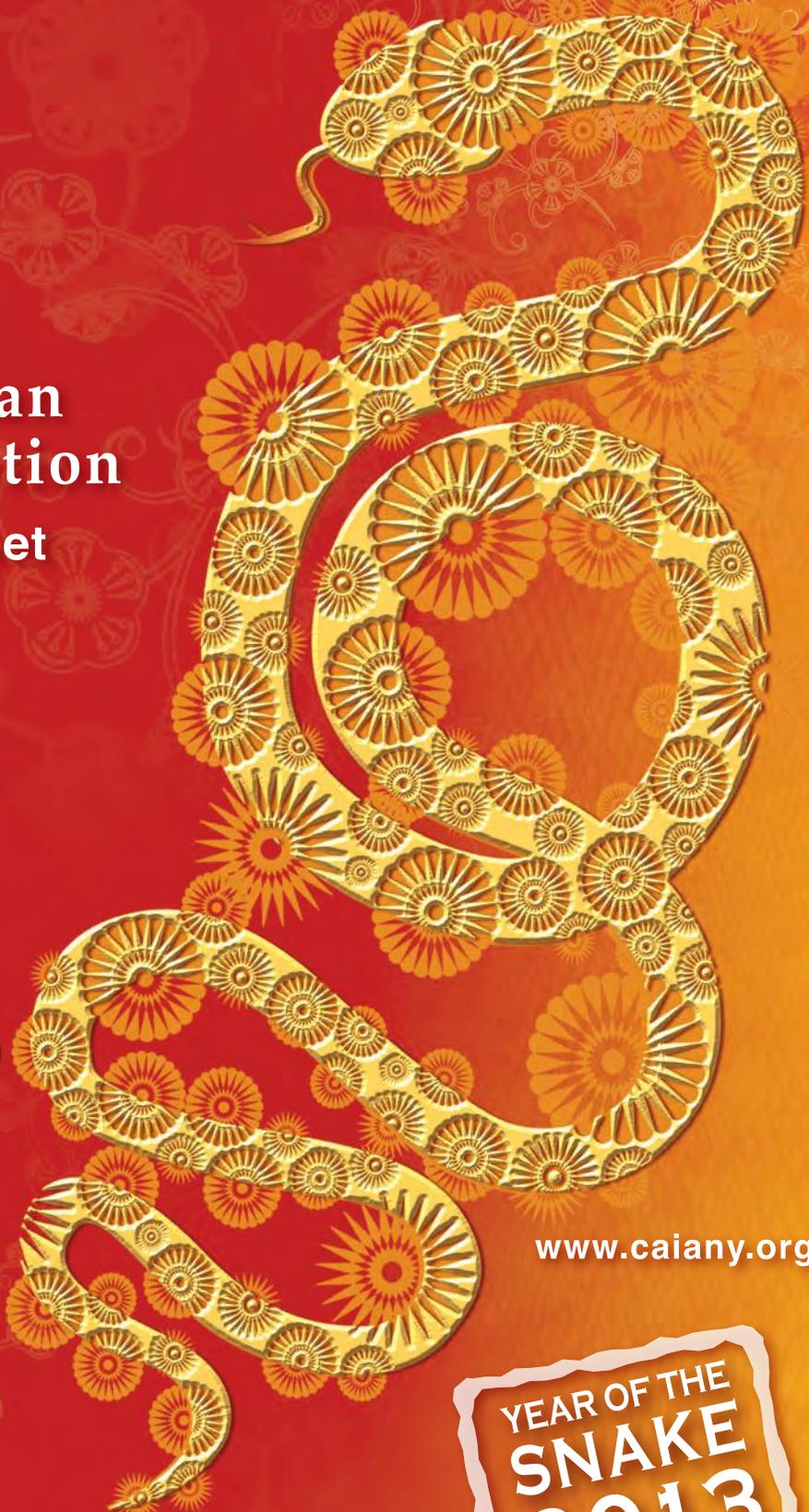




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Insurance Association
22nd Annual Banquet

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State of New York

Executive Chamber

Proclamation

Whereas, the Empire State appreciates our thriving Asian and Pacific Islander communities and their rich and wonderful heritage, and all New Yorkers join to celebrate one of their most important and time-honored traditions on February 10, 2013, welcoming Lunar New Year 4711; and

Whereas, according to the lunar calendar, this new year hails the arrival of the "Year of the Snake," the sixth sign represented in the zodiac, with the snake symbolizing such characteristics as intelligence, grace, intuitiveness, and practicality; and

Whereas, the Lunar New Year invites people to celebrate one of the most distinct and ancient traditions of Asian and Pacific Islander communities, as families and friends take the opportunity to pay respect to their ancestors and give thanks to their communities with festivals, parades, and joyful gatherings of all sizes that preserve and enrich this proud legacy of a cherished heritage; and

Whereas, New Yorkers recognize that our vibrant Asian and Pacific Islander communities contribute daily to the strength of America and add to our state's reputation as a center of cultural diversity and richness; events taking place throughout Lunar New Year 4711 provide an opportunity for all to experience the unique culture of the Asian and Pacific Islander communities and join in hopeful anticipation of the year to come; and

Whereas, the Lunar New Year is a time of reunion and thanksgiving, with the promise of a future filled with peace and prosperity, and it is fitting for all New Yorkers to join in spirit with our Asian and Pacific Islander communities as they celebrate and welcome Lunar New Year 4711;

Now, Therefore, I, Andrew M. Cuomo, Governor of the State of New York, do hereby proclaim February 10, 2013 as

LUNAR NEW YEAR DAY

in the Empire State.



Given under my hand and the Privy Seal of the State at the Capitol in the City of Albany this twenty-second day of January in the year two thousand thirteen.


Governor


Secretary to the Governor

SNAKE BANQUET PROGRAM

2:30 – 5:00 EDUCATIONAL SEMINARS

5:30 REGISTRATION & COCKTAILS

6:45 LION DANCE

7:00 GREETING & INTRODUCTION
TIMOTHY AMAN – BANQUET CHAIR

**WELCOME REMARKS & INTRODUCTION OF
THE BOARD OF DIRECTORS**
RICHARD HSIA – PRESIDENT

ACKNOWLEDGEMENT OF SPECIAL GUESTS
LYNN GUAN – VICE PRESIDENT

7:15 DINNER

7:45 INTRODUCTION OF THE HONOREE — MING LEE
TIMOTHY AMAN – BANQUET CHAIR

HONOREE REMARKS
MING LEE, PRESIDENT & CEO, AIR WORLDWIDE

8:15 PRESENTATION OF SCHOLARSHIP AWARDS
BETTE MUI – BOARD OF DIRECTOR

8:40 PRESENTATION OF COMMEMORATIVE PLAQUES
RICHARD HSIA – PRESIDENT
LYNN GUAN – VICE PRESIDENT
DAVID LOUIE – SECRETARY
EDWARD LOUIE – TREASURER

9:45 CLOSING REMARKS
TIMOTHY AMAN – BANQUET CHAIR



THE CITY OF NEW YORK
OFFICE OF THE MAYOR
NEW YORK, NY 10007

March 14, 2013

Dear Friends:

It is a great pleasure to welcome everyone to the Chinese American Insurance Association's 22nd Annual Chinese New Year Banquet.

