

# News Release

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## Marketplace Realities and Risk Management Solutions 2006 e-Publication and Webcast Series

**New York, NY, Dec 2, 2005** – Willis has inaugurated electronic publication of its long-standing series *Marketplace Realities and Risk Management Solutions*, the insurance industry's premier guide to marketplace conditions, coverage issues, product offerings and risk management strategies. In the Willis webcast "Strategies for a Market in Transition" (November 17), Willis Risk Solutions CEO Don Bailey announced that the *Marketplace Realities* report, previously published annually in January of each year, will now be e-published approximately every three months to stay as current as possible, providing clients with the very latest marketplace intelligence, analysis of contemporary issues, program design concepts and placement strategies.

Eight *Marketplace Realities* white papers were released on November 17 – **Casualty, Construction, Directors & Officers Liability, Financial Institutions, Employee Benefits, Property, Reinsurance and Surety**. They are available for download today on Willis.com (see below) in one document that begins with a **Marketplace Overview** – an expanded treatment of the events, forces and conditions that were the subject of the recent webcast. Core elements include:

- Impact of the record-breaking 2005 Atlantic Hurricane Season
- Performance of the US Property & Casualty industry
- Industry capital / policyholders surplus
- Insurer pricing and underwriting expectations
- How to positively differentiate one's risk profile

To access and download the November 2005 edition of *Marketplace Realities 2006*, click on: [http://www.willis.com/news/Publications/MR\\_2006\(11-05%20Ed.\).pdf](http://www.willis.com/news/Publications/MR_2006(11-05%20Ed.).pdf) or visit the **Publications** page of [www.willis.com](http://www.willis.com) and click on November 17, 2005 Marketplace Realities 2006 Strategies for a Market in Transition.

To listen to a replay of the November 17 webcast "Strategies for a Market in Transition", click on: <http://www.willis.com/Extras/Webcasts/November%2017%202005.aspx> or visit the **Webcasts** page of [www.willis.com](http://www.willis.com) and click on November 17, 2005 Marketplace Realities 2006.

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