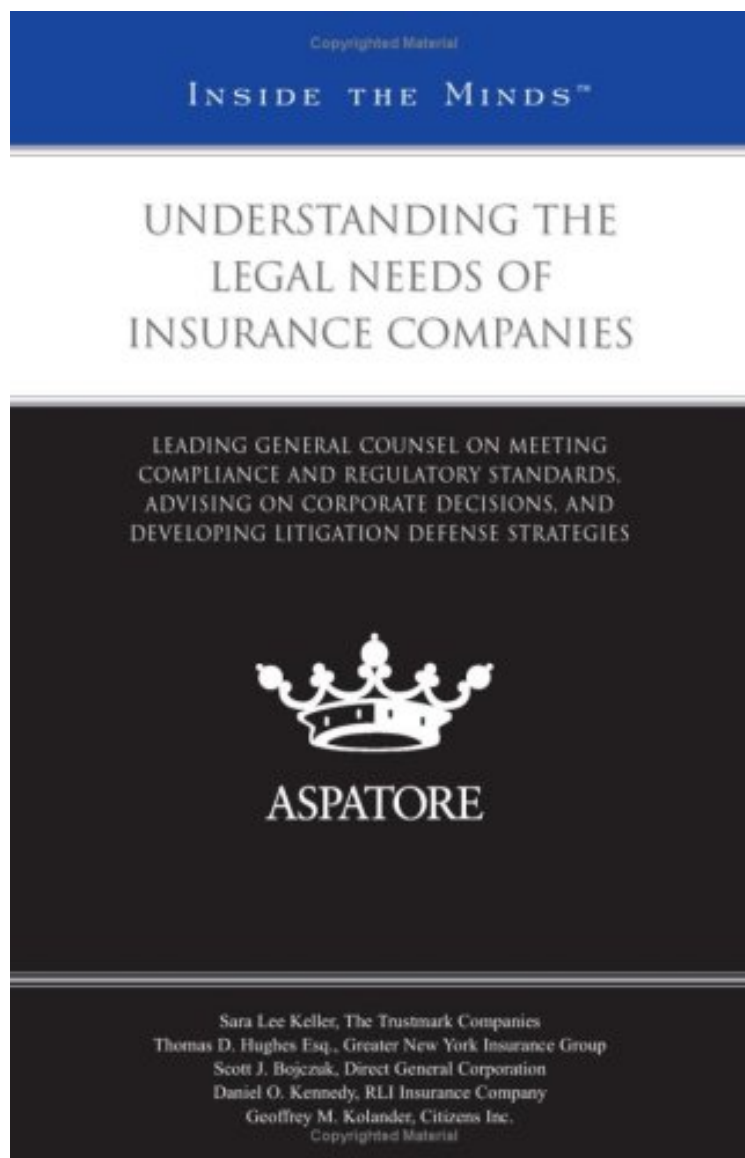


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Understanding the Legal Needs of Insurance Companies is an authoritative, insider's perspective on the strategic thinking behind serving as in-house counsel for an insurance company. Featuring chief legal officers and general counsel representing a variety of insurance companies across the country, this book provides a broad yet comprehensive overview of the corporate situations that require legal assistance in the insurance industry and the role of general counsel in advising on these issues. Emphasizing the importance of general counsel's involvement in regulatory compliance and business development decisions, these leaders offer advice on educating senior management and the board of directors about pivotal legal issues pending in the company or lingering on the political or juridical horizon. Additionally, the authors share their secrets for bringing in and managing outside counsel, calculating and addressing risk, and assessing defense strategies for litigation. The different niches represented and the breadth of perspectives presented enable readers to get inside some of the great legal minds of today, as these experts offer up their thoughts around the keys to navigating the legal issues associated with doing business in the insurance market. Inside the Minds provides readers with proven business intelligence from C-Level executives (Chairman, CEO, CFO, CMO, Partner) from the world's most respected companies nationwide, rather than third-party accounts from unknown authors and analysts. Each chapter is comparable to an essay/thought leadership piece and is a future-oriented look at where an industry, profession or topic is headed and the most important issues for the future. Through an exhaustive selection process, each author was hand-picked by the Inside the Minds editorial board to author a chapter for this book. Chapters Include 1. Sara Lee Keller, SVP, General Counsel, Secretary, The Trustmark Companies - "Good Faith Estimates and Good Client Services" 2. Thomas D. Hughes Esq., EVP, General Counsel, Secretary, Greater New York Insurance Group - "Viewing the Role of General Counsel for a Property-Casualty Insurance Company in a Non-Mechanistic Universe" 3. Scott J. Bojczuk, EVP, General Counsel, Secretary, Direct General Corporation - "The Bare Necessities in Representing Insurance Companies" 4. Daniel O. Kennedy, VP, General Counsel, Corporate Secretary, RLI Insurance Company - "Insurance Regulation and Legal Issues: Challenges and Changes" 5. Geoffrey M. Kolander, VP, General Counsel, Corporate Secretary, Citizens Inc. (NYSE:CIA) - "Managing Risk for Publicly Traded Insurance Companies" Appendices Include: Appendix A: Seward Park vs. Greater New York Insurance Group Appendix B: Seward Park Housing Corporation vs. Greater New York Insurance Group Appendix C: Argo Corporation vs. Greater New York Insurance Group Appendix D: Sample Services Agreement