



307 Insurance 201: Specialized Policies for Specialized Problems

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Faculty Biographies

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Kirk A. Pasich

Kirk Pasich is a founding partner of the Los Angeles office of Dickstein Shapiro Morin & Oshinsky LLP. He was named by American Lawyer (1995) as one of the top 45 lawyers in the country under the age of 45, by California Law Business to its "Legal Dream Team" as one of California's top 25 litigators, and by Chambers USA: America's Leading Business Lawyers 2003-2004 as "the market leader for policyholder representation in California."

Mr. Pasich conducts an active trial and appellate practice. He has procured jury verdicts in bad faith cases that have been ranked in the 10 largest verdicts of the year in California. He is the author of more than 400 articles on insurance and the author, co-author, or editor of several books, including The ABA Manual for Complex Insurance Coverage Litigation, Casualty and Liability Insurance (Matthew Bender 2000, 2003), Directors and Officers: Liabilities and Protections, West's California Litigation Forms: Civil Procedure Before Trial, and The Year 2000 and Beyond.

Mr. Pasich has served as chair of the board of the directors of the Woody Herman Foundation, on the boards of directors of the National Academy of Jazz and the Constitutional Rights Foundation, and for seven years as a volunteer attorney for the Alliance for Children's Rights representing families adopting foster children.

Mr. Pasich received a B.A. from UCLA and a J.D. from Loyola Law School in Los Angeles.

Juliet Ream

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EXPERIENCE INNOVATION

Insurance 201:

Specialized Policies for Specialized Problems

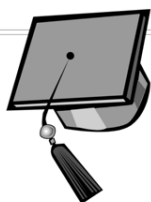
2005 ACC Annual Meeting

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Program Outline

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- 5 Tips on How to Maximize Your Coverage
 - Common Tactics Used by Carriers to Avoid Coverage
 - Case Study: Seminis Vegetable Seeds, Inc.
 - Case Study: DOV Pharmaceutical, Inc.
 - Closing Remarks and Q&A

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5 Tips on How to Maximize Your Coverage

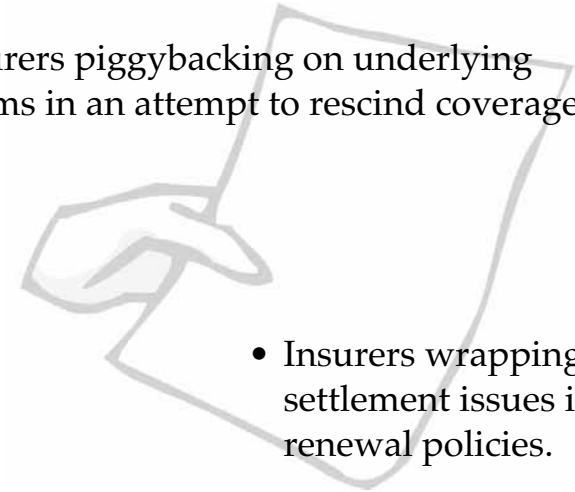
Maximize your company's "bottom line" by thinking creatively when procuring insurance and responding to allegations of corporate malfeasance or professional negligence.

- ☑ Think about insurance as a means to turn your legal department into a corporate profit center
- ☑ Directors' and Officers' Liability Insurance
- ☑ Fidelity Insurance
- ☑ Professional Errors and Omissions Insurance
- ☑ Employment Practices Insurance

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Common Tactics Used by Carriers to Avoid Coverage

- Insurers piggybacking on underlying claims in an attempt to rescind coverage.



- Insurers wrapping settlement issues into renewal policies.

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Case Study: Seminis Vegetable Seeds, Inc.

Maximizing insurance assets when a claim of professional wrongdoing potentially triggers coverage under multiple policies.

Addressing conflicting policy exclusions that insurers argue alleviate their policy obligations in favor of other potentially applicable policies.

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Case Study: DOV Pharmaceutical, Inc.

Maintaining coverage in the face of underlying lawsuits.

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