## Agenda

### A GUIDE TO CONTINUING EDUCATION

+ **CLE** - Indicates Session has been submitted for Continuing Legal Education Credit.

More information on states where CLE credit has been applied will be available shortly.

### Sunday, October 21, 2018

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<tr>
<th>Time</th>
<th>Event Description</th>
<th>Room</th>
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<tbody>
<tr>
<td>12:00 PM - 7:00 PM</td>
<td>Registration Desk Open&lt;br&gt;<strong>ROOM:</strong> Promenade Foyer&lt;br&gt;Boxed lunches will be available for Compliance Conference participants.</td>
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<tr>
<td>12:45 PM - 1:00 PM</td>
<td><strong>Compliance Conference Welcome</strong>&lt;br&gt;<strong>ROOM:</strong> Salon 1-3&lt;br&gt;Welcome to the Compliance Track! This year's Fall Conference is being kicked off once again by our very popular specialized track for compliance professionals and attorneys. The Life Insurance Settlement Association (LISA) is at the forefront of legislation, litigation and other legal matters that are pertinent to your business. We are proud to present the most timely issues to help our members and attendees maintain compliance standards for their businesses. <strong>CLE</strong> credits are available in a variety of states for any session marked with <strong>+CLE</strong>.&lt;br&gt;&lt;br&gt;<strong>Speakers:</strong> Darwin Bayston</td>
<td>Salon 1-3</td>
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<tr>
<td>1:00 PM - 2:00 PM</td>
<td><strong>COMPLIANCE TRACK- Developing a Strategy to Improve the Closing Process</strong>&lt;br&gt;<strong>ROOM:</strong> Salon 1-3&lt;br&gt;+<strong>CLE</strong>&lt;br&gt;In this session, industry experts from legal, compliance and underwriting segments of the industry will provide perspectives and insights on improving the case closing process. The preferred method of conducting an optimal fraud review, optimizing verification of coverage along with other tips to avoid a lengthy and tedious closing process will be discussed. &lt;br&gt;&lt;br&gt;<strong>Speakers:</strong> Jolene Fullerton, Traci Davis, FALU FLMI ACS, Brian Casey</td>
<td>Salon 1-3&lt;br&gt;Moderator: John Dallas</td>
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<tr>
<td>2:00 PM - 3:00 PM</td>
<td><strong>COMPLIANCE TRACK- A World of Opportunity: What Will Constitute Best Practices &amp; Standardization</strong>&lt;br&gt;<strong>ROOM:</strong> Salon 1-3&lt;br&gt;+<strong>CLE</strong>&lt;br&gt;Life Settlement market players often talk about ease of transaction as an important factor in achieving market growth. This panel will explore whether there are practical ways to materially improve the transaction process and take advantage of opportunities ahead. &lt;br&gt;&lt;br&gt;<strong>Speakers:</strong> Daniel Ohman, Nate McCormick, Darryl Glatthorn, Mark Venn</td>
<td>Salon 1-3&lt;br&gt;Moderator: Sherry Duarte</td>
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<tr>
<td>3:00 PM - 3:15 PM</td>
<td>Networking Break&lt;br&gt;<strong>ROOM:</strong> Promenade Foyer</td>
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| 3:15 PM - 4:15 PM | **COMPLIANCE TRACK- Legislative & Regulatory Activities**<br>**ROOM:** Salon 1-3<br>+**CLE**<br>2018 has seen several developments in state legislatures, departments of insurance and at the NAIC. LISA has continued working toward protecting the market and its participants, as well as promoting life settlements as a | Salon 1-3
viable option to the lapse or surrender of a life insurance policy. Major bills in, Rhode Island, Massachusetts and Delaware saw action, while life settlements have been favorably discussed at the NAIC. LISA has continued to make significant in-roads with many state departments of insurance and has embarked on a project to work with the departments to update consumer information on their websites. Join us for updates on our efforts on behalf of the industry.

Speakers: Darwin Bayston
Moderator: Chris Conway

4:15 PM - 5:15 PM

COMPLIANCE TRACK- Recent Trends in Litigation: What You Need to Know
ROOM: Salon 1-3
+CLE

Fairy tales may suggest that all is quiet on the world of life settlement litigation and regulation. Not so, there have been changing tides in several states across the U.S. this year. This panel of attorneys will present the most challenging issues and obstacles effecting professionals and consumers today. Attendees can expect to hear in depth analysis on cases and governing law issues, developments in return of premium cases.

