

## Actuaries' Clubs of Boston and Hartford/Springfield Joint Meeting – Thursday, November 14, 2013

The Actuaries' Clubs of Boston and Hartford/Springfield will hold their annual Joint Meeting on Thursday, November 14th at the Sturbridge Host Hotel in Sturbridge, MA from 9:00AM - 5:00PM with a Networking Reception at the end of the day from 5:00PM – 6:30PM. Speakers include SOA President Mark Freedman and World Series of Poker finalist Russell Thomas. For more information and to register, please click here: <https://www.regonline.com/achsbostonjointmeeting2013>

Please see below for details on this event, and contact us at [hartford@newenglandactuaries.org](mailto:hartford@newenglandactuaries.org) if you have any questions or comments.

This notice has been sent by the SOA on behalf of the Clubs to all New England and New York Metro area actuaries with the ASA, FSA, and EA designation, and we encourage you to forward this note to actuarial students and others at your companies who may be interested in attending.

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### ***The Actuaries' Clubs of Boston and Hartford/Springfield Joint Meeting***

Lunch is included with this meeting but will only be available to those who register online by November 7<sup>th</sup>. Space is limited so early registration is recommended. *Advance registration is required – walk-in registrations will not be accepted.*

#### ***When***

Thursday, November 14<sup>th</sup>  
9:00AM - 6:30PM

#### ***Where***

Sturbridge Host Hotel  
366 Main Street  
Sturbridge, MA 01566

#### ***Schedule***

9:00 AM-10:00 AM	General Session 1
10:00 AM – 10:15 AM	Snack Break
10:15 AM – 11:15 AM	General Session 2
11:15 AM – 11:30 AM	Snack Break
11:30 AM – 12:30 PM	Breakout Session 1
12:30 PM-1:30 PM	Lunch and Club Meeting
1:30 PM-2:30 PM	General Session 3
2:30 PM-2:45 PM	Snack Break
2:45 PM-3:45 PM	Breakout Session 2
3:45 PM-4:00 PM	Snack Break
4:00 PM -5:00 PM	General Session 4
5:00 PM -6:30 PM	Networking Reception

#### ***Registration***

Please visit our registration site for more information:  
<https://www.regonline.com/achsbostonjointmeeting2013>

Those who register by October 18<sup>th</sup> will receive a discounted "early bird" registration fee of \$150! Standard registration is \$175.

### **Meeting Handouts**

This meeting will be paperless. Handouts will be made available a few days before the meeting on our website <http://newenglandactuaries.com/Plugs/home.aspx> on the event's page. When available, the handout for a session appears as a hyperlink in the title of the session.

### **Meeting Agenda with abbreviated Session Descriptions:**

**(For more information on any session please go to the event website:  
<https://www.regonline.com/achsostonjointmeeting2013>)**

### **Mark Freedman, SOA President : A Dialogue with the Society of Actuaries**

Please join SOA President Mark Freedman as he discusses the strategic direction of the Society of Actuaries and challenges facing the actuarial profession. This is a dialogue, so bring your ideas and questions for Mark during the Question-and-Answer portion of the Opening Session.

*Mark J. Freedman is a Principal of Ernst & Young, a global accounting firm with a large actuarial consulting practice. Prior to that, he worked at Philadelphia Life Insurance Company. His most recent experience has been in financial reporting (U.S. and international), regulatory reporting, forecasting of earnings and capital, mergers and acquisitions, and financial modeling. Before that, he developed life and health products and performed pension valuations as an enrolled actuary. Mark holds a Bachelor of Arts in Mathematics from the University of Pennsylvania. He and his wife, Lisa, live in Jenkintown, PA. They have two grown children.*

### **Steve Alpert, Chair, Public Interest Committee, American Academy of Actuaries: Beyond Actuarial Principals: Service, Advocacy and the Public Interest**

What is the actuary's number one obligation? What is the Academy of Actuaries' number one mission? What does it mean to serve the public or to act in the public interest? When should the Academy engage in advocacy work? Join us for an interactive discussion on these tough questions, and a chance to learn about the work of the Academy's Public Interest Committee.

*Steve Alpert is a principal and senior actuary with Mercer's Risk & Compliance team, with more than 30 years of experience with pensions and postretirement benefits. He is currently Chair of the American Academy of Actuaries' Public Interest Committee and a member of its Pension Practice Council. Prior to taking on the public interest role, Steve chaired the Academy's Pension Accounting Committee. Steve is a Fellow of the Society of Actuaries and the Conference of Consulting Actuaries, an Enrolled Actuary, and a Member of the American Academy of Actuaries.*

### **Breakout Session 1**

**A: Help! I'm Being Audited:** Bob Crompton, Director- KPMG and Matthew Wininger, AVP & Actuary – Mass Mutual

Let's face it – few actuaries enjoy being audited. In this session, experienced auditors share insights on a typical audit process, discuss various approaches taken by auditors, help you avoid unnecessary audit pain, and discuss how to get the most from your next audit.