New York City is working hard to create jobs and attract private sector investment to neighborhoods across the five boroughs. The insurance services industry plays an important role in our economic growth. That is why we are proud to recognize the professionals of CAIA who are committed to improving our Asian American communities by protecting small business owners, expanding opportunities for entrepreneurs, and helping individuals secure their financial well-being. Through its efforts to educate our residents on everything from the benefits of insurance products to healthcare options for seniors, this organization has strengthened our City and built a brighter future for us all. I applaud CAIA for its many accomplishments and join all those gathered in looking forward to an even more prosperous Year of the Snake.

On behalf of all New Yorkers, congratulations to tonight's honoree, Ming Lee, and please accept my best wishes for a terrific banquet and continued success.

Sincerely,

A handwritten signature in black ink that reads "Michael R. Bloomberg".

Michael R. Bloomberg
Mayor

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HONOREE

MING LEE



AIR Worldwide President and CEO S. Ming Lee is responsible for setting AIR's global strategy and overseeing its worldwide operations. Since joining AIR in 1996, Mr. Lee has filled a number of senior leadership roles and led several departments, including Consulting Services, Product Management, and Operations and Finance. He has directed AIR's pioneering modeling support for insurance-linked securities since their introduction and was directly involved in many of the insurance industry's landmark securitization transactions. With Mr. Lee's guidance, AIR Worldwide now dominates risk modeling in the catastrophe bond

space. Mr. Lee has also led AIR's work in the corporate, government, and weather risk management sectors, where he assisted corporations and government agencies in assessing their exposure to catastrophe risk. He writes extensively about how insurance executives should think about catastrophe risk for AIR's ongoing series of articles, *Perspectives*.

Prior to joining AIR, Mr. Lee was a co-founder and President of FormWorx Corporation, a developer of computer software he managed through its entire life cycle—startup, growth, profitability, and acquisition. His software experience also includes his role as Vice President of Business Development at Dragon Systems, Inc., and Group Director at Power Up Software Corporation. Prior to entering the software industry, Ming was a management consultant with Resource Planning Associates. A former U.S. Navy officer, Mr. Lee holds a B.S. in Electrical Engineering from the Massachusetts Institute of Technology and an MBA from Stanford Graduate School of Business.

Mr. Lee is a member of the Governing Board of the Global Earthquake Model (GEM) initiative and sits on the board of AIR's sister company Atmospheric and Environmental Research (AER), which helps businesses and governments better anticipate and manage climate- and weather-related risks.

AIR Worldwide invented catastrophe modeling in 1987 with its first model for U.S. hurricanes. Today, AIR models the risk from catastrophes such as earthquakes, hurricanes, tornadoes, wildfire, flood, drought, and terrorism in more than 90 countries. Since AIR's founding, catastrophe modeling has become an invaluable tool in managing large and unpredictable losses across the insurance industry and beyond. Catastrophe model output has become the currency for understanding and quantifying risk in insurance and reinsurance transactions.

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PRESIDENT'S MESSAGE

Richard C. Hsia



We've all witnessed that both Mother Nature and Human Nature can go to EXTREMES — wreaking havoc to real people on our planet. We hope the Year of the Snake will prove propitious, and at least the political climate will change. Most Snakes have the smarts to avoid physical and fiscal cliffs. Snakes have enough control to know not to plunge off the cliff. So it seems we have a lot to learn from Snakes. Can we learn to live with extremes? Can we avert calamities and calumnies?

On behalf of the Chinese American Insurance Association (CAIA) and its Board of Directors, we welcome everyone to the CAIA Snake Banquet, and give thanks to all, including our many sponsors, for their participation and support, which we greatly value.

It is with pride and pleasure that the Chinese American Insurance Association honors Ming Lee, President and CEO of AIR Worldwide, celebrating the Year of the Snake, a symbol of graceful sophistication, keen intelligence, great charm, deep wisdom, creative problem solving, abiding conscience, and excellence in doing business. (To learn more about Snakes, read "DON'T TREAD ON ME" in the CAIA Snake Journal.)

Global leaders in understanding and quantifying risk, Ming Lee and AIR Worldwide are renowned for unique comprehension of catastrophes that impact our planet, including natural disasters such as Superstorm Sandy. So we have a lot to learn from Ming Lee and AIR Worldwide, in predicting the unpredictable, to challenge and change reality for the better.

As the leading organization unifying Chinese and other Asians working throughout the insurance industry, CAIA seeks to challenge and change reality for the better. Led by the U.S. and China, the world is ever-changing, with a multitude of risks to be recognized, financed and managed by the dynamic insurance industry. That's why:

- we support relief efforts for Chinatown businesses hurt by Superstorm Sandy;
- we hold educational seminars to elevate understanding about the complexities of insurance;
- we meet with CIRC, and translate DFS Consumer Guides into Chinese, so that confusing issues can be understood and applied;
- we grant scholarships to worthy students seeking to join and contribute to the insurance industry; and
- CAIA is collaborating with Ascend, a Pan-Asian leadership nonprofit, to hold a Career Fair at Yankee Stadium on Saturday (9-5), April 20, 2013, at Yankee Stadium, focusing on the insurance industry and financial services.

CAIA believes that talent, drive, diversity and opportunity are crucial to the growth, advancement and success of Asian-American professionals as well as the insurance industry. We welcome your participation and support.

Sincerely,

Richard C. Hsia



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JOHN C. LIU
COMPTROLLER

March 14, 2013

The Chinese American Insurance Association
115 Bowery Street
New York, NY 10002

Dear Friends:

It is my pleasure to extend greetings and a Happy Year of the Snake to all those attending The Chinese American Insurance Association's 22nd Annual Chinese New Year Banquet.

Throughout the years, The Chinese American Insurance Association has done outstanding work to educate members of the community about insurance issues that affect their lives. Its commitment to excellence, service and leadership has made a positive impact on all communities.

Thank you for bringing us together to celebrate community and service. Please accept my best wishes for your continued success.

Sincerely,


John C. Liu

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Year of the Snake 2013



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Travelers applauds the Chinese American Insurance Association (CAIA) for its effort in helping us connect with the Asian American community. The support the CAIA provides – including professional and career development; education for the community on insurance-related topics; and education for Travelers on the products, services and cultural needs of Asian Americans – is invaluable as we continue to build relationships across a diverse customer base. To learn more about opportunities with Travelers, visit travelers.com/agents.



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The Chinese American Insurance Association's
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Ming Lee

President and Chief Executive Officer
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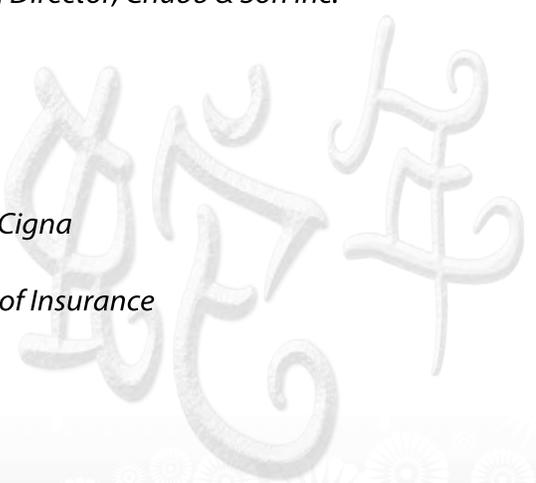


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- 2008 Eric R. Dinallo**, *Superintendent of Insurance, New York*
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- 1999 Heidi Hutter**, *Chief Executive Officer, Swiss Re*
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- 1996 James Duffy**, *President, St. Paul Re*
- 1995 Ted Athanassiades**, *President, MetLife*
- 1994 Edward Hanley**, *President - International Division, Cigna*
- 1993 Salvatore Curiale**, *New York State Superintendent of Insurance*
- 

Congress of the United States
Washington, DC 20515



March 14, 2013

Dear Friends:

I am pleased to send my warmest greetings to all gathered at the Twenty-Second Annual Chinese New Year Banquet of the Chinese American Insurance Association (CAIA).