Speakers: Jule Rousseau,
Thomas D. Sherman,
Thomas Weinberger Partner

Moderator: Joseph Mccray, JD

5:30 PM - 7:00 PM

Welcome Reception
ROOM: Sea Breeze Point

Join us for a wonderful welcome reception and enjoy the atmosphere of Disney’s Boardwalk.

Cocktail Reception Proudly Sponsored by: WILMINGTON TRUST

Monday, October 22, 2018

7:30 AM - 8:30 AM
Breakfast
ROOM: Promenade East Ballroom

7:30 AM - 2:30 PM
Registration Desk Open
ROOM: Promenade Foyer

8:30 AM - 9:00 AM
Opening General Session
ROOM: Promenade West 1-3

The spotlight remains on retirement savings shortfall in the U.S. and the need for "innovative solutions" to this growing problem. For the past few years, LISA has been engaged in a communications program designed to increase awareness of the life settlement option among consumers and their trusted advisors. Our strategy has been to go on the offensive with targeted media relations and online marketing tactics that attempt to educate reporters, opinion leaders and seniors themselves about life settlements as a credible alternative to lapsing or surrendering a life insurance policy they no longer need or can afford. The results of this sustained program have begin to mount in the past year. We have seen a significant increase in positive media coverage of the life settlement option, which has resulted in a measurable uptick in traffic to LISA.org and inquiries from consumers seeking more information about life settlements. These changes provides a world of opportunity both for individual players in the market, as well as for LISA. Now, more than ever, efforts surrounding lobbying, data collection, best practices and consumer education could constitute in significant growth for the industry. We will discuss the long term view of the path ahead for the life settlement industry and the role that we all can play in charting the course.

Speakers: Darwin Bayston,
Dan Young
9:00 AM - 10:00 AM

**Keynote: If You’re Not Making History, You Are History**

**ROOM: Promenade West 1-3**

If history has taught us anything it is this: Progress or perish. Make history or you are history. Gone. Maybe even forgotten. This was true of the great empires. They all learned, for better or sometimes worse, that individuals and institutions can make prodigious contributions to history by shaping the future, but when they failed to continue to make history, they became history: We know them now for what they did, not what they are doing. The future of the U.S. life settlement market has never looked brighter, fueled by demographics trends that offer enormous potential to drive growth. Understand what the future holds with perspectives from the Founder of LifeUSA Insurance and retired CEO of Allianz Life, N.A., Bob MacDonald who regularly blogs with timely, hard-hitting comments on almost every business subject from entrepreneurism to better management, smart business leadership, government and politics, and of course, the life insurance industry.

**Speaker Proudly Sponsored by: ISC SERVICES**

![ISC SERVICES](image)

**Speakers:** Bob MacDonald

10:00 AM - 10:30 AM

**Networking Break**

**ROOM: Promenade Foyer**

Sponsored by: NorthStar

10:30 AM - 11:30 AM

**Keynote: How the Age Wave will Transform the Marketplace, the workplace and our lives**

**ROOM: Promenade West 1-3**

Increasing longevity, declining fertility, and aging baby boomers are triggering an enormous age wave. This demographic tsunami will create tremendous marketplace and work/talent opportunities—and equally pressing social and financial challenges. This informative and entertaining presentation will explore: How will people use their newfound longevity? How will a cyclic lifeplan replace the traditional linear model? How will aging boomers change established paradigms of work, leisure, learning, and retirement? What’s the most effective way to market and sell to “middlescent” boomers? And why is managing a four-generation workforce the new diversity mandate?

