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## Q&A With Locke Lord's Jon Biasseti

*Law360, New York (August 12, 2009)* -- Jon Biasseti is a partner with Locke Lord Bissell & Liddell LLP in the firm's office and co-chair of the firm's insurance practice group. He represents U.S. and foreign clients on a variety of corporate, transactional and insurance regulatory matters.

A substantial portion of Biasseti's practice includes counseling clients on such matters as financial examination and market conduct issues, terrorism exclusions, licensing of producers, administrators and insurers, affiliated and other holding company act transactions, investment compliance, corporate governance, withdrawal from lines of business, redomestication, organizing alternative risk transfer vehicles, risk retention groups and purchasing groups; product development and affinity group programs; compliance with surplus line regulations; mergers, acquisitions and divestitures; and joint ventures and marketing alliances.

### **Q: What is the most challenging case you've worked on, and why?**

A: Advising a client on the optimal structure for a very sophisticated multilayered reinsurance transaction that combined elements of coinsurance, modco, assumption reinsurance, policy replacement, a 1035 exchange and a cut-through endorsement, while at the same time balancing the need for a practical and quick solution in order to address some very pressing and challenging business objectives.

### **Q: What accomplishment as an attorney are you most proud of?**

A: Holding the trust, loyalty and confidence of my clients, many of which have been with me for almost two decades.

### **Q: What aspects of law in your practice area are in need of reform, and why?**

A: There needs to be greater uniformity in legal requirements among states, in order for our clients to more efficiently compete in the marketplace.

**Q: Where do you see the next wave of cases in your practice area coming from?**

A: I expect an increase in consolidation in the insurance industry once our economy stabilizes, as stronger companies roll up blocks of business and weaker companies.

**Q: Outside your own firm, name one lawyer who's impressed you and tell us why.**

A: Jonathan Kelly of Sidley & Austin. Jonathan is an intelligent, practical and savvy lawyer who is also a very good person and family man.

**Q: What advice would you give to a young lawyer interested in getting into your practice area?**

A: Know your clients, their business and the challenges and opportunities facing them. Unless you do that, you can't be an effective insurance regulatory and M&A lawyer.