*Bob Crompton is a Director in the Atlanta office of KPMG. Bob joined KPMG in 2011 and has been involved in model validation, corporate restructuring and internal controls in addition to working on a few audits. Prior to joining KPMG, Bob worked at Actuarial Resources Corporation of Georgia where he consulted with Section 529 prepaid tuition programs, and consulted with insurance companies on M&A,*

life insurance taxation issues and SOX. Bob is a Fellow of the Society of Actuaries and a Member of the American Academy of Actuaries.

**Matt Winger** is lead audit actuary at MassMutual, responsible for designing, leading, and delivering risk-based actuarial audits. Prior to joining MassMutual, Matt audited and consulted to insurers and reinsurers, and was a Valuation Actuary and Controller for a global multiline insurer's institutional and fixed annuities. His practice areas include GAAP and statutory accounting, annuity valuation and auditing, reinsurance transactions, asset-liability management, and expense analytics. He is a Fellow of the Society of Actuaries and a Member of the American Academy of Actuaries.

B: SOA Research: Misperceptions and Management of Retirement Risks: Carol Bogosian, President, CAB Consulting

The Society of Actuaries' Post Retirement Needs and Risk Committee has been directing research for over 15 years about retirement risks and issues arising during the near retirement and post-retirement years. A public opinion survey has been conducted every two years with a focus on perceptions, management strategies, and misunderstandings of the risks a retiree must consider. In addition, a variety of other research projects including focus groups have been convened to delve deeper into retirees' current concerns and attitudes on managing risks in retirement. Carol Bogosian has been a member of the Committee for over 10 years. She will discuss some of the recent research, the most important findings from the 15 years of work and provide insight on how to use the information when working with employees, employers and other professionals providing retirement planning advice. This work should be of interest to actuaries in several areas of practice including pensions, health, long term care, life insurance and investments.

**Carol Bogosian**, President of CAB Consulting, is an Associate of the Society of Actuaries and has over 30 years of experience as an actuary providing advice on defined benefit and defined contribution pension plans and retirement planning issues. Before starting her own firm, she was a principal in a major consulting firm as a senior actuary and consultant providing retirement services to individuals and corporate clients. She completed the Financial Planning Certificate program, gaining her perspective of the employee's overall financial needs. Her current interests are in improving financial education and literacy in the U.S.

She has published articles for the Plan Sponsor Council of America and WISER. She has spoken publicly at various professional associations on retirement and financial planning topics. She currently serves on the Pension Section Council and the Post Retirement Needs and Risk Committee of the Society of Actuaries and the Chicago Bar Associations' Joint Task Force on Women and Aging. She also serves on the Employee Benefits Advisory Board for The John Marshall Law School.

C: The Life and Health Insurance Industries: An Investment Analyst's View: Terence Martin, Director – Insurance Research, Conning

This session presents a forecast and analysis of the life insurance and health insurance industries from the viewpoint of an analyst. Actual results for 2008 to 2012 will be presented, including an analysis of capital movements, stock price movement, price to book value, plus Conning's projections through 2015, and a discussion of issues likely to affect those projections. At the end of the session, attendees will better understand the recent financial results for life insurance companies (blue book), managed care companies (orange book) and the health insurance industry as a whole (orange book plus the appropriate portions of the blue book).

**Terry Martin** is a Fellow of the Society of Actuaries and a Member of the American Academy of Actuaries. He is a Director at Conning, and leads the life/annuity/health team of Conning Research. His own research focuses on the individual life and annuity markets, international aspects of the insurance market, and the managed Medicare and Medicaid markets. Prior to joining Conning, he was Director of Actuarial Reserving for Oxford Health Plans from 2002 to 2004. From 1994 to 2002, he was a manager at Arthur Andersen where he provided actuarial consulting regarding life insurance, health insurance and

*managed care, continuing care retirement communities, GAAP and statutory financial reporting, demutualization, and expert witness testimony. From 1983 to 1994, Terry held various positions at Aetna Inc. He is a graduate of the University of Michigan with B.S. and M.S. degrees in Actuarial Science.*

**D: Company and Consulting Actuary Roles in Life Insurance Mergers and Acquisitions:** Dominique Lebel, Director and Hartford, Life Sector Market Leader - Towers Watson and Michael LeBeouf, Vice President and Chief Life Actuary - Prudential

Actuaries play a critical role on both sides - buy side and sell side - of life insurance M&A transactions. This session will discuss the M&A lifecycle and current trends from the perspectives of a company actuary and a consulting actuary.

