

Actuaries' Club of Hartford & Springfield Annual Meeting – Wednesday, May 21st, 2014

The Actuaries' Club of Hartford & Springfield will hold its Annual Meeting on Wednesday, May 21st at the Connecticut Convention Center in Hartford, CT from 9:00AM - 5:00PM with a Networking Reception at the end of the day from 5:00PM – 6:30PM. Speakers include the President of the American Academy of Actuaries, Tom Terry. For more information and to register, please click here: <https://www.regonline.com/2014achsmeeting> or go to our website at <http://newenglandactuaries.com>.

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

The Actuaries' Club of Hartford & Springfield Annual Meeting

Lunch is included with this meeting but will only be available to those who register online by May 9th. Space is limited so early registration is recommended. *Advance registration is required – walk-in registrations will not be accepted.*

When

Wednesday, May 21st
9:00AM - 6:30PM

Where

Connecticut Convention Center
100 Columbus Blvd
Hartford, CT 06103

Schedule

8:00 – 9:00	Breakfast/Registration
9:00-10:00	General Session 1
10:00 – 10:15	Snack Break
10:15 – 11:15	General Session 2
11:15 – 11:30	Snack Break
11:30 – 12:30	Breakout Session 1
12:30 - 1:30	Lunch and Club Meeting
1:30 - 2:30	General Session 3
2:30 - 2:45	Snack Break
2:45 - 3:45	Breakout Session 2
3:45 - 4:00	Snack Break
4:00 - 5:00	General Session 4
5:00 - 6:30	Networking Reception

Registration

Please visit our registration site for more information:

<https://www.regonline.com/2014achsmeeting> or go to our website at <http://newenglandactuaries.com>.

Those who register by April 25th will receive a discounted "early bird" registration fee of \$150! Standard registration is \$175.

Regulators, College Students, Retired or Unemployed Members pay a registration fee of \$75.

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.

Free wi-fi access will be available on a lower floor in the Convention Center but not in meeting rooms.

Meeting Agenda with Session Descriptions:

***(For more information on any session please go to the event website:
<https://www.regonline.com/2014achsmeeting>)***

The ACHS believes that sessions at this meeting may be suitable for filling continuing professional development (CPD) requirements. You could receive up to 7.2 CPD credits (of which 2.4 credits may qualify as professionalism credits) based upon your session attendance. Each individual must refer to SOA guidelines to determine how each session fits CPD criteria.

General Session 1

Linda Lankowski, Director and Actuary, Prudential : How to Develop an ASOP

Most actuaries are never involved in creating an Actuarial Standard of Practice, so it can often feel as if they are created out of thin air. The reality is that there is a very robust process, and a lot of effort goes into producing the document. In this session, you will hear about how the process works, from proposal of an ASOP, to choosing a group who will draft it, the drafting process itself, exposure period, response to comments, and finally publishing the completed ASOP. The process is fun, frustrating, and ultimately rewarding. Linda will discuss the process in general, and her experience with writing ASOP 48.

Linda Lankowski, FSA, MAAA, is Director and Actuary in Prudential's Individual Life Actuarial group. She has extensive actuarial experience with several local life insurance companies, in roles ranging from pricing to reinsurance. Her most recent professional activities involve reinsurance related to the integration of Hartford's life business into Prudential. She is currently chair of the Life Products Committee at the American Academy of Actuaries, and chairs both the Life Settlements Consumer Guide work group and the Life Settlements Investor Guide work group. She was a member of the Task Force which wrote the Actuarial Standard of Practice covering Life Settlements Mortality (ASOP 48).

General Session 2

Douglas Carey, Director, Deloitte Consulting LLP: Actuaries without Borders

Learn more about Actuaries Without Borders. AWB seeks to make available actuarial services on a temporary basis through volunteer efforts of its members to assist in the development and sound management of social security, enterprise risk management, pensions, insurance (including non-life, life and microinsurance / microfinance), investments, healthcare and other infrastructures and wider areas wherein the actuarial skills can be of use. AWB also contributes to the awareness of the profession and the spread of actuarial education by encouraging AWB members to take on teaching and coaching assignments. AWB focuses on geographic areas in which there is a lack of actuarial resources ("target countries"), irrespective of geographical boundaries.

