

# CAS 2005 SEMINAR ON REINSURANCE

## THE REINSURANCE BUYING PROCESS – HAVE THE RULES CHANGED?

**Moderator:** Tom Duffy, FCAS, CPCU  
Actuary  
Milliman, Inc.

**Panelists:** Robert C. Andrews, CPCU  
Vice President & Manager of Ceded Reinsurance Operations  
Liberty Mutual Insurance Company

Scott C. Belden, ACAS  
Managing Director, Risk Reinsurance  
Travelers/St. Paul

What factors drive reinsurance purchases?

How are markets selected?

How does the deal get “done” (or not)?

What is a “successful” placement?

Has the claims process changed? Does it influence buying?

How do we address collection issues: disputes, insolvency, runoff?

Is reinsurance as valuable today?