**Speakers:** Dan Veto

11:30 AM - 1:00 PM

**Networking Luncheon**

**ROOM: Promenade East Ballroom**

1:00 PM - 1:45 PM

**The Evolution of Life Settlement with Advisors.**

**ROOM: Promenade West 1-3**

There is a growing sense of optimism about the future of the life settlement market. As these trends continue, what does this mean for the life settlement industry and its participants? Is this a result of agents and advisors who are giving lapses a second thought? This session, will be discussing the critical questions regarding the future of the life settlement industry and the relationship with the advisor world

**Speakers:** Richard Whitbeck, Jr., CLU, ChFC, RHU, FLMI

1:45 PM - 2:30 PM

**Predictions about the Future of Big Data and Changes to the Life Settlement Transaction**

**ROOM: Promenade West 1-3**

Everyone can agree that big data has taken the business world by storm, but what does that mean for the life settlement market? What technologies will we develop around it? How will we evolve around privacy controls and procedures? Join us in this session to find out more. –
Speakers: Matthew Sheridan, Brian Casey, John Mcfarland
Moderator: Chris Conway

2:30 PM - 2:45 PM
Networking Break
ROOM: Promenade Foyer
Networking Break Sponsored by NorthStar

2:45 PM - 3:45 PM
COMPLIANCE TRACK- Conducting a Thorough Due Diligence in the Life Settlement Transaction
ROOM: Promenade West 1-3
+CLE
In this session, experts will provide a comprehensive guide on conducting a robust and extensive due diligence process. Insights and analysis that is undertaken from a legal, compliance and provider perspective on each case will be discussed. The documentation at various stages of the closing process, perspectives on secondary and tertiary market legal framework along with insurable interest legal interpretation of different states will be reviewed.

Speakers: Jule Rousseau, Jolene Fullerton, Joseph Mccray, JD
Moderator: Sherry Duarte

3:45 PM - 8:00 PM
Networking & Leisure Break
ROOM: Promenade Foyer
Take this time to make networking appointments, enjoy our beautiful location and take in all that Disney’s Boardwalk Inn has to offer! As leaves turning from green to red and gold mean “Fall” in northern parts, “Fall” in Florida has special meaning: Food & Wine Time! The 2018 Epcot International Food & Wine Festival is must do. This year’s festival will continue its tradition of fine dining events, appearances by favorite Disney culinarians and top celebrity chefs, and a slate of concerts from favorite bands of the last few decades. For more information on the Festival, check out TasteEpcot.com and stay tuned to the Disney Parks Blog for updates on this year's celebrity chef events, "Eat to the Beat" concerts, dining packages, special events and other fun

8:00 PM - 9:30 PM
Epcot Illuminations- Networking Reception with the backdrop of Epcot’s nightly fireworks
This is one cocktail reception you don't want to miss. You will have the opportunity to network while enjoying a customized menu of delectable desserts and savory snacks, all in a private viewing area for fireworks at Epcot reserved for LISA. RSVP is required.
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<tr>
<td>9:00 AM - 9:45 AM</td>
<td>How to Further Connect with the Policy Owners to Expand the Market?</td>
<td>Promenade West 1-3</td>
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<tr>
<td>9:45 AM - 10:00 AM</td>
<td>Networking Break</td>
<td>Promenade Foyer</td>
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<td>10:00 AM - 11:00 AM</td>
<td>Compliance Track: Cost of Insurance Litigation Overview</td>
<td>Promenade West 1-3</td>
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<td>11:00 AM - 12:00 PM</td>
<td>Compliance Track: An Update of Federal Tax Provision Changes: Reporting Requirements</td>
<td>Promenade West 1-3</td>
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<td>12:00 PM - 1:00 PM</td>
<td>Farewell Networking Luncheon</td>
<td>Promenade East Ballroom</td>
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A recent article by the WSJ has indicated that losing one's life savings in the short term or never saving any money at all for retirement can increase the risk of dying by more than 50%. These alarming stats offer an amazing opportunity for the Life Settlement market. In this session, we will understand if our messaging to seniors is actually working. Should we change how we educate seniors about life settlements? Join us to find out.

**Speakers:** John Mitchell, CPA, Author Think It Bet IT  
**Moderator:** Dan Young

LISA recently provided a comment letter to the IRS upon their request to offer input on the regulations that will impact reporting requirements as a result of the changes in the 2017 Tax Cuts and Jobs Act. This session will review and discuss the latest developments in these regulations and reporting requirements.

