



## Michael Fugler to Speak at IQPC's 3rd Insurance Linked Securities Summit Europe, London

London, United Kingdom, / [PRBuzz](#) / May 16, 2011 - - Michael Fugler to speak at IQPC's 3rd Insurance Linked Securities Summit Europe, London, United Kingdom, May 23-25, 2011.

Finance IQ's annual Insurance-Linked Securities Summit has established itself as the largest ILS series of conferences in the world. Taking place in London in the final week of May, this established annual event will once again bring together key players in both life, and non-life Insurance Linked Securities, drawing seasoned players and new market entrants alike. The 2011 program has been carefully researched with industry experts to bring you timely, crucial and ALL-NEW content.

Mr. Fugler stated, "In its early days, the life settlements business was surrounded by controversy but any market place that starts as an unregulated market will experience the early entry of unscrupulous people and greed over taking fairness and reasonableness, it is unfortunately human nature. However, any market that demonstrates a solution to a large market need and some consistency for profitability will mature, settle down, develop industry standards and become regulated."

Mr. Fugler further stated, "So this is where I think we are: The Industry had to decide that it was time for the industry participants who have integrity to work together with the regulators to keep those who don't out of the industry. Do you want the regulators coming in and making regulations to only address the BAD GUYS or do you go to them and say here are what we believe to be the Best Practices for our industry, would you consider these when adopting your regulations? With ELSA stepping up and producing serious industry standards I don't believe today that there are sufficient problems in the life settlement business that require a rush to judgment by regulators. Their apparent cooperative spirit seems to be pointing to a more measured approach and a better solution."

May 25, 2011, 8:45 AM

The Move Towards Self-Regulation and the Impact of PR in the Life Sector

By Michael Fugler

Examining the major sources of negative publicity over the past 18 months

Newspaper articles and press treatment

The move towards self-regulation in Europe and worldwide

Does the life settlements industry deserve the reputation it is acquiring?  
Determining the most effective strategies for winning the publicity war

Michael Fugler, Deputy Chairman, European Life Settlements Association (ELSA), Past Secretary [www.elsa-sls.org](http://www.elsa-sls.org)

Michael Fugler, Investment Banker, Attorney at Law [www.michaelfugler.com](http://www.michaelfugler.com)

Head of Global Capital Markets, Welcome Life Financial Group [www.welcomelife.com](http://www.welcomelife.com)

Director, ASG Securities, Inc. [www.asgib.com](http://www.asgib.com)

Mr. Fugler currently serves as Deputy Chairman, European Life Settlement Association (ELSA) and Head of Global Capital Markets for Welcome Life Financial Group where he manages the strategic vision and direction for building Welcome Life Financial Group as the global expert in longevity markets, offering institutional clients with trading, product development, capital raising and independent objective advice. Mr. Fugler was a key member of the team that led its subsidiary, Welcome Life Securities to become the first Broker Dealer to operate exclusively in life settlements.

Mr. Fugler has been a licensed Attorney for 38 years developing an expertise in international law and finance, international investment and merchant banking. He has also been an Investment Banker for the past 16 of those years being FINRA registered with Series 7, 24, 63 and 79 licenses and establishing offices and providing extensive consulting and guidance to institutional investors throughout Europe and the USA.

Welcome Life Financial Group LLC [www.welcomelife.com](http://www.welcomelife.com)

Welcome Life Financial Group, LLC is an international company dedicated to the secondary market for life insurance. Welcome Life's family of companies provides market-leading solutions to all industry participants involved in the life settlement lifecycle, including Producers, Brokers, Providers and Financing entities. Its affiliates include:

Welcome Funds Inc. - recently celebrated its 10th anniversary as one of the industry's oldest and largest Life Settlement brokers.

PolicyTrac® - a leading provider of technology solutions to the longevity market. Clients include leading Life Settlement Brokers, Providers and financing entities in the industry.

Welcome Life Securities, LLC - the first US Broker-Dealer exclusively operating in the Life Settlement marketplace providing institutional clients access to a state-of-the-art Life Settlement trading platform as well as independent, objective, longevity related consulting services.

European Life Settlement Association [www.elsa-sls.org](http://www.elsa-sls.org)

The European Life Settlement Association (ELSA) was established 20 May 2009. ELSA sets standards for the European life settlement industry and promotes transparency by providing accurate, authoritative information to retail and institutional investors. Membership is open to capital providers, service providers and intermediaries in the life settlement market. ELSA's mission is to promote the development, integrity and



reputation of the European life settlement industry and to encourage fair competition within the European market.

Contacts:

Michael Fugler  
212-631-7770  
[www.michaelfugler.com](http://www.michaelfugler.com)  
[michael@welcomelife.com](mailto:michael@welcomelife.com)

Welcome Life Financial Group  
561-862-0244  
[www.welcomelife.com](http://www.welcomelife.com)  
[john@welcomelife.com](mailto:john@welcomelife.com)

European Life Settlement Association  
+44 (0) 79 84816 0102  
[www.elsa-sls.org](http://www.elsa-sls.org)