meeting and see for yourself: most first-time attendees decide to join the Association.

Does it make sense for a law department or firm to have multiple ALIC members?

Absolutely. ALIC has several Sections: Regulatory, Tax, Corporate, Securities, Litigation and Investment. Sections have breakout sessions at the Annual Meetings, and a number of law departments and firms send enough lawyers every year to cover several Section meetings ... and to get to know their peers.

How much does ALIC membership cost?

The current membership fee is \$195 per year. In addition, members find one of the principal benefits of membership to be attending the Annual Meeting every May. The Annual Meeting registration fees for members and non-members (who may attend only if invited by members) are posted on the Association's Website when available. For the 2012 Annual Meeting, the fee was \$995 for members and \$1195 for non-members. Discounts may be available for multiple members or meeting attendees from the same company or firm and for new members for their first Annual Meeting. Every effort is made to select accessible attractive venues and negotiate affordable room rates. Check out the information about the next Annual Meeting at www.alic.cc.

Members find the value proposition to be well worth the cost, and the cost to be very reasonable in comparison to other conferences.

I'm convinced! How do I join ALIC?

It's easy. Complete the membership application you can download from the Website at www.alic.cc. Ask a member who is at a company or industry association to nominate you. **And welcome!**



“The good will, the spirit of willing cooperation manifested by all of the members on every occasion... upon these things, gentlemen, I place the highest value. I sometimes delight to think of this Association as a great, big law partnership, with the members of the Association as the partners, the insurance companies represented... as the clients of the partnership, and the good, the knowledge that the Association has been of real benefit to the companies, and to the great institution of life insurance, as the dividends of the partnership.”

Frederick L. Allen, 1924-25 ALIC President



“Participation in the Association of Life Insurance Counsel has been very valuable to me and members of the Principal Law Department. The networking opportunities that have been facilitated by ALIC are second to none for the lawyers practicing in or for life insurance companies. Combined with the scholarship relating to current issues of import to the industry and the collegiality of the Association, our participation provides great benefits to our ALIC members individually and to our law department as a whole.”

Karen E. Shaff, EVP and General Counsel, *Principal Financial Group*, and 2006-07 ALIC President

“ALIC is truly special. Many of my deepest professional bonds are with fellow ALIC members. And no other organization or conference provides outside counsel in this industry with such valuable insights into how best to serve our clients.”

Cynthia R. Shoss, Partner, *Dewey & LeBoeuf LLP*



“I have found two very significant benefits to being an ALIC member and attending the meetings: the networking contacts are invaluable and the topics covered at the meetings focus directly on issues of relevance to us every day and are covered in depth and from a practical approach. You just can't get that at other seminars even when they are ‘specific’ to our industry.”

Deborah Bello, Vice President and Chief Legal Officer, *Insurance, The Prudential Insurance Company of America*