**Speakers:** Thomas D. Sherman, Partner  
**Moderator:** Chris Conway
Speakers

Darwin Bayston
President and CEO
Life Insurance Settlement Association

Darwin Bayston is President and CEO of the Life Insurance Settlement Association (LISA). His charge is to extend the outreach of the Association to all participants of the life settlement industry from consumers to capital providers, including producers, brokers, providers and service providers who are part of the life settlement market. He was previously Managing Director of Life Settlement Consulting & Management (LSCM), founded in 2004 and specialized in life settlement policy and portfolio valuations, and life expectancy analysis. He has published several articles and participated as speaker at a number of life settlement conferences. Previous to that he operated an investment advisory firm. From 1980 to 1993, he served in several capacities, including President and CEO the CFA Institute (and its predecessor organizations). While at CFA, he founded the continuing education program, was editor of the CFA Digest and supervised research projects funded by the Research Foundation of the ICFA. He began his career as an investment analyst with a Midwest life insurance company. Mr. Bayston has been Chairman of the Martha Jefferson Hospital Foundation ($100 million), a member of the Hospital's Finance Committee and a past member of the Board of the Institute for Quantitative Research and Finance (Q Group).

John Dallas
Executive Vice President
Berkshire Settlements, Inc.

Jule Rousseau
Partner
Arent Fox

Jule Rousseau focuses his practice on insurance and reinsurance. He advises clients in all areas of the business, including disputed issues, policy and treaty wording, and regulatory compliance. Jule's practice includes property and casualty, life, and accident and health insurance and he represents insurers, agents and brokers. Jule has developed an expertise in the life settlement business and with premium finance structures used in the purchase of life insurance. He represents clients in all facets of this business – policyholders, lenders, life settlement brokers and providers and hedge funds providing capital to the industry. Jule is a frequent speaker at LISA and other industry events, both on litigation risks/developments and on current trends for investors in the market. Arent Fox is involved in over 20 active litigated matters from California and Utah to Florida and NY and our clients are looking for global opportunities as investors in, lenders to, and sellers of assets.

Sheri Townsend
Chief Operating Officer
Asset Servicing Group, LLC

Ms. Townsend co-founded ASG in 2002. She has been instrumental in managing the day-to-day operations of the company, while playing a key role in the significant growth ASG has experienced. As a company Manager and Chief Operating Officer, Ms. Townsend oversees all department activities including: policy services, accounting, IT and marketing. She has worked diligently and been an asset in perfecting the processes and procedures of ASG’s unrivaled policy management team. In addition to her role at ASG, Ms. Townsend has extensive experience dealing with settlement companies in receivership or conservatorship. She is the court appointed Assistant Receiver for LifeTime Capital, Inc., and the Assistant Conservator for Accelerated Benefits Corporation. Ms. Townsend currently sits on the Board of the Life Insurance Settlement Association (LISA) She has been a licensed Life and Health Insurance agent for over 15 years and has worked in the life settlement business since 1998. She holds a degree in Business, with honors, from Belmont University in Nashville, Tennessee.
John Welcom  
**Founder & CEO**  
Welcome Funds Inc.

John Welcom is one of the most experienced executives in the life settlement marketplace, working exclusively in the industry since 1993. Mr. Welcom founded Welcome Funds, Inc. in 2000, as a nationally licensed life settlement broker providing professional representation to life insurance consumers & their advisors, in the secondary market. The firm has since established itself as one of the most active and respected life settlement companies in the industry. Welcome Funds ensures that a fair market value is secured for policy owners by negotiating with the top buyers in the secondary market who compete in an auction process to purchase policies. Since 2000, the firm has helped thousands of consumers uncover the living benefits of life insurance. Mr. Welcom is also the Founder & CEO of Welcome Life Financial Group, LLC, a family of companies that provides industry-leading solutions to all participants in the life settlement lifecycle, from producers & brokers to providers & institutional investors. Mr. Welcom graduated with a Bachelor’s of Business Administration in Economics from the University of Miami in 1993. John is also a licensed life agent and life settlement broker throughout the U.S. and holds the Series 6, 26, 63 & 99 Securities Registrations.

Thomas D. Sherman  
**Of Counsel**  
Locke Lord LLP

Tom has nearly 45 years of hands-on, results-oriented accomplishments in a wide variety of legal matters including mergers, acquisitions and joint ventures; SEC practice and compliance (Sarbanes-Oxley Act); commercial and employment law; equity and debt, public and private financings; general corporate law; litigation, including litigation management; and senior executive matters, including employment contracts, non-competition restrictions and severance agreements. Tom has demonstrated people, administrative and management skills including direct participation with boards of directors and senior executives of public and private business organizations in all aspects of their legal and business decision-making processes. A former First Lt. in the U.S. Army, Tom began his legal profession in Detroit, Michigan, as an associate in a private law firm. In 1983, he moved to Atlanta, Georgia where he has expanded his legal career and served as general counsel, vice president and secretary for two Fortune 500 companies.