AWB focuses on situations where there are deserving needs among public entities, governmental organizations and Social organizations including NGOs that clearly lack the actuarial resources and may also be in need of financial assistance to obtain suitable expert advice. The AWB facilitates this by being familiar with and working with such funding Agencies who would be comfortable in having actuarial expertise associated with execution of such funded projects.

Douglas J. Carey, FSA, MAAA, FCA, EA is a Director in the Human Capital Practice of Deloitte Consulting LLP, based in Stamford, CT. His more than 35 years consulting experience includes working with large multinational clients, NGOs and government entities on all aspects of their human resource issues with emphasis on global compensation and benefit plans. Doug has worked with many organizations to help them set a global strategic framework around which to develop their HR programs and then execute around that framework to design, finance, implement and evaluate plans to meet their global objectives and local requirements. He has worked extensively with many global organizations helping them set a global retirement philosophy and implement controls and plans to achieve their objectives.

Doug has spoken and written on the topic of global total rewards strategy in many forums and is recognized by his clients as a valued strategic resource in helping build and execute global HR strategies.

Doug is a Fellow of the Society of Actuaries, a member of the American Academy of Actuaries, and an Enrolled Actuary. He is a member of the SoA, International Section Council, a committee member of the IACA and PBSS sections of the IAA. He serves as secretary of AWB section of the IAA. He has an A.B. from The College of William and Mary.

Breakout Session 1

A: Annuity Market Update: Guillaume Briere-Giroux, Principal and Hartford Office Leader - Oliver Wyman, Jennifer Healy, Vice President and Actuary - MassMutual Financial Group and Henry Cheng, Assistant Vice President - Lincoln Financial Group

In this session, a consultant will provide an annuity industry update covering sales, product trends, M&A activity and emerging risk, financial reporting and regulatory issues. Two senior actuaries from leading annuity carriers will offer perspectives on the growing deferred income annuity (DIA) market and recent variable annuity (VA) pricing and risk management innovations.

Jennifer Healy is Vice President and Actuary at MassMutual Financial Group. Jennifer joined MassMutual in 2011 and is responsible for annuity product development and pricing. Prior to joining MassMutual, Jennifer was Assistant Vice President and Actuary at The Hartford where she held various annuity product development and pricing responsibilities for the domestic annuity business. She also led the home office actuarial functions for Hartford's international operations including pricing, product development, risk analysis and evaluating market and country expansion opportunities. Jennifer has a Bachelor of Science in business administration, actuarial science from the University of Hartford. She is a Fellow of the Society of Actuaries and a Member of the American Academy of Actuaries.

Henry Cheng is an Assistant Vice President at Lincoln Financial Group. Henry joined Lincoln in 2010 and is responsible for Individual Annuity pricing and risk management. Prior to joining Lincoln, Henry managed Japanese Variable Annuity reinsurance at White Mountains Life Reinsurance Bermuda for 4 years, with responsibilities spanning new business development and pricing, hedging strategy, valuation, risk and capital management and regulatory compliance. Prior to White Mountains, Henry had several actuarial roles at Travelers Life & Annuity. Henry has a Bachelor of Mathematics degree in Actuarial Science from the University of Waterloo in Canada. He is a Fellow of the Society of Actuaries, a Member of the American Academy of Actuaries, a CFA Charterholder and holds the FRM designation.

Guillaume Briere-Giroux is Principal and Hartford Office Leader at Oliver Wyman. Guillaume joined Oliver Wyman in 2013. He has worked with most top annuity writers on issues related to product development, financial reporting, ALM, financial modeling and risk management. His areas of practice also include mergers and acquisitions, model validation, experience studies and stable value products. He is a frequent speaker at SOA meetings and his work and research have been featured in the press and many actuarial publications. Prior to joining Oliver Wyman, Guillaume was Senior Consultant with Towers Watson's Risk Consulting practice. Prior to joining Towers Watson, Guillaume was corporate risk director at Allianz Life. Guillaume has a degree in actuarial science from the École d'Actuariat de

l'Université Laval, located in Quebec City. He is a Fellow of the Society of Actuaries, a Member of the American Academy of Actuaries and a CFA Charterholder.

