

Triennial 2006 Planning Committee
Report to the Executive Council, American Academy of Insurance Medicine
May 15, 2005

Committee members: Valerie Kaufman, chair, Mike Clark, Mike Fulks, Linda Goodwin, Joel Weiner.

1. Triennial 2006 will be held February 12-16, 2006 at the Pan-American Life Conference and Media Center and the adjacent Hotel Inter-Continental.
 - Experimenting with city location. (Preferences of prior Triennial attendees are consistently divided between resort and city, East and West coast locations). The Inter-Continental is on the corner of Poydras and St. Charles, 2 blocks from the French Quarter and about 5 blocks from the waterfront. Excellent room rate of \$199/night.
 - Excellent conference facilities – all on one floor of Pan-American Life Building, which is adjacent to the hotel.
 - Mardi Gras is February 28, 2006, but some festivities begin about 2/14. Those wishing to stay a couple extra days can sample some of the fun and still get out of town before it gets crazy.
2. Overall format is unchanged. Modifications include:
 - All lectures will be given in days 1 and 2; workshops only in days 3-5. Day 5 will end at 3 PM for those wishing to depart that day. Welcome reception will be on Day 1 (instead of night before), and farewell dinner will be evening of Day 4, instead of the last day.
 - In order to increase the number of topics covered, we are trying 4 half-hour lectures and 4 one-hour workshops.
 - Increased emphasis on cardiovascular and cancer topics. This is in response to feedback from prior Triennials and Annual meetings. We've gone back to 2 cancer workshops, one to cover solid tumors and the other to focus on hematologic malignancies. We have added talks on cardiomyopathy and heart failure and a lecture on cardiovascular testing.
 - Continued the trend to increased industry focus, and have added overview lectures on LTC and structured settlements. Have also invited an actuary to discuss pricing and profitability for medical directors.
 - Have included 2 "optional" sessions to address deficiencies noted by the BIM. One session will illustrate the type of EKG interpretation skills expected by the BIM, and the other will be a review of basic MIB knowledge.
 - We've also gone back to the full 2-hour DI workshop as a part of the "core" curriculum. This will focus on managing DI claims, and will be at a similar level of intensity as the other workshops. We have also asked faculty to include morbidity considerations as appropriate in other workshops.
3. Excellent faculty are in place for all sessions. However, it should be noted that many potential speakers declined our invitation; it seems that fewer companies are willing to support this kind of activity.
4. Budget. Detailed budget is being prepared. We are concerned about potential difficulties in balancing the budget.
 - On the revenue side, we anticipate a decline in attendance due to industry consolidation, tighter travel budgets, etc. BIM reports significantly fewer candidates over last few years. Registration fee has been at \$1200 since at least 2000. To try to address the budget shortfall, we are recommending an increase in the registration fee to \$1300 for early-bird AAIM members, 1400 for late AAIM members, 1450 for early bird non-AAIM members and 1550 for late non-AAIM members. This is a tough balance between meeting expenses and pricing the meeting out of the market.
 - Faculty expenses and audiovisual are the largest fixed costs. Projected faculty costs are up slightly from 2003, but audiovisual and meeting room fees are projected to be close to 2003. UnConventional Planning fees will be higher for 2006. In 2003, they provided mainly on-site support only.
 - Based on projected attendance of 90 AAIM and 20 non-AAIM (there were 124 total attendees in 2003), at the higher reg fees outlined above, we are working with estimated revenue of 155,000 against expenses of 175,000.
 - We are exploring ways to address this potential shortfall.
5. Many, many thanks to my excellent committee: we've spent many hours on the phone together over the past 2 years! Also, many thanks to Ellyn Holzman for her invaluable assistance!