

2011 editorial calendar^o

JANUARY

| ISSUE | AD CLOSE | ISSUE HIGHLIGHTS | BONUS DISTRIBUTION |
|------------|----------|---|--------------------|
| Jan. 3 | Dec. 21 | 2011 Preview: Top Challenges Facing Producers & Insurers | |
| Jan. 10 | Dec. 28 | E&S Specialty Market Update: Special Events & Entertainment | |
| Jan. 17 | Jan. 4 | Corporate Buyer/Risk Manager Report: Risk Management Education Reinsurance Market Update | |
| Jan. 24/31 | Jan. 11 | Special Report: Premium Financing Agency Management & Technology Report Special Advertising Opportunity: Executive Insights* | |

FEBRUARY

| ISSUE | AD CLOSE | ISSUE HIGHLIGHTS | BONUS DISTRIBUTION |
|------------|----------|---|--|
| Feb. 7 | Jan. 25 | E&S Specialty Market Report: Professional Liability/D&O NAPSLO Mid-Year Conference Preview | |
| Feb. 14 | Feb. 1 | Corporate Buyer/Risk Manager Report: Workers' Comp Challenges London Market Update Special Advertising Opportunity: Ad Effectiveness Study** | |
| Feb. 21/28 | Feb. 8 | State Of The E&S/Specialty Markets | NAPSLO Mid-Year Leadership Conference |

MARCH

| ISSUE | AD CLOSE | ISSUE HIGHLIGHTS | BONUS DISTRIBUTION |
|----------|----------|---|--------------------|
| March 7 | Feb. 22 | E&S/Specialty Market Report: Construction Risks NAPSLO Mid-Year Leadership Conference Report | |
| March 14 | March 1 | Corporate Buyer/Risk Manager Report: Captive Domicile Roundup Bermuda Market Update | CICA |
| March 21 | March 8 | Technology Trends: Catastrophe Modeling Special Report: Global Warming & Insurance | |
| March 28 | March 15 | E&S/Specialty Market Report: EPLI | NAIC |

*Executive Insights: Advertisers running a full-page ad may submit an article (500 word max) for free. Article and full-page ad will run as a two-page spread in the issue.

**Ad Effectiveness Study: Advertisers running a half-page or larger ad in this issue will be included in the study for free.

APRIL

| ISSUE | AD CLOSE | ISSUE HIGHLIGHTS | BONUS DISTRIBUTION |
|----------|----------|--|-------------------------|
| April 4 | March 22 | Technology Trends: Fraud Prevention IIABA Conference Preview | PLRB |
| April 11 | March 29 | Corporate Buyer/Risk Manager Report: Claims Management RIMS Conference Preview Special Report: State Of The Commercial Lines Market E&S/Specialty Market Report: Agent/Broker E&O | IIABA |
| April 18 | April 5 | E&S Specialty Market Update: Niche/Program Business Special Advertising Opportunity: Executive Insights* | |
| April 25 | April 12 | Personal Lines Review: Auto Insurance Agency Management & Technology Report IIABA Conference Report | NetVu (AMS Users Group) |

MAY

| ISSUE | AD CLOSE | ISSUE HIGHLIGHTS | BONUS DISTRIBUTION |
|-----------|----------|---|---------------------|
| May 2 | April 19 | Corporate Buyer/Risk Manager Report: Risk Manager Choice Awards NU Exclusive: Risk Manager Compensation Survey Workers' Compensation Market Update | RIMS NCCI |
| May 9 | April 26 | Bonus Buyers Report: RIMS Conference Coverage London Market Update | |
| May 16 | May 3 | Inland Marine Review | IMUA |
| May 23/30 | May 10 | E&S/Specialty Market Trends Technology Trends: Real-Time Processing/Standards Update | AAMGA ACORD/LOMA |

JUNE

| ISSUE | AD CLOSE | ISSUE HIGHLIGHTS | BONUS DISTRIBUTION |
|---------|----------|--|---------------------------------|
| June 6 | May 24 | Corporate Buyer/Risk Manager Report: Public Sector Risk Management Technology Trends: Top Tech Challenges Bermuda Market Update | IASA Bermuda Captive Meeting |
| June 13 | May 31 | Special Report: Top Claims Adjuster Challenges Most Unusual Claims Report | ACE |
| June 20 | June 7 | E&S/Specialty Market Outlook International Market Report | IIS |
| June 27 | June 14 | Personal Lines Review: Homeowners Insurance | |