B: Interesting and Current Issues in Group and Individual Disability: Tom Corcoran, Director, Consulting Services - Towers Watson

This is intended to be an interactive workshop, presenting and discussing a range of current topics. The final content may be adjusted to reflect developments up to the session date. Currently anticipated topics include:

1. Recent developments in the Voluntary Group Life and Disability marketplace
2. Potential impact of ACA on Group Life and Disability markets and distribution
3. Progress updates on the proposed Individual and Group Disability valuation standards
4. Update on the work of the SOA LTD Credibility Research Study
5. Next steps for LTD experience studies

Tom Corcoran FSA, MAAA, CERA leads Towers Watson's Health insurance consulting practice, specializing in group life, group health and individual health products. Mr. Corcoran's areas of expertise include reserve valuations, mergers and acquisitions, financial reporting, capital / reinsurance strategies, risk management, product pricing and best practice reviews. Mr. Corcoran speaks frequently on actuarial topics and has published numerous articles. He is a co-author of the Society of Actuaries text book on Mergers & Acquisitions and has served as Vice President of the SOA Board of Directors, Chairman of the SOA Health Section and as chair or member of numerous SOA committees. He is a graduate of Brown University and a Fellow of the Society of Actuaries, a Member of the American Academy of Actuaries, and a Chartered Enterprise Risk Analyst of the Society of Actuaries.

C: Stable Value: Opportunities, Challenges, and Risk Management: Charlie Vest, Vice President & Actuary - Prudential

In this session, you will learn about the Stable Value business from an industry insider with over 30 years of experience who has seen the evolution and dramatic growth of this very important Retirement market segment. Topics will include the variety of products offered in the marketplace, important risk management principles and practices, and challenges and opportunities in the current market environment. Attendees will come away with some new insights to apply in their day-to-day actuarial work, regardless of whether it is in the Stable Value business or not.

Charles Vest, FSA, MAAA, CFA is Vice President and Actuary at Prudential Retirement. Charlie leads pricing for Prudential Retirement's full service and institutional investment solutions businesses, including Prudential's industry leading book of stable value business which has now grown to over \$110 billion. He also has responsibility for asset/liability modeling and financial risk management across all of Prudential's Retirement's businesses.

Prior to joining Prudential in 2012, Charlie served in numerous roles at The Hartford from 1999 through 2012 including Chief Actuary for the Group Benefits business line, Chief Actuary for the U.S. Wealth Management Business, and Vice President in charge of asset/liability management for all of The Hartford's Life Company general account and guaranteed separate account businesses. Vest spent the first 17 years of his career at The Travelers where he served as Vice President and Chief Actuary for the Group Annuities business line.

Charlie is a Phi Beta Kappa and Summa Cum Laude graduate of the University of Connecticut, where he earned B.S. and M.S. degrees in Mathematics-Actuarial Science and an M.B.A. in Finance. He is also a Fellow of the Society of Actuaries, a Member of the American Academy of Actuaries, and a Chartered Financial Analyst.

D: Practical Predictive Modeling: Michael Ewald, Assistant Director, The Hartford and Shane Barnes, Director, The Hartford

Predictive modeling is defined as the ability to predict future events through the statistical analysis of historical results. From our perspective, this definition confuses the difference between predictive modeling and traditional actuarial activities. The goal of this presentation is to describe practical applications of predictive modeling and how it can be used to assist in day to day actuarial analysis.

Michael Ewald FSA is an Assistant Director at The Hartford and is responsible for building predictive models for the Group Benefits division. Some of his projects include LTD manual rates, LTD termination rates, LTD frequency and severity experience rating, LTD industry rate comparison, Group Life manual rates, and case persistency. His prior roles involved developing and launching The Hartford's first FIA product and Japan VA valuation. Michael graduated from the College of Charleston with a B.S. in economics. He is an Associate of the Society of Actuaries, a Chartered Enterprise Risk Analyst®, and a CFA® charterholder.