Matthew Sheridan  
**Co-Founder**  
Circadian Capital

Matt joined Mizuho International in May 2005 where he also helped establish, build and run the life settlements and longevity business. His role was primarily to design and build policy pricing models, help design the infrastructure that enabled life settlements to be booked and managed as a tradable security within the bank, and to actively manage the risks of the book. At its peak, that business managed well in excess of a billion dollars of risk. Prior to joining Mizuho, Matt worked at the Royal Bank of Scotland (formerly Natwest Markets / Greenwich Natwest) for over ten years, largely in Proprietary Credit Trading but also in Structured Solutions, Capital Structure Trading and Risk Management. He is FSA registered and has a degree in Business Information Technology from Kingston University.

Jolene Fullerton  
**Attorney**  
Law Office of Jolene Fullerton

During the past nineteen years, Jolene has provided sage advice and counsel to companies engaged in every facet of the life settlement industry. She has assisted with company start-ups, managed licensing and compliance activities, negotiated and drafted contracts and provided policy analysis with regard to insurable interest, fraud and other due diligence issues. Prior to her involvement in the life settlement industry, her practice focused on estate planning, trusts/wills, life insurance, estate and income tax, and contract drafting and negotiation. Jolene has been very active in supporting and promoting the life settlement industry. She is a former Director and Vice President of the Viatical and Life Settlement Association of America (now Life Insurance Settlement Association). She has worked with the NAIC, NCOIL and many states in their process to develop life settlement legislation and regulation. Jolene has authored numerous published articles, including those appearing in “California Broker”, “Life Insurance Selling”, “National Underwriter”, Non-Profit World” and “AFP Exchange” and is a frequent speaker at industry conferences. Jolene earned her law degree from The George Washington University in Washington, D.C. in 1985. In 1982, she earned a Magna Cum Laude undergraduate B.A. degree at the University of South Florida in Tampa, FL.
Traci Davis, FALU FLMI ACS
Partner & Chief Underwriting
ISC Services

Traci is currently VP of UW Services for Examination Management Services, Inc. (EMSI). Traci oversees all underwriting services for carrier and Life Settlement partners. Prior to joining EMSI in 2011 she owned and operated a leading life expectancy and underwriting services firm (Advanced Underwriting Solutions, Inc.-AUS ) which provided outsourced underwriting and project management services to “blue chip” LS investors, carriers and reinsurers. Traci has over twenty years of medical underwriting experience and has held senior underwriting and management positions with premier life and reinsurance carriers such as Security Life of Denver, ING, ING-Re, and Scottish Re. Her primary areas of underwriting focus have been on senior and affluent market insured’s with expertise in impaired risk, co-morbid disease processes, and contestable underwriting claims review. Traci is a Fellow of the Life Management Institute (FLMI), an Associate of the Academy of Life Underwriting (AALU), current AVP of programs with the Association of Home Office Underwriters (AHOU), and current president of the Rocky Mountain Society of Home Office Underwriters in Denver, CO. She is member of LEPr, the Academy of Life Underwriting, Association of Home Office Underwriters, and American Geriatrics Society.

Brian Casey
Partner
Locke Lord

Brian T. Casey is a Partner in the Atlanta office of Locke Lord LLP.

As Co-Leader of Locke Lord’s Regulatory and Transactional Insurance Practice Group, and a member of the Firm’s Corporate, Capital Markets and Health Care Practice Groups, Brian focuses on corporate, merger and acquisition, corporate and structured finance and other transactional, and regulatory matters for corporate clients in the insurance, financial services and health care industries. His clients include insurance companies, insurance holding companies, managing general agents and insurance agencies, third party and claims administrators, banks and other financial institutions, investment banks and reinsurance companies.

Dan Veto
President at Retirement Spark! and Senior Advisor at Age Wave

For over 25 years, Dan Veto’s pioneering research and consulting have influenced leading organizations across diverse industries, as well as countless retirement professionals and their clients. His work illuminates the exciting promise and critical new financial and lifestyle responsibilities associated with longevity and the new retirement.