- Strategy formulation
  - Review of strategic options
  - Identification of potential targets
- Actuarial appraisals
- Financial and strategic due diligence
- Regulatory filings
- Implementation after the deal closes
  - PGAAP
  - Post-merger integration

**Dominique Lebel** has 18 years of experience in all aspects of insurance, annuities, disability income and long term care. Areas of expertise include:

- Actuarial due diligence and sell side appraisals
- Pricing and product development of simplified-issue, guaranteed-issue and fully underwritten term, Return of Premium term, universal life and whole life products for the agent-sold, bank and worksite distribution channels
- Dividend management and securitizations in connection with closed blocks of former mutual insurance companies
- Actuarial modeling and projections
- Financial reporting such as U.S. Statutory, U.S. and Canadian GAAP, traditional and market consistent embedded values and Solvency II
- Economic capital

*In addition, Dom is the appointed actuary for a New York domiciled life insurance company. Prior to joining the firm he worked in the Actuarial Services and Product Development departments at Empire Life. There he gained experience in individual life pricing, product development and implementation and in the development, design and testing of product illustration systems. He is a frequent speaker at industry meetings, has written several articles for trade publications and has been quoted by the media.. In addition to his consulting role, Dom leads the life and annuity practice of Towers Watson's Hartford office. Dom has a Bachelor of Science degree in actuarial mathematics (honors) with distinction from Concordia University. He is a Fellow of the Society of Actuaries and the Canadian Institute of Actuaries and is a Member of the American Academy of Actuaries.*

**Michael LeBeouf** is an actuary with over 28 years of insurance industry experience, primarily focused on individual life and annuity product designs and financials. Currently he is vice president and chief life actuary with Prudential Insurance operating out of Connecticut. Mike joined Prudential as part of the transaction whereby Prudential acquired the life insurance business of the Hartford where he was vice president and chief life actuary. Prior to arriving at the Hartford, Michael spent over 14 years as an actuarial consultant advising the insurance industry on life annuity product designs, pricing and financial results. Mike is a graduate of the University of New Hampshire, a fellow of the society of actuaries and a

*member of the American academy of actuaries, a chartered life underwriter and a chartered financial consultant. Michael has been a frequent industry speaker at Society of Actuaries sponsored meetings, as well as meetings sponsored by various actuarial clubs. He has authored or co-authored several articles for Product Matters, Taxing Times as well as other insurance publications.*

### **Jim Mange, SOA Education Committee: SOA Education Update**

This session describes the SOA's current education pathway. At the end of the session, attendees will better understand how the SOA's current education system compares to the systems through which they became members and will understand why the current system will better prepare aspiring actuaries for the world in which they will practice. Jim will also cover the role that Fellows can play in volunteering for the Education and Exam Committees and the benefits of doing this, based on his own experience.

*Jim Mange is a Fellow of the Society of Actuaries and a Member of the American Academy of Actuaries. He is a long-time volunteer in the SOA's education system, serving as General Chair of the Education Committee during the 2011 – 2012 year. Jim is responsible for the operations of Health Reinsurance Management Partnership (HRMP), a reinsurance manager and third party administrator for insurance companies. HRMP is a member of the Aran Insurance Services Group, which specializes in acquiring and developing insurance underwriting agencies for both property/casualty and group life and accident and health markets.*

### **Breakout Session 2**

A: Mortality Studies Using Prescription Drug Histories: Eric Carlson, Life Actuary, Milliman Intelliscript

This session will focus on the results of Milliman's Relative Mortality Study using prescription drug histories. Eric Carlson will present mortality metrics for a range of variables such as applicant age, drug classification, number of prescription refills, and some individual drugs. Dosage, timing, and drug combinations were also looked at and will be discussed.

*Eric Carlson is a Fellow in the Society of Actuaries (SoA), and Member of the American Academy of Actuaries (AAA). He joined Milliman IntelliScript in October of 2011 to provide additional Life Insurance expertise within the company. His previous experience includes both direct companies and reinsurance companies in a broad range of actuarial and marketing roles. His background encompasses life insurance, annuities, long term care insurance and disability income on fixed, variable, and indexed platforms. Eric has also held leadership roles on different projects and committees with the AAA and SoA and is currently on the executive committee of the SoA Reinsurance Section Council. He has been a frequent speaker at a variety of industry meetings over the years.*

B: Current Topics in Large Group Health Insurance: Thea Cardamone, Independent Consultant and Mike Morfe, Senior Vice President, Aon Hewitt

This session addresses current topics in Large Group Health Insurance such as: Lean Plans (minimum value<60%), Corporate Exchanges, and/or alternatives to Medicare Part D for Large Group employer plans. It will focus on the strategic decision points that Large Group employers need to tackle and the products that carriers are providing to meet those needs.