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JULY

| ISSUE | AD CLOSE | ISSUE HIGHLIGHTS | BONUS DISTRIBUTION |
|-----------|----------|--|--------------------|
| July 4/11 | June 21 | Corporate Buyer/Risk Manager Report: Enterprise Risk Management U.S. Reinsurance Report NU Data Exclusive: Top 25 U.S. Reinsurers | |
| July 18 | July 5 | Technology Trends: Insurance on the Web E&S/Specialty Market Update: Collector Risks | |
| July 25 | July 12 | NU Data Exclusive: NU Top 100—P&C Premium Rankings | |

AUGUST

| ISSUE | AD CLOSE | ISSUE HIGHLIGHTS | BONUS DISTRIBUTION |
|------------|----------|--|--------------------|
| Aug. 1 | July 19 | E&S/Specialty Market Report: Environmental Insurance Agency Management & Technology Quarterly | |
| Aug. 8 | July 26 | Corporate Buyer/Risk Manager Report: Vermont Captive Update Bermuda Market Update Special Advertising Opportunity: Executive Insights* | VCIA |
| Aug. 15 | Aug. 2 | E&S Specialty Market Update: Vacant Buildings/Builders' Risks | |
| Aug. 22/29 | Aug. 9 | Corporate Buyer/Risk Manager Report: NU Workers' Comp Risk Management Awards State Of The Workers' Comp Market NU Data Exclusive: Top Workers' Comp Carriers Special Advertising Opportunity: Ad Effectiveness Study** | WCEC NAIC |

SEPTEMBER

| ISSUE | AD CLOSE | ISSUE HIGHLIGHTS | BONUS DISTRIBUTION |
|----------|----------|---|------------------------|
| Sept. 5 | Aug. 23 | Corporate Buyer/Risk Manager Report: Disaster Recovery World Reinsurance Review London Market Update | Monte Carlo Rendezvous |
| Sept. 12 | Aug. 30 | Technology Trends: Privacy & Security NAPSLO Conference Preview | |
| Sept. 19 | Sept. 6 | E&S/Specialty Market Update: Medical Malpractice Special Report: State of Mutual Insurers Agency Management & Technology Quarterly Monte Carlo Rendezvous Report | NAMIC ASCNet TENCon |
| Sept. 26 | Sept. 13 | E&S/Specialty Market Update: Commercial Auto | |

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OCTOBER

| ISSUE | AD CLOSE | ISSUE HIGHLIGHTS | BONUS DISTRIBUTION |
|------------|----------|--|---------------------------|
| Oct. 3 | Sept. 20 | NU Exclusive: Commercial Insurance Agency of the Year Award | CIAB |
| Oct. 10 | Sept. 27 | E&S/Specialty Market Trends Program Business Update | NAPLSO Annual TMPAA |
| Oct. 17 | Oct. 4 | Corporate Buyer/Risk Manager Report: Litigation Management NU Roundtable: Excellence In Workers' Comp Risk Management NAPSLO Conference Report | |
| Oct. 24/31 | Oct. 11 | Reinsurance Market Outlook: 2012 E&S/Specialty Market Report: Professional Liability Education & Training Review | PCI PLUS CPCU, NAIC |

NOVEMBER

| ISSUE | AD CLOSE | ISSUE HIGHLIGHTS | BONUS DISTRIBUTION |
|------------|----------|---|--------------------|
| Nov. 7 | Oct. 25 | NU Agency of the Year Roundtable: State of the Independent Agent Agency Management & Technology Quarterly | |
| Nov. 14 | Nov. 1 | E&S/Specialty Market Update Technology Trends: Cloud Computing/Outsourcing | |
| Nov. 21/28 | Nov. 8 | Corporate Buyer/Risk Manager Report: Jan 1 Renewal Outlook NU Exclusive: State of the Commercial Market London Market Update Special Advertising Opportunity: Executive Insights* | |