Over the past decade, Dan has been instrumental in developing and implementing Age Wave’s innovative, research-based professional and consumer learning programs. He specializes in educating financial advisors, clients, and other constituent groups on the unique priorities, needs, and challenges of longevity.

Dan is a highly sought-after keynote speaker on the changing nature of life after 50, particularly regarding the boomer generation’s unprecedented relationship to retirement. His dynamic presentation style consistently receives high praise, and his unparalleled insight into the real-life challenges and triumphs of aging and retirement is frequently featured in the media, including the New York Times, BusinessWeek, SmartMoney, and Financial Planning Magazine.

Prior to joining Age Wave, Dan served on the board of directors and was Chief Marketing Officer and Senior Vice President of Strategic Planning at Bankers Life, a firm focused on meeting the financial-security needs of retirees. He began his career at McKinsey & Company, a leading management consulting firm, where he advised financial services and health care clients in the United States, Mexico, and throughout Europe.

Dan earned a BS in Electrical Engineering from the University of Illinois, and an MBA from INSEAD, the international business school in Fontainebleau, France. He also earned a joint Gerontology certificate from the American Society on Aging and the University of Southern California’s Leonard Davis School of Gerontology. He resides in the San Francisco Bay Area with his wife and two daughters.

Bob MacDonald
Writing and mentoring on business, management and leadership
CTW Consulting

I have enjoyed a long career in the financial services industry. Entering the field in 1965 as a life insurance agent for New England Life in Los Angeles, I retired in 2003 as Chairman and CEO of Allianz Life of North America. Was one of the founders of LifeUSA which became one of best-known, fastest growing and most successful life insurance companies of the 1990s. Often a speaker before insurance industry and business groups, I have also penned scores of articles dealing with management and the financial services industry; interviewed on countless television and radio shows and have been profiled in such publications as The Wall Street Journal, The New York Times, USA Today, Forbes, Business Week and Institutional Investor. I was fortunate to be the first person to twice be recognized as “Entrepreneur of the Year” in Minnesota. I write a weekly blog on business, management, ethics, politics and leadership at www.bobmaconbusiness.com.

Along the way, I have authored several books on business and management philosophy. The latest of which is Old MacDonald’s Ethical Leadership Farm: Growing New Leaders for New Times. Other books include: Beat The System: 11 Secrets to Building an Entrepreneurial Culture in a Bureaucratic World (John Wiley & Sons, New York) and the most popular management book Cheat To Win: The Honest Way to Break All the Dishonest Rules in Business (Paradon Publishing, 2005).

Daniel Ohman
Vice President and COO
Welcome Funds, Inc.

Sherry Duarte
President
SLG

Duarte has over 10 years of experience in sourcing and purchasing policies for Life Settlement Funds. She is responsible for establishing and maintaining relationships with prospective and existing insurance agents, increasing policy origination through general agencies, financial advisors, estate planning and attorneys; and enhancing and expanding relationships with life settlements funders who are looking to sell their existing portfolios and to buy new policies. She also establishes and maintains relationships with a prospective and active investor base for policy origination and servicing.

Chris Conway
Managing Partner
Longevity Asset Advisors

For nearly 25 years, Chris has been a key executive in a number of life settlement businesses playing almost every imaginable role the industry has to offer. He has hired, trained, educated, advised, and guided some of the industry’s premier companies on both strategic and tactical levels. He has developed and managed business relationships in the US, Europe, Asia and Latin America. He has presented to insureds, investors, professional associations, and at industry functions around the globe. He has initiated, developed and managed relationships throughout the community of insurance, financial services, underwriting, capital markets, banking and other intra-industry service providers associated with life contingent assets.

Chris has a demonstrated track record for applying disciplined, critical thinking to everything he does. His success driven approach to managing life settlement operations is based on his personal involvement in actually doing the work required by each step in the life settlement process from policy sourcing to post-purchase administration and everything in between. He is familiar with and skilled in the development and use of systems, processes, procedures applicable to almost every facet of the business. As a result he is always focused on the bottom line. He is a detail-oriented, highly organized, strategic thinking entrepreneur willing to “walk-the-talk” and he knows what works and what doesn’t.

