

**National Council of Self-Insurers  
2010 Annual Meeting  
Program**

**Sunday, May 23, 2010**

- 2:00-5:00 pm            Meeting Registration
- 3:00-5:00 pm            Meeting of State Self-Insurers Association Administrators  
and Guaranty Fund Administrators
- 6:30 pm                 President's Reception and Buffet Dinner

**Monday, May 24, 2010**

- 7:30 am – 8:30 am      Continental Breakfast  
Meeting Registration
- 8:30 am                 Call to Order  
Election of Board of Managers  
*Nona Grancell – President of National Council of Self-Insurers and  
President Emeritus of California Self-Insurers Association*
- 8:45 am                 “Three Self-Insured, Self-Administered Workers’ Compensation Programs”  
*Richard Wood, Ford Motor Company, Anthony Colangelo, Sherwin-  
Williams Company; Frank Ruel, Raytheon Company*

Messrs. Wood, Colangelo and Ruell will explain the administration of their successful self-insured, self-administered programs. Each will cover his department's relationship with the company's medical doctors, communications with employees' medical doctors, as well as his department's relationship with attorneys, line organizations of his company and his company's safety department.

Each will also discuss the advantages to his company of self-insurance and self-administration.

- 10:15 am                Break
- 10:30 am                “Solutions to New Medicare Compliance Rules”  
*Dan Anders, Esq., Compliance Director, MedAllocators, Inc.*

By January 1, 2010, self-insurers and insurers were required to register with the Centers for Medicare and Medicaid Services (CMS) and have a system in place to electronically report Medicare eligible claimants in workers' compensation claims. CMS has mandated a testing period for the first quarter of 2010 with the actual reporting, beginning in the second quarter. This requirement enables the CMS to track medical claims that are the obligation of self-insurers and insurance companies and thereby keep Medicare as a secondary payer. Non-compliance could be costly, with fines of up to \$1000 per claim per day.

Many questions of self-insurers and insurers about the requirements and enforcement remain unanswered. Nonetheless, the Medicare, Medicaid and SCHIP Extension Act mandates compliance.

Mr. Anders will provide specific guidance and clarity to self-insurers to enable them to be in compliance, without a redoubling of their administrative effort, while at the same time avoiding onerous fines.

11:30 am                    “Effect of Decisions by U.S. Court of Appeals and U.S. Supreme Court Regarding Six Cassens Transport Employees”  
*Robert Steggert, Vice President of Casualty Claims, Marriott International and Robert Minor, Attorney with Vorys, Sater, Seymour and Pease in Columbus, OH*

The U.S. Court of Appeals (Sixth Circuit) ruled in October 2008 that six employees of Cassens Transport could proceed with their Racketeer Influenced and Corrupt Organizations Act (RICO) suit, alleging that Cassens, its TPA for workers’ compensation, and a doctor, engaged in an illegal scheme to deny the employees benefits for workplace injuries.

Cassens subsequently petitioned the Supreme Court to review the decision of the Court of Appeals. In December 2009, the Supreme Court denied the Certiorari Petition of Cassens.

Mr. Steggert and Mr. Minor will report on the effects of these two court decisions on the workers’ compensation community.

12 Noon                    Luncheon  
*Speaker: Richard Leonardo, Chief Executive Officer, FAIRPAY Solutions*  
*Subject: “Trends in Healthcare Costs and how to Control Costs in a Challenging Economy”*

Mr. Leonardo will speak about the various billing trends in the market of hospitals and medical facilities. He will inform self-insurers about what they must be alert and how they may combat the egregious overbilling from the medical community. He will give an overview of the top ten tips for employers to counter systematic facility excess billing. Also, he will show how carriers, who should be aligned with employers, are attempting to shift costs to employers.

1:30 pm                    “2010 National Issues of Workers’ Compensation”  
*Doug Holmes, President of UWC in Washington, DC*

Mr. Holmes will speak about the proposals being considered and questions being asked by the U.S. Congress and the U.S. federal agencies regarding the state workers’ compensation laws. His presentation will include the status of the recommended national commission to evaluate state workers’ compensation laws and report back to Congress its findings and recommendations.

2:30 pm                      “Transforming Knowledge into Action and Action into Profitability”  
*David Donn of David Donn Consulting Inc.*

Mr. Donn will demonstrate how in today’s tough and turbulent times risk and workers’ compensation managers can immediately “find” money in their workers compensation managed care programs. He will provide a unique approach to enhancing a cost containment program in the often overlooked and often times unevaluated areas of medical bill review, hospital and provider PPO, utilization review and case management services. His practical advice to CFOs, Directors of Risk Management and Workers' Compensation programs and Claims and Finance professionals have been instrumental in reducing workers’ compensation liability, improving organizational profitability and closing budget gaps.

3:30 pm                      “Reduce Accidents and Costs through Data Mastery”  
*Robert Lynch and Evo Riguzzi of Information Builders Inc.*

Mr. Lynch and Mr. Riguzzi will show how workers’ compensation managers can positively effect and reduce their accident rates and materially lower the resultant costs of employee and non-employee accidents through the use of Operational Analytics and Business Intelligence techniques. They will describe how self-insurers can help substantially to identify fraud potential through relational data capture and analytics. Mr. Riguzzi is a retired Major General of the U.S. Army Reserve.

4:30 pm                      Board of Managers Meeting

5 pm                          Adjournment

**Tuesday, May 25, 2010**

7:30 – 8:30 am              Continental Breakfast

8:45 am                      “Workers’ Compensation Reform, Several Years Later”  
*Panel consisting of Bill Zachry, Vice President, Risk Management, Safeway Corporation and Chairman of California Workers’ Compensation Fraud Commission, Greg Saxum, Special Counsel, New York Self-Insurers Association, Diane Pidgeon, President, Illinois Self-Insurers Association; Gail Shuffler, President, Florida Association of Self-Insurance*

Panel will discuss the status of the reform workers’ compensation laws in their states several years after the laws were enacted. They will explain the benefit and cost objectives of the laws, barriers that were encountered and the extent to which the objectives of the laws have been met. The panel will provide advice for other states considering reform.

10 am                          Break