DECEMBER

| ISSUE | AD CLOSE | ISSUE HIGHLIGHTS | BONUS DISTRIBUTION |
|------------|----------|--|--------------------|
| Dec. 5 | Nov. 22 | Corporate Buyer/Risk Manager Report: Mitigating Employment Risks E&S/Specialty Market Report: EPLI Bermuda Market Update | |
| Dec. 12 | Nov. 29 | Agent/Broker Employee Benefit Sales Events 2012—Conference Planner | |
| Dec. 19/26 | Dec. 6 | Year-End Double Issue: NU'S Top 10 Stories Of 2011 E&S/Specialty Market Outlook | |

2011 meeting dates & places °

| ASSOCIATION/ORGANIZATION NAME | PHONE | WEB SITE | CITY | DATE |
|---|--------------|-----------------------------|--|--|
| AAMGA American Association of Managing General Agents | 816-444-350 | www.aamga.org | Orlando | May 21-24 |
| ACE America's Claims Event | 800-543-0874 | www.americasclaimsevent.com | New Orleans | June 15-17 |
| ACORD/LOMA | 914-620-1700 | www.acord.org | San Diego | May 22-24 |
| AIMU American Institute of Marine Underwriters | 212-233-0550 | www.aimu.org | TBD | |
| NetVu (AMS Users Group) | 972-869-135 | www.amsug.org | Orlando | April 28-May 1 |
| ASCnet (Applied Systems Users Group) TENCon | 407-869-0404 | www.ascnet.org | Orlando | Sept. 21-23 |
| Bermuda Captive Conference | 441-292-9829 | www.bermuda-insurance.org | Southampton, Bermuda | June 5-8 |
| CIAB Council of Insurance Agents & Brokers | 202-783-4400 | www.ciab.com | Colorado Springs | Oct. 1-5 |
| CICA Captive Insurance Company Association | 612-928-4665 | www.captiveassociation.com | Tucson | March 13-15 |
| CPCU The Society of Chartered Property & Casualty Underwriters | 800-932-2728 | www.cpcusociety.org | Las Vegas | Oct. 22-25 |
| IASA Insurance Accounting & Systems Association | 914-489-0991 | www.iasa.org | Nashville | June 5-8 |
| IIABA Independent Insurance Agents & Brokers of America | 703-683-4422 | www.iiaba.com | Washington, D.C. | April 13-15 |
| IIS International Insurance Society | 212-815-9294 | www.iisonline.org | Toronto | June 19-22 |
| IMUA Inland Marine Underwriters Association | 212-233-0550 | www.imua.org | Chicago | May 14-18 |
| NAIIA National African American Insurance Association | 866-566-2242 | www.naaia.org | TBA | TBA |
| NAIC National Association of Insurance Commissioners | 816-374-7192 | www.naic.org | Austin, Texas Philadelphia Washington D.C. | March 26-29 Aug. 30-Sept. 2 Nov. 3-6 |
| NAMIC National Association of Mutual Insurance Companies | 317-875-5250 | www.namic.org | Indianapolis | Sept. 18-21 |
| NAPSLO National Association of Professional Surplus Lines Offices | 203-518-1348 | www.napslo.org | | |
| ■ Mid-Year Leadership Conference | | | Naples, Fla. | Feb. 23-26 |
| ■ Annual Meeting | | | San Diego | Oct. 10-13 |
| NCCI National Council on Compensation Insurance | 561-997-1000 | www.ncci.com | Orlando | May 5-6 |
| PLUS Professional Liability Underwriting Society | 612-928-4644 | www.plusweb.org | San Diego | Nov. 2-4 |
| PLRB Property Loss Research Bureau | 630-724-2200 | www.plrb.org | Nashville | April 3-6 |
| PCI Property Casualty Insurers Association of America | 847-297-7800 | www.pciaa.net | TBA | Oct 23-26 |
| PRIMA Public Risk Managers Association | 703-528-7701 | www.primacentral.org | Portland, Ore. | June 5-8 |
| Property-Casualty Joint Industry Forum | 212-346-5500 | www.iii.org | New York City | Jan. 11 |
| Reinsurance Rendezvous de Septembre | | | Monte Carlo | Sept. 10-15 |
| RIMS Risk & Insurance Management Society | 212-286-9292 | www.rims.org | Vancouver | May 1-5 |
| WCEC Workers' Compensation Educational Conference | 850-425-8156 | www.fwciweb.org | Orlando | Aug. 21-24 |
| VCIA Vermont Captive Insurance Association | 802-658-8242 | www.vcia.com | Burlington, VT | Aug 9-11 |