The life settlement industry is rich with opportunity for those willing and able to be truly entrepreneurial and opportunistic. As co-founder of LAA, Chris remains committed to the business and particularly to the evolution of the industry beyond the status quo. Having participated in most of the industry’s past, he remains focused on the future and dedicated to the continual pursuit of effective, efficient and profitable opportunities to grow LAA and the life contingent markets. Chris lives in Central New Jersey with his wife of over 20 years, their two children, and the family menagerie.

Thomas Weinberger
Partner
Schulte Roth & Zabel LLP

Thomas R. Weinberger focuses his practice on asset-backed securities and corporate finance, with an emphasis on insurance and risk-linked securities and specialty finance companies. He has expertise in life settlements, reserve funding transactions, premium finance, longevity and pension risk transfer, alternative risk transfer and marketplace lending and other non-bank finance products. He advises clients on the formation of
domestic and offshore funds that invest in the life settlement and premium finance asset classes.

Tom lectures on matters relating to the mortality and longevity markets, and he writes on topics involving life settlements and securities, as well as the financial aspects of alternative energy and climate change disclosures. He earned his J.D. from Columbia Law School, where he was a Harlan Fiske Stone Scholar and Note Editor of the Columbia Journal of Environmental Law. He earned his B.S., magna cum laude, from Yeshiva University.

Dan Young
Senior Managing Director
Vida Capital

Mr. Young is a Senior Managing Director of Asset Management at Vida Capital. In addition to his role at Vida, Mr. Young is an adjunct professor of Regulatory Law at the University of Texas Law School, Chairman of the Board of the Institutional Longevity Markets Association (ILMA), Board Member of the Life Insurance Settlements Association (LISA), a monthly blogger and a frequent speaker at life settlement industry conferences. Prior to joining Vida Capital, Mr. Young was President & CEO of NFP Securities as well as New York Life's Broker-dealer network and New York Life's Registered Investment Adviser. He began his career as a clerk on the Third Circuit Court of Appeals before practicing at Cravath, Swaine & Moore in New York. Mr. Young holds multiple securities licenses (Series 7, 24 and 63) and insurance designations including Chartered Life Underwriter (CLU), Chartered Financial Consultant (ChFC) and Chartered Advisor for Senior Living (CASL). Mr. Young currently serves on the Board of Directors for the Austin Habitat for Humanity. He graduated from Stanford University with Honors and Distinction in 1989 and from the University of Chicago Law School with Honors in 1992.

Richard Whitbeck, Jr., CLU, ChFC, RHU, FLMI
Chief Marketing Officer
Atlantic Brokerage

Richard Whitbeck has been in the insurance industry for over 30 years. He has held management positions with Aetna, John Hancock, MONY, and was Sr. VP, National Sales Manager for AXA. He has specialized in working with new divisions and build-outs for insurance carriers. Richard was also President of Portamedic nationwide.

Over the past several years Richard has been a Managing Partner of Trusted Advisors Network, a national independent brokerage agency focused in the sale of life, annuities, long term care, and DI. His experience spans almost all distribution channels relevant to financial insurance products.

Joseph Mccray, JD
Vice President, Closing
Magna Life Settlements

Joey joined Magna Life Settlements in 2014. As the Vice President-Director of Closing, he oversees the Closing Team regarding all due diligence on cases originated by Magna. Joey began his life settlement career in 2007 with Advanced Settlements, serving as National Trading Director from 2008 until March of 2014. As National Trading Director, Joey used his unique approach to provider relations which resulted in the sale of over $2 billion of death benefit in that time period. As Vice President of Operations at Asset Life Settlements, Joey handled the contracts process, firm licensing, and client communications. However, his main role was to achieve the highest possible offer for policy owners in the life settlement marketplace. A graduate of the University of Central Florida, Joseph then earned his Juris Doctorate from the University of Florida Levin College of Law.

John Mitchell, CPA, Author Think It Bet IT

John Mitchell founded reverse mortgage USA. They were the largest reverse mortgage company in Texas, fourth biggest in the country- with annual revenues of $25 million a year. Although John started out his career as a CPA, his focus as he built his company was marketing and sales.

