



**Working Party**  
**“Distribution of Insurance Products”**

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**“Distribution of Insurance Products”**

on Wednesday May 8, 2013 between 14:00 – 16:00 hrs  
at the Calouste Gulbenkian Foundation in Lisbon, Portugal

*“Barriers and pitfalls in establishment and conduct of the business of insurance intermediaries in Latin American and European countries”*

**AGENDA**

- *Prof. Dr. Ioannis Rokas*: Opening presentation of the works of the Working Party
- *Pablo S. Cerejido, Marval, O’Farrell & Mairal, Partner*: “Distribution of insurance products in Argentina”
  - Discussion
- *Yves Hayaux-du-Tilly L., Nader, Hayaux & Goebel, Partner*: “Distribution of insurance products in Mexico”
  - Discussion
- *Ilan Goldberg, Chalfin, Goldberg, Vainboim & Fichtner Advogados Associados, Partner*: “Distribution of insurance products in Brazil”
  - Discussion
- *Valentina Ogliari, Willis Italia SpA, Head of Legal & Compliance*: “Broker’s role in supporting its clients’ activities in Europe: the Willis experience”
  - Discussion
- Closing Remarks: Future developments (time remaining) - Next meeting