Established in 1990, the CAIA works tirelessly to educate the community about important insurance issues that impact their lives. A dedicated grassroots organization, CAIA is comprised of a skilled and wide-ranging membership of professionals from the Life, Health, Property, and Casualty Insurance Industry.

Through a variety of programs, CAIA works to bring its knowledge into our local communities. Its sponsorship and coordination of consumer education programs on safe driving practices, health care reform, care options for seniors and much more has immeasurably helped in keeping the public informed on the ways in which insurance can help protect a person's business and personal assets.

Please accept my best wishes for a wonderful Banquet and much continued success!

Sincerely,

A handwritten signature in black ink, appearing to read 'Grace Meng', written in a cursive style.

Grace Meng
Member of Congress

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The Chinese American Insurance Association gratefully acknowledges the generous contributions of the sponsor for tonight's celebration.

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THE CITY OF NEW YORK
OFFICE OF THE PRESIDENT
BOROUGH OF MANHATTAN

SCOTT M. STRINGER
BOROUGH PRESIDENT



March 14, 2013

Dear Friends,

It is my great pleasure to congratulate the Chinese American Insurance Association on the occasion of the 22nd Annual Chinese New Year Banquet.

New York is home to the largest ethnically Chinese population outside of Asia, and the Chinese American Insurance Association has served this community diligently since its inception, organizing numerous consumer education seminars on various issues including safe driving practices, health care reform and care options for senior citizens. We are grateful that organizations like CAIA are hard at work building bridges between the Chinese-American community and New York's State and City governments. Your work over the last twenty years has helped create a dynamic, successful neighborhood business community and enriched the lives of individual New Yorkers as well as the economy of our city as a whole.

I would also like to take this opportunity to thank and commend tonight's honoree, Ming Lee, President and CEO of AIR Worldwide.

Once again, congratulations on twenty-two years of achievement, and best wishes to all in the Year of the Snake!

Sincerely,

A handwritten signature in blue ink that reads "Scott M. Stringer".

Scott M. Stringer

SCHOLARSHIP PROGRAM

The CAIA Scholarship Program began over ten years ago under the Direction of Mr. Stephen Boon, President of CAIA at that time. This scholarship program for Asian American Students was created to honor the memory of Mr. James Ying. Mr. Ying was an original charter officer of this Board and a truly fine and ethical man whose untimely passing was a harsh loss.

Once again, the Board of Directors pledges its commitment to this scholarship for worthy students who demonstrate need and dedication to their studies. This year we have increased the total scholarship from \$5000 to \$9000 and have selected three outstanding candidates. We proudly recognize Edwin Lee, Jia Wang and Yang Zhang as the recipients of 2013 CAIA Scholarship.

All three recipients are currently attending St. John's University. Edwin is pursuing a major in Risk Management and Insurance. Jia is in the masters program in Risk Management and Insurance, and Yang is majoring in Actuarial Science.

Edwin is on the Dean's List and a member of the St. John's Phi Eta Sigma National Honor Society. His also a member of the St. Vincent de Paul Society and the Intervarsity Christian Fellowship. Edwin is also an assistant coach for the AmeriAsian Tennis Association. With all of this he is still able to maintain a grade point average of 3.9.

Jia is a member of the St. John's Honors Program. Jia was a volunteer in the 2008 Olympic Games and various community service campaigns in China. Jia is a graduate student in St. John's Risk Management and Insurance program and maintains a grade point average of 3.43.

Yang is a member of the St. John's Phi Eta Sigma National Society. Yang has volunteered in the Brooklyn Public Library for more than 200 hours. Last summer he also volunteered as a teacher in rural China. He is maintaining a grade point average of 3.84.

We heartily congratulate Edwin Lee, Jia Wang and Yang Zhang on their achievements and wish them all great future success.

Top 10 Historical Hurricanes and What Would They Cost Today?

It is commonly thought that as many as six of the top 10 historical insured hurricane losses in the United States occurred in 2004 and 2005, with Hurricane Ike in 2008 claiming its place among the top five. But these rankings are based on reported insured losses at the time the events took place—and while they may be trended to today's dollars, they are not trended to today's exposures. The number and value of properties in the United States—and particularly in areas at risk—have increased dramatically in the past century, well beyond the rate of inflation. The more interesting question, then, is what the ranking would be if these historical hurricanes were to recur today.

The following tables show the estimated impact of the top 10 historical U.S. hurricanes and earthquakes based on insured losses. For hurricanes, AIR simulated the meteorological characteristics of each storm using the AIR Hurricane Model for the United States. Similarly, the ground motion of historical earth-

quakes was simulated using the AIR Earthquake Model for the United States. The resulting estimates of losses represent what these events would cost the insurance industry today based on AIR's detailed industry exposure database and peril-specific take-up rates.

The real purpose of catastrophe models is to prepare for potential large losses before they occur. To account for the full range of potential scenarios, the AIR U.S. hurricane and earthquake models contain many possible events that could result in even higher losses than those listed below.

What follows is a brief discussion of three each of the top 10 historical hurricanes and top 10

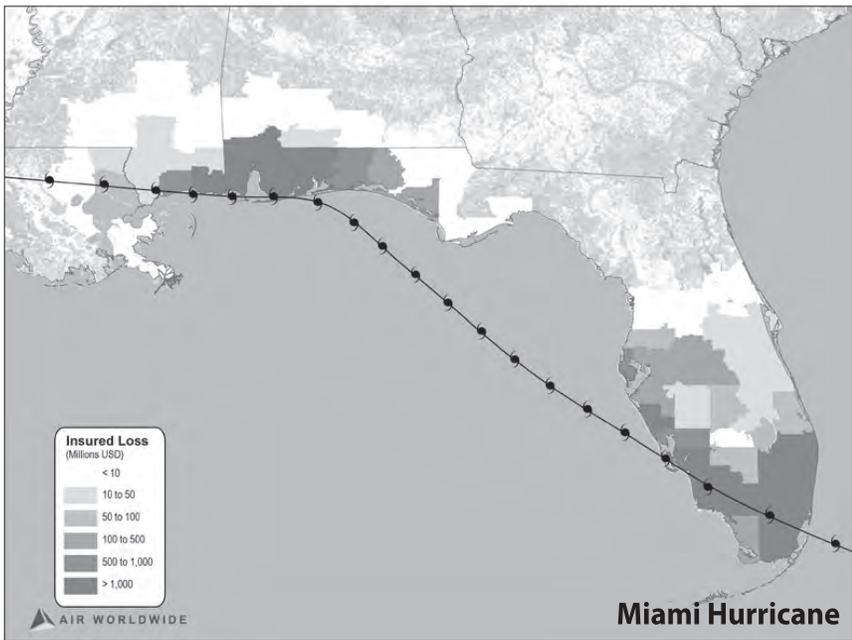
Estimated Insured Losses for the Top 10 Historical Hurricanes Based on Current Exposures			
Date	Event Name	Category	Insured Loss*
September 18, 1926	Miami Hurricane	4	USD 125 billion
August 24, 1992	Hurricane Andrew	5	USD 57 billion
September 17, 1947	1947 Ft Lauderdale Hurricane	4	USD 53 billion
September 17, 1928	Great Okeechobee Hurricane	5	USD 51 billion
August 29, 2005	Hurricane Katrina	3**	USD 45 billion
September 9, 1965	Hurricane Betsy	3	USD 45 billion
September 9, 1900	Galveston Hurricane of 1900	4	USD 41 billion
September 10, 1960	Hurricane Donna	4	USD 35 billion
September 21, 1938	The Great New England Hurricane	3	USD 33 billion
September 5, 1950	Hurricane Easy	3	USD 23 billion
*Modeled loss to property, contents, and business interruption and additional living expenses for residential, mobile home, commercial, and auto exposures as of December 31, 2011. Losses include demand surge.			
** This refers to Katrina's second landfall in Louisiana.			

