2014 Willis Global Client Advisory Council Face-to-Face Meeting
August 13-15, Boston, MA

Breakout: International Programs: Simplifying a Complex Environment

Hosts: Claude Gallello, Managing Director, Willis International Practice
       Rick Jensen, Managing Director, Willis International Practice

Description: Willis is evaluating its international strategy. As part of this session, we will be seeking your feedback on a number of topics. We will also focus on how evolving trends and risks related to globalization are changing the global network needs of multinational risk managers from their brokers and carriers.

Location: Bangkok Room, Arcade Level

Attendees: Baldwin, Dan (Leggett & Platt Incorporated)
           Baugh, Lara (Deere & Company)
           Bennett, Ray (Mohawk Industries Inc.)
           Bray, Jeff (Prologis Inc.)
           Fenley, Robert (Peabody Energy Corporation)
           Gaffney, Beth Ann (Cigna Corporation)
           Major, Paul (Ameriprise Financial Inc.)
           Maznio, Michael (United Technologies Corporation)
           Novoa, Jenny (Gap Inc.)
           Stryker, David (Bristol-Myers Squibb)
           Wiggins, Brad (CHS Inc.)
           Young, Julie (Dell Inc.)

           Haitsch, George (Willis)
           Gunn, Joe (Willis)
           Merkovsky, John (Willis)

Questions to Think about in Advance:

1. If you look three years into the future, what new challenges do you see impacting companies with multinational operations?

2. What do you think Willis needs to be prepared to do (that we are not already doing) relative to serving our multi-national clients?
3. What are the top three cross-border issues that are important to you? (e.g. claims, compliance, taxes, sanctions, etc.)

4. If Willis could do one thing to dramatically enhance our international support, what would that be?