Shane Barnes is a Director of Applied Research in the commercial lines division of The Hartford. He works with underwriting, sales and actuarial to build non-traditional predictive models. Shane spent several years in personal lines and commercial lines pricing. Shane has used predictive modeling in traditional actuarial pricing and has experience in personal and commercial lines predictive modeling. Shane graduated from Doane College in Crete, Nebraska. He is a Fellow of the Casualty Actuarial Society.

General Session 3

Jason Madrak, Chief Marketing Officer, Access Health CT: Implementing the Affordable Care Act in Connecticut

Jason Madrak, Chief Marketing Officer at Access Health CT, will walk through the activities of launching a leading State Based Marketplace and discuss ongoing operations

Jason Madrak joined the Connecticut Health Insurance Exchange in May 2012 as the Director of Marketing. Mr. Madrak brings more than 15 years of diverse experience in media and marketing leadership in the finance, insurance and consumer products industries. Most recently, Mr. Madrak held senior leadership positions at both WellPoint and Aetna, where he led efforts to develop engaging consumer outreach programs and improve the member experience. Additionally, Mr. Madrak has led market research efforts at both The Wall Street Journal and Conde Nast, focused on driving effective media and marketing strategies for the firm's client base of leading national advertisers. A Connecticut native, Mr. Madrak holds a Bachelor's degree in Marketing from the University of Connecticut, and an MBA in marketing from New York University's Stern School of Business.

Breakout Session 2

A: The Insurance Accounting Project – An Update on the IASB and FASB: William Hines, Principal & Consulting Actuary, Milliman, Inc. and Rowen Bell, Executive Director, Aetna

This session will provide attendees with an update on the current status of both the FASB and IASB efforts to create a new accounting standard for insurance contracts. In addition to a status update panelists will provide an overview of activities of the US and international actuarial profession with regards to the insurance accounting project and highlight key issues of interest to life actuaries and health actuaries that could arise from the proposals of each board.

William Hines FSA, MAAA is a principal with the Boston office of Milliman. He joined the firm in 2001. William has consulted extensively on financial reporting issues involving embedded value calculations, as

well as IFRS, U.S. GAAP, and U.S. statutory accounting issues. He serves as appointed actuary for several life insurers in the United States and Bermuda. His consulting assignments have included litigation support, reserve reviews, and pricing analysis, mergers and acquisitions and alternative financing structures, including securitizations, captive insurance companies, and reinsurance transactions. Prior to joining Milliman, William worked at John Hancock in Boston.

William currently serves as Vice-President of the American Academy of Actuaries Risk Management and Financial Reporting Council, as Vice-chair of the Insurance Accounting Committee of the International Actuarial Association (IAA) and Co-chair of the IAA's Education and Practice Subcommittee.

Rowen Bell, FSA, MAAA is an executive director with Aetna, based in Chicago. Prior to joining Aetna two years ago, his experience included a variety of finance and actuarial roles in the health insurance sector, including positions at a major accounting firm and an insurance trade association. Rowen has frequently spoken and written about health insurance financial reporting issues, including the IASB and FASB Insurance Contracts projects. He is a former chair of the American Academy of Actuaries' Financial Reporting Committee, a former winner of the Academy's Jarvis Farley Service Award, and a current member of the Society of Actuaries' Board of Directors.

B: Interest Rate Modeling with Random Regimes: Jim Bridgeman, Associate Professor in charge of UConn's graduate program in Actuarial Science

Historical interest rates exhibit behavior impossible under conventional mean-reverting models such as the AAA scenario generator. For stress-testing purposes such as RBC, Economic Capital, Conditional Tail Expectations, etc. it would be desirable to generate interest rate scenarios from a model that allows a wider range of paths. Doing so without generating completely unhistorical extreme paths (or without just bouncing off arbitrary barriers) has been a challenge. We illustrate the results of a model analogous to Black-Karasinski but with a heavier than normal random shock and a mean-reversion target that occasionally changes in random fashion. It captures the range of historical data nicely. Since a random reversion target is unobservable, however, calibration to the historical data is a challenge. We overcome it with a pragmatic mixture of filtering, maximum likelihood and moment-matching and compare the results to the AAA scenario generator.