earthquakes and corresponding maps that illustrate the insured loss amounts from the tables. Because the top three historical hurricanes all made landfall in Florida, to provide geographic diversity we will discuss the Miami Hurricane (#1), the Galveston Hurricane (#7), and The Great New England Hurricane (#9). The top three historical U.S. earthquakes occurred in the Midwest and on the West and East Coasts, in that order, so they provide a more representative geographic sample.

Earthquakes in the U.S.:

By **Beverly Porter**

Beverly Porter is a vice president at catastrophe modeling firm AIR Worldwide.



Three Top 10 Hurricanes

Miami Hurricane (1926)

The 1926 Miami hurricane was an intense storm that devastated Miami and caused extensive damage in the Florida Panhandle, Alabama, and the Bahamas. On September 18 the hurricane made landfall south of Miami as what would now be categorized as a Category 4 storm; winds on the ground were reported at 125 mph and storm surges of 15 feet inundated the area.

The storm crossed Florida, entered the Gulf of Mexico, and made landfall again near Mobile, Alabama, on September 20 as a Category 3. The storm then traveled westward over Alabama and Mississippi, eventually dissipating after entering Louisiana. Heavy damage from wind, rain, and storm surge were reported along the Florida coast, but the greatest devastation was in Miami. It is estimated that between 25,000 and 50,000 people were left homeless, and nearly 370 people were killed.

Galveston Hurricane (1900)

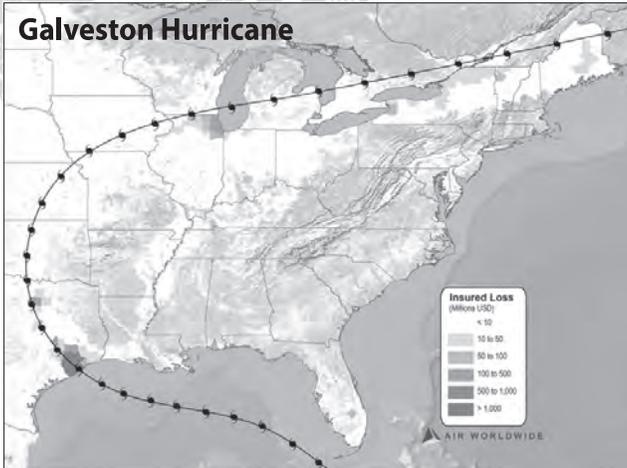
In 1900 Galveston was the largest city in Texas, a prosperous, booming metropolis of some 40,000 people. The hurricane that struck Galveston on September 8, 1900, is the deadliest natural disaster in the history of the United States, with

Estimated Insured Losses for the Top 10 Historical Earthquakes Based on Current Exposures

Date	Event Location	Magnitude	Insured Loss*
February 7, 1812	New Madrid, MO	7.7	USD 112 billion
April 18, 1906	San Francisco, CA	7.8	USD 93 billion
August 31, 1886	Charleston, SC	7.3	USD 44 billion
June 1, 1838	San Francisco, CA	7.4	USD 30 billion
January 17, 1994	Northridge, CA	6.7	USD 23 billion
October 21, 1868	Hayward, CA	7.0	USD 23 billion
January 9, 1857	Fort Tejon, CA	7.9	USD 8 billion
October 17, 1989	Loma Prieta, CA	6.3	USD 7 billion
March 10, 1933	Long Beach, CA	6.4	USD 5 billion
July 1, 1911	Calaveras, CA	6.4	USD 4 billion

*Modeled loss to property, contents, and business interruption and additional living expenses for residential, mobile home, commercial, and auto exposures as of December 31, 2011. Losses include demand surge and fire following earthquake. Policy conditions and earthquake insurance take-up rates are based on estimates by state insurance departments and client claims data.

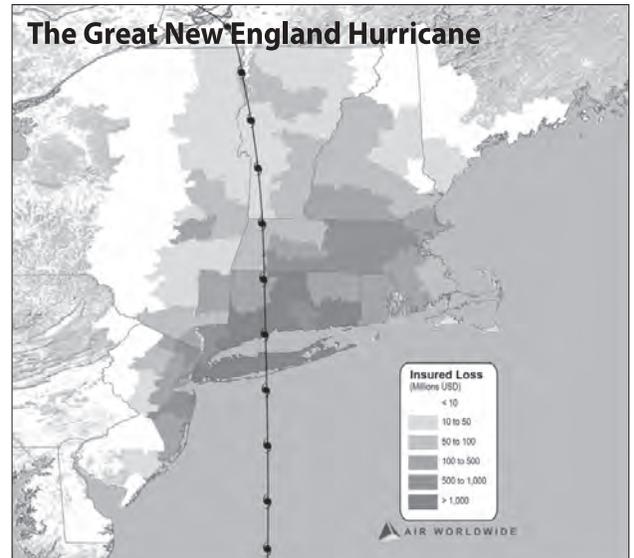
Top 10 Historical Hurricanes and What Would They Cost Today?



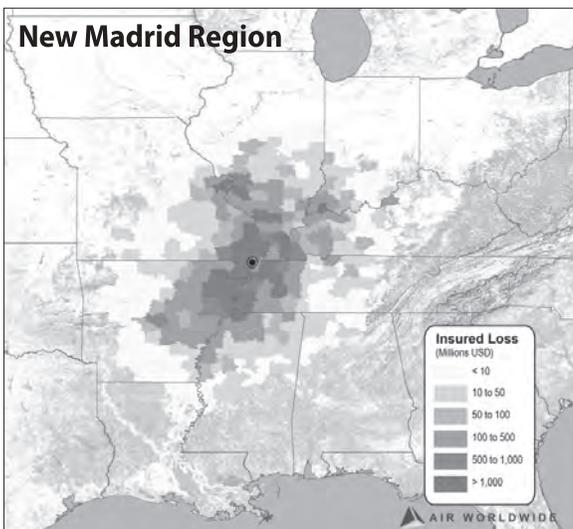
an estimated 8,000–12,000 losing their lives. The storm made landfall with 135 mph winds, which would have made it a Category 4 storm in today's terms. The greatest damage stemmed from the 15-foot storm surge that washed over the low-lying harbor town, which destroyed more than 3,600 homes and wiped out bridges and telegraph lines.