*Thea Cardamone was Pricing Director & Actuary, Actuarial Services at UnitedHealthcare. In that role, she was responsible for developing pricing tools for new products, focusing on the small group and mid-sized employer markets. Thea has over 30 years experience in various roles at several companies in addition to UnitedHealthcare, including Aetna, Phoenix, and GE/Genworth, related to pricing group products, government relations, privacy, HIPAA and regulatory compliance. She is a Fellow of the*

Society of Actuaries, Member of the American Academy of Actuaries and a former president of the Actuaries' Club of Hartford and Springfield.

**Michael Morfe** is Senior Vice President in Aon Hewitt's Somerset, New Jersey Health & Benefits practice, and is the Actuarial Practice Lead (APL) for the Greater NY and Northeast actuarial regions at Aon Hewitt. Mike has management responsibilities for health actuaries in markets from Boston to Washington, which entails allocating resources, developing talent, growing revenue and driving operational excellence. Mike is one of the firm's national subject matter experts on postretirement health benefit issues, in a leadership role on the firm's national Retiree Health practice. In this role, he shares in national responsibility for developing consulting expertise around emerging retiree-based programs, including the Medicare Part D prescription drug program (and its implementation with groups, Employer Group Waiver Plans) and the Early Retiree Reinsurance Program. Mike is also responsible for the execution model for all claims cost development for OPEB valuations. He has 30 years of consulting experience on various aspects of healthcare consulting.

*Session update – 10/14/2013: Louis Lombardi is unfortunately unable to present at this session due to a scheduling conflict. We are pleased to announce that Kate Li from PricewaterhouseCoopers will be presenting instead.*

C: Policyholder Behavior – SOA Research Report: Kate Li – Actuarial & Insurance Management Solutions, PricewaterhouseCoopers and Marianne Purushotham, Corporate Vice President - LIMRA

One thing members of the insurance industry must be able to do well, is to understand past policyholder behavior and make legitimate assumptions about how current and future policyholders are likely to behave going forward. Insurance professionals have used a number of mathematical, statistical, financial and economic theories to try to understand policyholder behavior and quantify future liabilities and risks.

The SOA engaged an outside party (researchers) to survey current practices of life insurance and annuity companies with respect to:

- Setting dynamic policyholder behavior assumptions
- Surveying and evaluating current practice in light of recent available research on the subject
- Assessing the methods and application of setting dynamic policyholder behavior assumption

This session will cover the results of that study and lessons learned.

**Kate Li** is a member of the Actuarial & Insurance Management Solutions (AIMS) Practice at PricewaterhouseCoopers LLP. At her current role, Kate leads or provides actuarial support for various client engagements, including both consulting and audit services. Prior to joining PwC in 2012, Kate had worked in the insurance industry for seven years, mostly in the ALM and ERM areas. Kate is a graduate from the University of Connecticut. She is a FSA, CERA and MAAA.

**Marianne Purushotham** is Corporate Vice President in LIMRA's Member Benefits Division. She has over 20 years experience in the life insurance industry with strong experience in the areas of product development, valuation, experience analysis, and assumption setting. Her work experience includes positions with several life insurance companies and a large actuarial consulting firm with job responsibilities including management of valuation and financial reporting functions, review of actuarial assumptions, and development of predictive modeling approaches for individual life and health product actuarial assumptions.

### **Russell Thomas, Professional Poker Player: From Actuarial Science to Poker**

What's the connection between Actuarial Science and Poker? Join us as professional poker player Russell Thomas shares his journey from studying for actuarial exams to competing at the World Series of Poker!

**Russell Thomas** is a graduate of Temple University where he studied Actuarial Science. After interning at Aetna for two years while in college he took a full time job there. While working at Aetna, he was involved in small group pricing and forecasting minimum loss ratio(MLR) rebates. Russell started playing online poker in college with a deposit of \$10. In July of 2012, Russell made the final table of the main event of the World Series of Poker where he would go on to finish in 4th place and win \$2.85 million. Since his finish at the World Series of Poker, he has left the profession to pursue a career as a professional poker player. He is now sponsored by an online poker site, 888 poker. In March, he won a tournament online for \$220K. In April, he final tabled the main event of the World Series of Poker Australia finishing in 8th place. He now travels around the world to play poker tournaments for a living.

### **Networking Reception**

Hors D'oeuvres and one complimentary beverage will be served. Cash bar will be available for additional beverages.

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### **Join us on LinkedIn**

The Actuaries' Club of Hartford/Springfield is on LinkedIn. Join our group to stay up-to-date on latest Club events and announcements, and stay connected with your local area colleagues.