His strategy for success in sales with the over 60 crowd was systemizing the process of getting customers to like him, then trust him. When they did those two things, they bought from him. He will share this approach as it applies to life settlements. An industry he has a significant investment in and sees as an even greater long-term opportunity than reverse mortgages.
Steven Sklaver
Partner
Susman Godfrey L.L.P

Named one of California's Lawyer Attorneys of the Year in 2017 and selected as "Top Plaintiff Lawyers in all of California" in 2016 and 2017 by The Daily Journal, Steven Sklaver has secured substantial litigation victories for both plaintiffs and defendants. For plaintiffs, Sklaver was lead counsel for a certified class of insurance policy owners, helping them achieve what the Court in the Southern District of New York described as "the best settlement pound for pound for the class that I've ever seen." You can read the Court's statement in full here. You can also read more about the case in The Deal's profile on the litigation here. Sklaver was also lead trial and appellate counsel for investors against an insurance company that resulted in a complete victory and full pay-out of a $20 million life insurance policy. A copy of the appellate court decision is available here. To listen to Sklaver's appellate oral argument, click here. That matter was the feature cover story of the April 2012 California Lawyer.

Sklaver also represents the former members of the legendary rock group The Turtles in Flo & Eddie, Inc. v. Sirius XM Radio, Inc. (C.D. Cal.) in a certified class action lawsuit against Sirius XM that settled less than 48 hours before the jury trial was scheduled to begin. Sirius XM agreed to pay at least $25.5 million (over $16 million after fees and expenses) and royalties under a 10-year license that is valued up to $62 million (over $41 million after fees and expenses) as compensation for publicly performing without a license Pre-1972 sound recordings. The settlement was approved by the Court, and has received widespread media coverage from publications such as The New York Times, Billboard, The Hollywood Reporter, Law360, Rolling Stone, Variety, Reuters and Managing IP.

Within six months after the Sirius XM class action settled, so did Sklaver's copyright class action brought on behalf of artists owed mechanical royalties for compositions made available by Spotify, the leader in digital music streaming. Spotify agreed to pay at least $43.45 million (fees and expenses not yet determined) and going forward royalties under a license, a settlement that remains subject to Court approval. You can read more about this matter in Billboard.

Sklaver's many significant and widely covered class action results in 2016 helped secure Susman Godfrey's recognition as Law360's "Class Action Group of the Year" in early 2017. You can read that article annou

John Mcfarland
Chief Executive Officer
NorthStar

A financial services professional with a wealth of international and domestic experience focused on delivering operational excellence. Expert knowledge of offshore distribution channels, hedge fund operations, clearing platforms and alternative asset administration. Proven track record of operational success and ability to initiate financial control strategies that add directly to the bottom line. Exceptional relationship management, ability to develop and maintain professional relationships and effectively communicate organizational message to key partners and service providers.

Nate McCormick
Vice President, Acquisitions
Magna Life Settlements

Nate joined Magna Life Settlements in June of 2011. At Magna, he acquires new policies for funding sources and has helped grow the firm into a leading life settlement provider. After completing an internship with Vida, the parent company, he joined the firm as an analyst on the Portfolio Management Team, specializing in financial modeling and valuation. Currently, he assists in the management and optimization of the Vida managed portfolios and is integral in the valuation and asset acquisition process. Nate graduated from St. Edward's University in 2011 with a BBA in finance and marketing.

Darryl Glatthorn
CEO
RiverRock Funds

Mr. Glatthorn's recent professional experience includes over thirteen (13) years on the investment side of the life settlement industry in addition to founding Equus Financial Consulting LLC, an SEC registered/FINRA member broker-dealer specializing in alternative investments. Prior to founding Equus, Mr. Glatthorn spent eight years as a partner and Head Trader at Zweig DiMenna Associates, a New York-based hedge fund dedicated to equity investing. Earlier in his career, Mr. Glatthorn was employed at UBS/PaineWeber in equity derivatives sales and in institutional equity sales at Morgan Stanley and Lehman Brothers. Mr. Glatthorn is a graduate of Babson College where he majored in accounting and went on to become a Certified Public Accountant (inactive). He currently holds the Series 7, 24, 63 and 79 licenses.
Mark Venn
Owner
ClearLife Limited

CEO of a software and consulting company focused on longevity risk markets, including equity release/reverse mortgage lending and life settlements.