The Great New England Hurricane (1938)

By far the most severe hurricane to have struck the northeastern United States



since 1900 was the Great New England Hurricane of 1938. The storm made landfall in Suffolk County, Long Island, on September 21, and continued through Connecticut, Massachusetts, and into Vermont and even Canada. Maximum sustained winds of 121 mph, with peak gusts of 184 mph were recorded. Heavy winds and storm surges resulted in approximately 680 deaths, 700 injuries, and the damage or destruction of 57,000 homes throughout the Northeast. Significant structural damage occurred far inland because the storm traveled at a forward speed of 50 mph, covering 600 miles in just 12 hours. Rainfall and surges submerged communities along the coast in floodwaters that were measured up to 13 feet high.



Top 3 Historical Earthquakes

New Madrid Region (1811-1812)

Between December 16, 1811, and March 15, 1812, a series of devastating earthquakes struck the interior of the continental United States. The series defined the New Madrid Seismic Zone, named after New Madrid, Missouri, which was the town closest to the epicenter of the earthquake sequence. During the three-month period, the area was shaken by more than 100 earthquakes, among them a cluster of very large events: an earthquake with a magnitude of 7.2 on December 16, 1811; another with a magnitude of 7.1 on January 23, 1812; and the largest with a magnitude of 7.7 on February 7, 1812.

Earthquakes in the U.S.:



In an area sparsely populated at the time, most of the destruction was done to the landscape, which still shows evidence of uprooted forests, massive landslides, sand blows, and fissures covering an area of about 232,000 square miles.

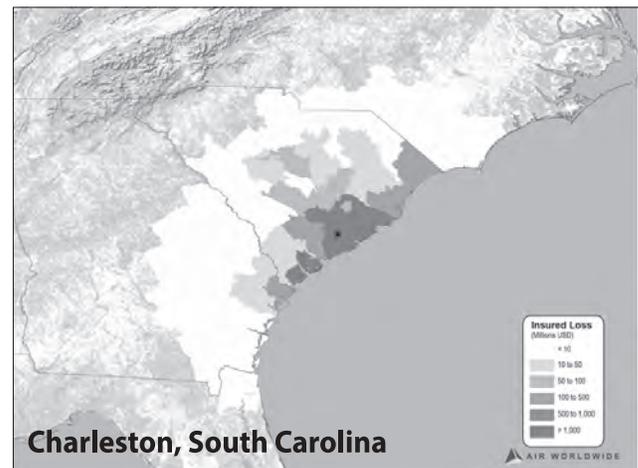
San Francisco, California (1906)

The magnitude 7.8 earthquake that struck San Francisco on April 18, 1906, remains one of the most devastating earthquakes in the history of California. It caused an estimated 3,000 deaths. The earthquake created the longest fault rupture ever observed in the continental United States, extending nearly 300 miles along the

northern San Andreas Fault. In San Francisco, pavements buckled, houses of ordinary brick and frame construction were destroyed, sewers and water mains were broken, and streetcar tracks were torn and bent out of shape. Pipelines were broken, and roads were impassable, shutting off water supply to the city, which in turn made it impossible to fight the fires that ignited due to overturned stoves and broken gas lines. At least 50–60 fires burned in the city for four days.

Charleston, South Carolina (1886)

On September 1, 1886, Charleston, South Carolina, was struck by a magnitude 7.3 earthquake, one of the largest shocks on record for eastern North America. Craters and fissures from this earthquake were observed over an area of 500 square miles. More than 50 miles of railroad track was severely damaged and the track four miles northwest of Charleston formed S-shaped curves in places where they were formerly straight. Wide cracks appeared along the banks of the Ashley River and as the banks collapsed, large trees were uprooted and carried into the river along with the sand.



The earthquake damaged or destroyed most of the buildings in the city of Charleston. Structural damage was reported as far away as central Alabama, Ohio, eastern Kentucky, Virginia, and West Virginia. Shaking was reported as far away as Boston and Chicago.

Closing Thoughts

Historical catastrophes serve as a reminder of the critical importance of proactive risk management—and of just how large losses can be. And while the probability that any given event will occur again exactly as it did in the past is virtually zero, model developers can learn important lessons from examining past events and then apply their knowledge to everyone's benefit.



THE PUBLIC ADVOCATE FOR THE CITY OF NEW YORK

Bill de Blasio · PUBLIC ADVOCATE

March 14th, 2013

Dear Friends,

It brings me great pleasure to join The Chinese American Insurance Association in celebrating the Year of the Snake at their 22nd annual Chinese New Year Banquet.

As Public Advocate for the City of New York, I would especially like to extend my congratulations to this year's honoree, Ming Lee, President & CEO of AIR Worldwide. Mr. Lee is to be commended for his leadership in the insurance field.

The Chinese American Insurance Association has long been a pioneer in building bridges among the Chinese community and New York State and city governments. I am inspired by the role CAIA's vast network plays in improving the New York Community, and tonight's honoree is an impressive example of their commitment to service.

Please accept my best wishes on this very special occasion.

Warm regards,

A handwritten signature in black ink that reads "Bill de Blasio".

Bill de Blasio
Public Advocate for the City of New York



DON'T TREAD ON ME

Richard C. Hsia

Cecil the Sea-Sick Sea Serpent, with his cartoon pal Beany, is among the first and only attempts to humanize the Snake, trying to make Snakes cute and even cuddly.

Why do so many people think Snakes are sinister, slithery, slippery, and even evil?

Maybe the genesis of this myth maligning the Snake has something to do with original sin and succumbing to temptation in the Garden of Eden, when as Devil-incarnate the Serpent, speaking with forked tongue, caused Adam and Eve to be cast out of paradise forever and fruitlessly over biting an apple.

In more contemporary terms, unluckily throwing Snake Eyes will make you crap out in craps and lose money, if not your head. Perhaps because as a creepy crawly reptile, Snake can also spell sneak, and excel at camouflage. Plus Snakes, like Dracula, have fangs.

More pointedly, some Snakes are venomous with poisonous personalities --- just like some human beings who, in their toxicity, denigrate and diminish humanity. Of course, no one flying wants Snakes on a plane.

There is a recurring anti-Snake motif in movies. Snakes have been featured to frighten unbelievers in the James Bond film "Live and Let Die" set in fictional San Monique, and Indiana Jones' fear of Snakes was revealed to young Indy at the outset of the "Last Crusade" only for that dread to be revisited when, as tomb raider, he finds himself sealed with thousands of squirming Snakes within the Well of Souls in "Raiders of the Lost Ark".

But Snakes get a bad rap. Snakes actually have innumerable virtues. After all, Snakes always have skin in the game, and thus are most courageous risk takers and admirable risk sharers. Unlike humans unable to shake off their burdens and forge forward, Snakes can shed their skins, and move on.

Snakes are seductive, sinuous and renowned for great Flexibility --- willing and able to twist, turn and coil themselves in any direction and every dimension in order to achieve their destination and objective.

Snakes inspire action --- especially nowadays, when people and politicians, purporting to represent people, have become so intransigent and so unwilling to interact, much less intertwine, making it still harder to cope, much less copulate.

CAIA 2013 EVENT CALENDAR

February 10th	Lunar New Year, Year of Snake
March 14th	Annual Banquet
April	Banquet Review & Recommendations
April 20th	Career Fair at Yankee Stadium
May	Insurance Day with CPCU
June	Education Seminar, TBA
June	Strategic Planning
July	Honoree Nomination
September	Annual Banquet Preparation
October	Education Seminar
November	Scholarship Candidates Selection
December	Holiday Network Party

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DON'T TREAD ON ME

Snakes symbolize vitality and the healing arts. Entwined around the rod of Asclepius, the Greek god of medicine, the Snake serves as the emblem of the American Medical Association and the World Health Organization. In Biblical times, Moses performed miracles, including parting the Red Sea, with a serpent transformed into his staff. Exodus 4:2-4; Numbers 21:8; John 3:14-15.

