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GLOBAL INSURANCE SERVICES

Goldberg Segalla is one of the premier law firms advising and representing the global insurance and reinsurance industry. Our 75-lawyer Global Insurance Services Practice Group, which *Law360* ranks among the largest in the United States, exists to serve insurers, reinsurers, and all others operating in the insurance arena.

Comprehensive Offerings and Global Reach

We are proud that executives, general counsels, and risk-management professionals across this space know they can call upon us to handle virtually any domestic or international need that arises, including:

- Complex and innovative transactions
- Thorny regulatory concerns
- Cross-border or cross-jurisdictional issues
- Advice on day-to-day operations
- Practical coverage opinions
- Resolving coverage disputes and other contentious matters
- Pragmatic and cost-effective approaches to pre-suit claim resolution
- Bet-the-company litigation

Our team has extensive experience serving the U.S., Europe, Asia, Latin America, Bermuda, and other key markets. We bring the exceptional ability to bridge international gaps, thanks to our deep market knowledge, multilingual lawyers, and team members admitted in foreign countries.

Trust Earned Through High-Level Engagement

Several of the world's largest insurers and law firms have selected us to serve in capacities such as:

- Regional coverage counsel for multiple insurers — in some cases covering more than a dozen states, and in another spanning more than 20
- National bad faith coverage counsel
- National reinsurance counsel
- National fidelity/crime coverage counsel
- National coordinating counsel for weather-related catastrophes such as Superstorm Sandy
- One of only a select few firms handling 9/11 coverage litigation
- Regulatory counsel for a Japan-based insurer in the \$5 billion acquisition of a NYSE-traded U.S. insurance holding company
- National regulatory counsel for one of the largest providers of vehicle service contracts
- A go-to resource for large, cross-border law firms without regulatory capacity to serve the U.S. regulatory needs of their multinational financial and other service-provider clients

This constantly growing and increasingly diverse list of assignments reflects the exceptional degree of trust and confidence we have earned in the worldwide insurance market. These engagements — coupled with recognitions like *Reactions* Law Firm of the Year and consecutive placements on the short list of finalists for *Intelligent Insurer's* Best Law Firm global award — attest we are a go-to firm globally.

Leading the Way ...

Members of our dynamic team have earned national and international recognition as leaders and trailblazers in many insurance-related legal disciplines. We also play a major role in driving the professional discourse on insurance and reinsurance law.

As one example, partner Thomas F. Segalla is the Editor of the seminal LexisNexis treatise *Couch on Insurance 3d* and of the *Reinsurance Professionals' Deskbook* published by Thomson Reuters (which featured seven contributing authors and editors from our firm). He was the founding President of the American College of Coverage and Extracontractual Counsel (ACCEC), a group of the most prominent and respected insurance lawyers in North America focused on improving the quality of the practice of insurance law. Three additional Goldberg Segalla partners are members of this exclusive organization.

Our lawyers hold key leadership positions in virtually all the most prominent national and international legal and insurance organizations. A small sampling of these positions includes:

- Past President, Defense Research Institute (DRI)
- National Committee Chairman Emeritus, Claims and Litigation Management Alliance (CLM)
- Past Chair, Federation of Defense and Corporate Counsel (FDCC) Insurance Coverage Section
- Co-Chair, FDCC Advance Committee
- Past Director, Senior Director, and Insurance Industry Committee Co-Chair, FDCC
- Past Chairs, International Association of Defense Counsel (IADC) Insurance and Reinsurance Committee
- Chair, IADC Eastern Pennsylvania State Committee
- Editorial Board member, *Insurance Law360*

In addition to our team members' work on important titles like the *Reinsurance Professionals' Deskbook* and *Couch on Insurance*, more than 10 Goldberg Segalla lawyers have been authors for the *Appleman on Insurance* LexisNexis treatise, with contributions including chapters on reinsurance, life insurance claims adjusting and fraud, litigation and regulatory aspects of Lloyd's in the United States, calculating coverage amounts, and mergers and acquisitions insurance.

On a near-weekly basis, members of our Global Insurance Services team author or contribute commentary to articles appearing in the publications insurance and legal professionals rely on, including DRI's *For the Defense*, *Mealey's Litigation Reports*, *Law360*, *Insurance Day*, *Intelligent Insurer*, *Reactions*, and many more.

Our *Insurance and Reinsurance Report* blog (insurereport.com) — which was named among the top 50 insurance blogs by LexisNexis every time the list was published — provides regular national coverage and analysis of critical insurance law decisions and critical regulatory developments impacting the industry.

... by Breaking the Mold

Goldberg Segalla set out in 2001 to challenge the prevailing model of providing legal services. Our founders built this firm on systems that reward working together and growing long-term client relationships.

Our Global Insurance Services Practice Group reflects that vision and commitment. We realize that the insurance industry, in particular, faces unparalleled challenges. Our approach is driven by a deep

commitment to being a solution to those problems for clients, not another source of stress.

As we explained to *Intelligent Insurer*:

“It all starts with truly understanding the client’s business. Our philosophy is, you have to walk in their shoes and feel their pain. You have to understand the pressures they are under and do everything you can to help them face those pressures. As one example, we have worked extensively to develop processes in our firm to ensure we follow our clients’ guidelines so we can help them keep their claims leakage numbers down.”

We built a strong reputation for outstanding work and stellar service by listening to our clients, appreciating their specific business philosophies and needs, and respecting their desire for efficiency. For example, when handling litigation, we pursue aggressive motion practice to dismiss common-law claims and preclude experts, and we strive to ensure the proper confines of discovery, including limitation to the administrative record and limitation of discovery against an insurer or carrier regarding its claims process.

The impact of this new approach? Just ask the insurance and reinsurance professionals and executives polled for *Intelligent Insurer’s* Global Awards, where we have been a finalist for the Best Law Firm accolade in multiple years, or consider our receipt of the *Reactions* Law Firm of the Year award in 2014.

For these and other honors, the industry ranked us alongside or even above long-established law firms that are several times our size — indicating that our way of doing things is something clients have craved for some time.