Jim Bridgeman FSA CERA MAAA is Associate Professor in charge of UConn's graduate program in Actuarial Science. He spent 28 years with Aetna finishing as CFO and Chief Actuary for international operations, and a year in that role for ING's Latin American operations. He did the Monte Carlo testing for the ACLI's dynamic valuation interest rate proposals that were adopted by the NAIC for the SVL in 1980, served on the Transactions editorial board throughout the 1990's, and is a regular contributor at the SOA's annual Actuarial Research Conference.

C: VA Potpourri for \$1000: Michael DuBois, Second Vice President & Actuary – Mass Mutual LLC and Mark A. Sayre, Actuarial Consultant– Mass Mutual LLC

A survey of topics associated with VA principled based approaches including (but not limited to) C-3 Phase 2/AG43 Subgroup status report, modeling issues – is that reality, control environment evolution. The attendee will come away with a refreshed view of the changes that PBA has brought to a live situation and the challenges that it brings.

Michael DuBois, FSA, MAAA is Second Vice President & Actuary, MassMutual. His work is focused on annuity valuation. Mr. DuBois currently chairs the ACLI VA actuarial subgroup and has been an active industry participant regarding C-3 Phase 2 RBC and VACARVM. He also participated in the development of the Practice Note for C-3 Phase 2 RBC and AG 43. He has been a speaker at a number of SOA and AAA events on PBA for VAs

Mark A. Sayre, ASA, MAAA is an Actuarial Consultant and member of the Actuarial Student Program at MassMutual. His work is focused on reserving for UL and VUL products subject to XXX, NY Reg 147, AG37 and/or AG38. Prior experience at MassMutual includes rotations in Corporate Strategy and Annuity Product Management. While in these roles, his work responsibilities involved leading environmental trends analysis for strategic planning, supporting M&A analysis, and co-leading the strategic review of a major business unit. He holds a BA in Economics from New York University and a MSc in Economics and Management from Università Commerciale Luigi Bocconi.

D: “Game of Inches”: Olga Jacobs, Vice President, Exchange Strategy – United Healthcare

In all aspects of life, including work, we have seen that sometimes the difference between winning or losing, success or failure, comes down to something very small. As a result you need to pay attention to these small things as much, and maybe even more, than the obvious, large things. In this interactive workshop, you will learn why it is important to “sweat the small stuff” at work and what that “small stuff” is!

Olga T. Jacobs, FSA, MAAA is Vice President, Exchange Strategy at UnitedHealthcare. In her role she oversees efforts to develop analytic modeling, pricing approaches, and advocacy positions to support UHC’s Exchange Strategy in the small group and individual markets. Olga has over 20 years of experience in pricing, product development, rate filings, and regulatory rating compliance of group medical products. Olga currently serves on the SOA Health Section Council and is the former Chair of the SOA Management & Personal Development Section Council. Olga also serves as the Vice Chair of the SOA Group Health Advanced Exam and is a member of the Fellowship Admission Course Faculty Team.

General Session 4

Tom Terry, President of the American Academy of Actuaries: Actuaries and the Public Interest

What is the responsibility of a profession to serve the public interest? What is the responsibility of our profession? What principles should inform our thinking on this topic? Should individual actuaries be held to a different standard than the profession as a whole?

Tom Terry is the founder and CEO of The Terry Group based in Chicago, Ill., and current president of the American Academy of Actuaries. Terry is a fully credentialed actuary and an active leader in the actuarial profession in the U.S. and abroad. He previously served as chairperson of the Academy’s Public Interest Committee and as vice president of the Academy’s Pension Practice Council. He also served on the council’s Forward Thinking Task Force. He is a past president of the Conference of Consulting Actuaries. On international matters, Terry serves as co-vice chairperson of the Pension and Employee Benefits Committee of the International Actuarial Association. From 2006 to 2010, Tom was CEO of JPMorgan Compensation and Benefits Strategies. From 1991 to 2006, he was CEO of CCA Strategies. From 1975 to 1991, he was in various consulting leadership roles at Towers Perrin.

Networking Reception

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

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.