Snakes are iconic. Coiled and ready to strike, Snakes are potent symbols of Liberty and Freedom, as the Revolutionary War flag recognized, waving proudly in the wind. So Snakes capture our values and ideals, our sense of community and, indeed, the American spirit. Anyway, never step on a Snake in the grass. Spake the patriotic Snake: Don't Tread On Me.

Fundamentally, Snakes reflect and represent the beauty and value of Diversity. Snakes come in:

- all sizes and shapes;
- different lengths, from surprisingly short to extremely long;
- a wide range of dazzling textures and patterns; and
- all colors of the rainbow.

Snakes thus serve as a model for maximizing the potential of the human spectrum.

With over 2,800 different species around the world, there are all kinds of Snakes, including: giant anacondas, aspiring asps, boa constrictors, king cobras, cunning copperheads, incisive indigos, garden gartners, baby rattlers, sweet sidewinders, vile vipers, water moccasins, mamboing mambas, Monty pythons.

Apart from these positive characteristics, Snakes have real character. Of all the 12 animals in the perpetual celestial cycle, the Snake is the most down-to-earth. The Snake is a symbol of graceful sophistication, keen intelligence, great charm, deep wisdom, creative problem-solving, abiding conscience, and excellence in doing business.

The Year of the Snake, 4711, began on February 10, 2013, and will be auspicious. So you should be proud and glad if you happen to be a Snake. If born in 1905, 1917, 1929, 1941, 1953, 1965, 1977, 1989, 2001, or this year, chances are you're a Snake. All things, including prosperity, peace and love, become possible. You can even form a cult.

Snakes Alive!

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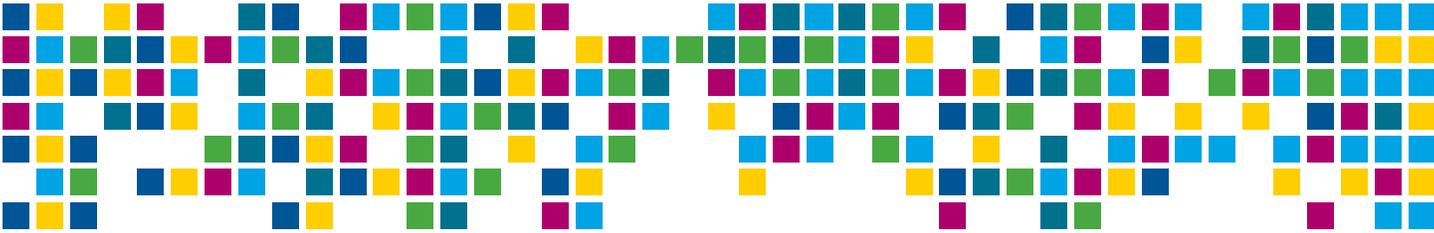
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Extension of Guy Carpenter's Asia

Floods are among the most destructive hazards and as more people move to urban areas, flooding is having a growing impact on larger populations and economic losses.

Flood risk is prevalent and increasing in almost every developing economy. Recent studies by Swiss Re¹ and the Organisation of Economic Co-operation and Development (OECD)² suggest flood loss potential will grow as emerging economies continue to prosper.

This development is especially true in Asia Pacific. The Swiss Re study on flood risk in emerging markets ranked developing nations by flood exposure. China tops the list for the highest flood risk in emerging markets, followed by the other BRIC nations (Brazil, Russia and India) and Thailand is ranked seventh and Vietnam is tenth. This heightened flood risk, combined with the expected rapid increase in economic growth and insurance penetration in these countries, emphasizes the flood loss potential in emerging countries, particularly in China and India where several large industrial parks are located.³

Guy Carpenter has long recognized the potential impact of significant flood losses in Asia. (Re)insurers covering risks in key urban areas in China now have the means to better manage their flood exposures with a model developed by Guy Carpenter in conjunction with an independent research and consultancy organization specializing in hydraulic flood modeling software. The model allows for analysis up to a 500-year return period and enables clients to better estimate their probable maximum losses at various return periods based on their commercial, industrial and residential exposure.

Guy Carpenter first introduced its pioneering Asian flood model in 2008, applying the experience gained from its successful European flood model developments. The European experience was combined with its local knowledge of the flood hazards of specific regions of

Flood Model to China

Asia. This led to the release of the first flood model for Thailand where its focus was the Chao Phraya basin.

In 2011 the Asia flood model coverage was extended to the main flood risk areas in Jakarta, Indonesia, where increasing population pressure and subsidence of areas already under mean sea level have been contributing to an increase of flood risk. Again, the release represented the first flood model in the country. In 2012 Guy Carpenter released the flood model for India, which covers 23 major urban areas.

The flood modeling coverage has now increased with the expansion to China, where flooding is likely one of the most costly perils the country faces. Once again, the model is the first available in China. The initial roll-out covers ten urban areas, including, Shanghai, Guangzhou and Nanjing, and also the area around Taihu lake.

With the continued growth of the (re)insurance sector in Asia and the correlated need for better risk management information, Guy Carpenter is committed to the continued expansion of its Asia flood model in this dynamic part of the world.

1. *Swiss Re - Natural Catastrophes and Man-Made Disasters in 2011: Historic Losses Surface from Record Earthquakes and Floods.*
2. *Nicholls, R. J. et al. (2008) - "Ranking Port Cities with High Exposure and Vulnerability to Climate Extremes: Exposure Estimates", OECD Environment Working Papers, No. 1, OECD Publishing.*
3. *Guy Carpenter Develops Database of Industrial Estates in China, Taiwan, Thailand and Indonesia (<http://www.gccapitalideas.com/2012/10/30/guy-carpenter-develops-database-of-industrial-estates-in-china-taiwan-thailand-and-indonesia/>).*



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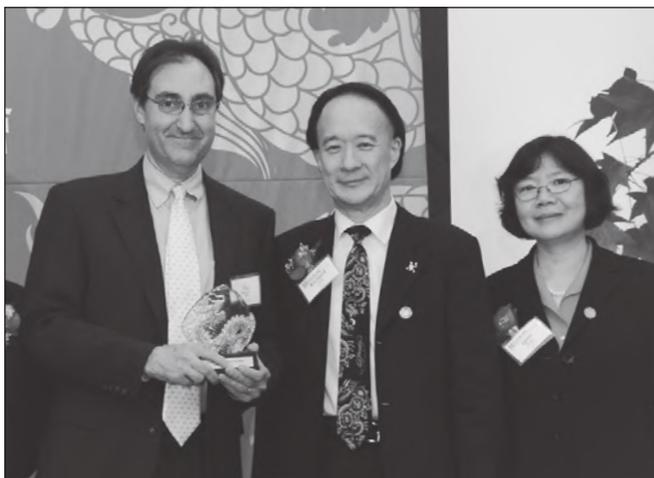
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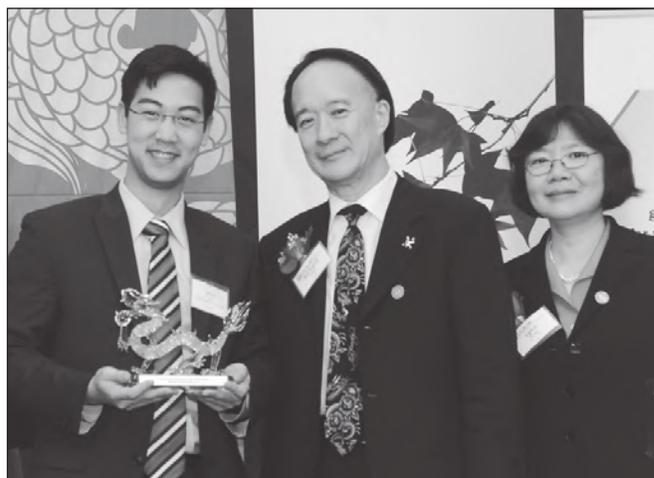
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WHAT IS YOUR SIGN?

Background Information:

The Chinese lunar calendar is the longest chronological record in the history, dating from 2637 B.C. when the first cycle of the zodiac was introduced. One complete cycle takes 60 years and is made up of five simple cycles of 12 years each. The 78th cycle started on February 1984, and will end on February 2044. Twelve animals were assigned to each of the 12 years when, according to legend, the Lord Buddha summoned all the animals to come to him before he departed from Earth. Only twelve animals came to bid him farewell. As a reward, he named a year after each one in the order that it arrived. First came to Rat, then the Ox, the Tiger, Rabbit, Dragon, Snake, Horse, Sheep, Monkey, Rooster, Dog and Pig. Thus, we have the twelve animal signs of Today. The animal ruling the year in which you were born exercises a profound influence on your life. "This is the animal that hides in your heart".



The Year of The Snake

2013, 2001, 1989, 1977, 1965, 1953, 1941, 1929, 1917

People born in the Year of the Snake are romantic, charming, and deep thinking. They say little and possess great wisdom. They never have to worry about money; they are financially fortunate. Snakes are often quite vain, selfish, and a bit stingy. Yet, they have tremendous sympathy for others and try to help those less fortunate. Snakes tend to overwork, since they have doubts about other people's judgment and prefer to rely on themselves. They are determined in whatever they do and hate to fail. Although calm on the surface, they are intense and passionate. Snakes are usually good looking and sometimes have martial problems because they are fickle. They are most compatible with the Ox and Rooster.

Some Snakes: Liz Claiborne, Elizabeth I, Carole King, Martin Luther King, Abraham Lincoln

WHAT IS YOUR SIGN?

The Year of The Horse 2002, 1990, 1978, 1966, 1954, 1942, 1930, 1918

People born in the Year of the Horse are popular, hardworking, aggressive, ambitious and intelligent. They are cheerful, skillful with money, and perceptive, although they sometimes talk too much. They are wise, talented, good with their hands, and sometimes have a weakness for members of the opposite sex. They are impatient and hot blooded about everything except their daily work. They like entertainment and large crowds. They are very independent and rarely listen to advice. No matter how integrated they seem to be, the Horses' inner self remains powerfully rebellious. Although they have boundless energy and ambition, they Horses have a hard time belonging. In general, the Horses are gifted, but in truth they are really more cunning than intelligent, and they know that. That is probably why most of them lack confidence. They are most compatible with Tigers, Dogs, and Sheep.

Some Horses: Louisa May Alcott, Chopin, Ella Fitzgerald, Aretija Franklin, Teddy Roosevelt

The Year of The Goat (Sheep, Ram) 2003, 1991, 1979, 1967, 1955, 1943, 1931, 1919

People born in the Year of Goat are elegant and highly accomplished in the arts. At first glance, they appear to be better off than those born in the Zodiac's other years. But the Goats are quite shy, pessimistic, hesitant, and over anxious. They are always passionate about what they do and what they believe in. They have remarkable strength and have patience in searching out facts and analyzing details when there is a good reason. If a reason is missing, they can be very lazy and almost daydreamers. Their good manners and charms always bring many admirers and friends. The Goats never have to worry about having the best in their life for their abilities make money for them, and they are able to enjoy the creature comforts that they like. They are wise, gentle, and compassionate. They are compatible with Rabbits, Pigs, and Horses.

Some Goats: Rachel Carson, Michelangelo, Rudolph Valentino, Barbara Walters

The Year of The Monkey 2004, 1992, 1980, 1968, 1956, 1944, 1932, 1920

People born in the Year of the Monkey are the erratic geniuses of the cycle. They are clever, skillful, and flexible. Monkeys are strong minded thinkers, planners, calculating and manipulative. They love to play with things and ideas, trying new things out and changing them until they work. They are remarkably inventive and original and can solve the most difficult problems with ease. There are few fields in which Monkey people wouldn't be successful, but they have a disconcerting habit of being too agreeable. They want to do things now, and if they cannot get started immediately, they become discouraged and sometimes leave their projects. Although good at making decisions, they tend to look down on others. Having common sense, Monkey people have a deep desire for knowledge and have excellent memories. Monkey people are strong willed, but their anger cools quickly. They are most compatible with the Dragon and Rat.

Some Monkeys: Julius Caesar, Bette Davis, Diana Ross, Elizabeth Taylor, Eleanor Roosevelt

WHAT IS YOUR SIGN?

The Year of the Rooster 2005, 1993, 1981, 1969, 1957, 1945, 1933, 1921

People born in the Year of the Rooster are deep thinkers, capable, and talented. They like to be busy and are devoted beyond their capabilities and are deeply disappointed if they fail. They are alert, sober, conservative, powerful, decisive, and intelligent. They are brave and confident in work and life and willing to move toward new horizons. The Roosters are hard working, astute, and definite in decision making, often speaking their mind loud and sound. The Roosters' emotions like their fortunes, swing very high to very low. They can be selfish and too outspoken, but are always interesting and can be extremely brave. The main virtue in the Roosters' character is loyalty; thus, they make devoted friends. They always keep their promises and are always true to their word. They are most compatible with Ox, Snake, and Dragon.

Some Roosters: Virginia Apgar, Catherine the Great, Groucho Marx, Peter Ustinov

The Year of The Dog 2006, 1994, 1982, 1970, 1958, 1946, 1934, 1922

People born in the Year of the Dog possess the best traits of human nature. They have a deep sense of loyalty, are honest, and inspire other people's confidence because they know how to keep secrets. But the Dogs are somewhat selfish, terribly stubborn, and eccentric. They care little for wealth, yet somehow always seem to have money. They can be cold emotionally and sometimes distant at parties. They can find fault with many things and are noted for their sharp tongues. The Dogs make good leaders and they are faithful to those they love. They are compatible with those born in the Years of the Horse, Tiger, and Rabbit.

Some Dogs: Cher, Bill Clinton, Shirley McLaine, George Gershwin, Herver Hoover

The Year of The Boar (Pig) 2007, 1995, 1983, 1971, 1959, 1947, 1935, 1923

People born in the Year of the Pig are chivalrous and gallant. Whatever they do, they do with all their strength. They are born to give, to yield and to serve; they constantly sacrifice their own happiness and comfort for the sake of somebody else. They have tremendous fortitude and great honesty. They don't make many friends but for the ones that they do, they make for life. Anyone having a Boar Year friend is fortunate because they are extremely loyal. They don't talk much but have a great thirst for knowledge. They study a great deal and are generally well informed. The Boars are quick temper, yet they hate arguments and quarreling. They are kind to their loved ones. No matter how bad problems seem to be, the Boars try to work them out, honestly if sometimes impulsively. They are most compatible with Rabbits and Sheep.

Some Boars: Ernest Hemingway, Lucille Ball, Mahalia Jackson, Elizabeth Cady Stanton

The Year of The Rat 2008, 1996, 1984, 1972, 1960, 1948, 1936, 1924

People born in the Year of the Rat are clever, curious, imaginative, charming and truly generous to the person they love. They work hard to achieve their goals, aspire for wealth, and are likely to be perfectionists. They are however, prudent with their money. Those born in this year have a tendency to be quick tempered and overly critical. They have high ambitions and are generally very successful. Rats are risk takers, but they always calculate the risks precisely before leaping into action. They are most compatible with people born in the years of the Dragon, Monkey, and Ox.

Some Rats: Charlotte Bronte, William Shakespeare, George Washington, Catherine I

WHAT IS YOUR SIGN?

The Year of The Ox 2009, 1997, 1985, 1973, 1961, 1949, 1937, 1925, 1913

People born in the Year of the Ox are patient, speak little, and inspire confidence in others. They tend, however, to be eccentric, and opinionated, and anger easily with their fierce tempers. Despite their lacks of oral communication, when they do speak their words are quite eloquent. Oxen are mentally and physically alert. Generally easy going, they can be remarkably stubborn, and hate to fail or be opposed. They are also hard working and persistent. They can stick to a task longer and harder than anybody else. Oxen are observant; they have remarkable memories and are good at reporting on absolutely everything that their eyes perceive. They are most compatible with Snake, Rooster, and Rat people.

Some Oxen: Walt Disney, Clark Gable, Richard Nixon, Rosa Parks, Vincent Van Gogh

The Year of The Tiger 2010, 1998, 1986, 1974, 1962, 1950, 1938, 1926, 1914

Tigers are sensitive, given to deep thinking and capable of great sympathy. They are daring fighters, capable of standing up to the bitter end for what they think is right. However, they can be extremely short tempered. Other people have great respect for them, but sometimes Tigers come into conflict with older people or those in authority. They are suspicious of others, but they are courageous and powerful. Although they love adventures, and are addicted to excitement, it is better not to challenge a Tiger's confidence. They like being obeyed and not the other way around. Tigers are most compatible with Horses, Dragons, and Dogs.

Some Tigers: Dwight D. Eisenhower, Marilyn Monroe, Marco Polo, Beatrix Potter

The Year of The Rabbit 2011, 1999, 1987, 1975, 1963, 1951, 1939, 1927

People born in the Year of the Rabbit are kind, warm, sweet, affectionate, friendly, articulate, talented, and ambitious. They are virtuous, reserved, and have excellent taste. Rabbits are admired, trusted, and are often financially lucky. They are fond of gossip, but are tactful and generally kind. Rabbits seldom lose their temper. They are clever at business and being conscientious. They never back out of a contract that they decide to sign. Call them cautious or call them timid, Rabbits will undertake nothing before they have weighted the pros and cons from every angle. That is probably why they are doing well in their work. And yet, unless they abandon their conservative nature, and become more aggressive, they will probably live a normal and average life. They are most compatible with those born in the years of the Sheep, Pig, and Dog.

Some Rabbits: Confucius, Rudolph Nureyev, Queen Victoria, Orson Welles, Jan Yolen

The Year of The Dragon 2000, 1988, 1976, 1964, 1952, 1940, 1928, 1916

People born in the Year of the Dragon are healthy, brave, honest, sensitive energetic, enthusiastic, optimistic, ambitious, aggressive, and determined in action. Dragons are idealists and perfectionists. They really enjoy starting new things and being in full control of them. They are also short tempered, and stubborn, but inspire confidence and trust. Although the Dragons tempers are hot, they can be witty, funny and generous to their friends, so most people look up to them. When Dragons enter a gathering, this popular character ignites the room. They are compatible with Rats, Snakes, Monkeys, and Roosters.

Some Dragons: Susan B. Anthony, Joan of Arc, John Lennon, Florence Nightingale

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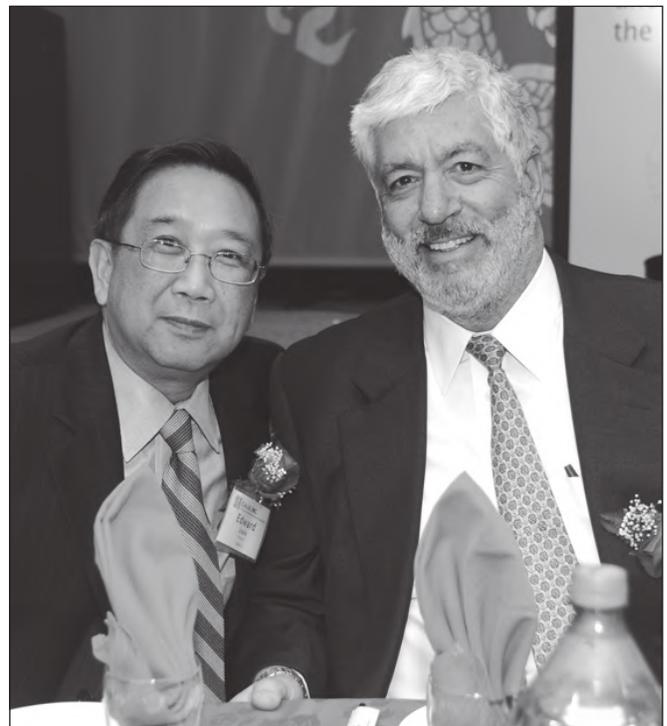


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EDUCATIONAL SEMINAR



CAIA 2012 BANQUET PICTURES



American General Life Companies Table



The Producers Group Table



Cocktail Reception



Marsh Table

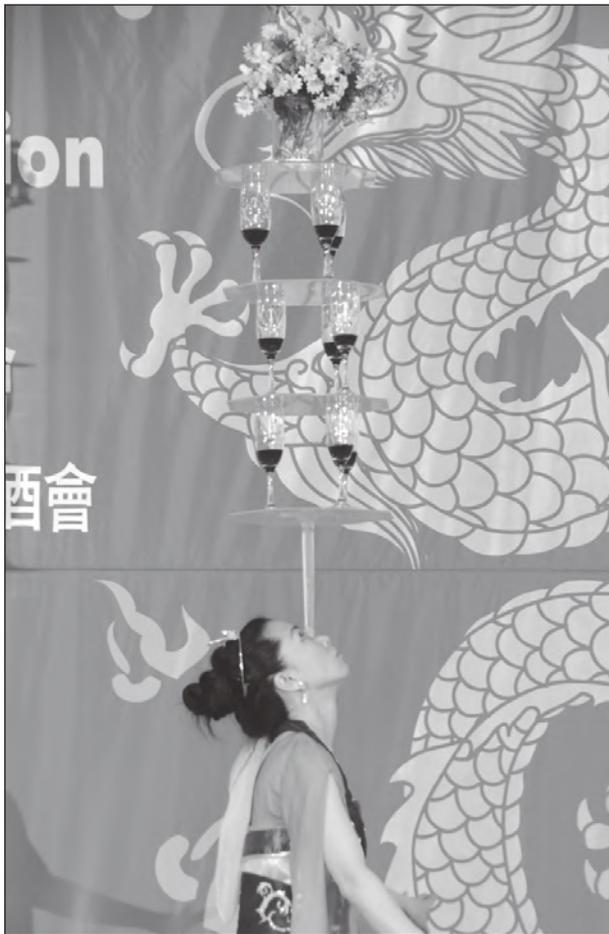


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