

## Detailed Agenda

### General Session #1

#### Dialogue with the SOA President-Elect – Professionalism, SOA Initiatives

Craig W. Reynolds, FSA, MAAA, President-Elect, Society of Actuaries, Principal & Consulting Actuary, Milliman

##### Session Description:

This will be a two part session. In the first hour, the Craig will discuss professionalism. What does it mean to be a professional? What rules codify professionalism? What are some real life examples of professionalism issues? How might adherence to standards of professionalism keep us, and our principals and the public, out of trouble? In the second part, Craig will discuss current strategic and operational initiatives of the Society of Actuaries and explain how they are reflective of the strategic plan of the SOA, and how these initiatives will impact the practicing actuary.

##### **Craig W. Reynolds, FSA, MAAA, President-Elect, Society of Actuaries, Principal & Consulting Actuary, Milliman**

Craig is a principal and consulting actuary at Milliman where he co-manages the Seattle Life Insurance Consulting Practice. An employee of Milliman since 1989, he assists domestic and international life insurance clients with financial forecasts, mergers and acquisitions, product development and management, financial reporting, asset-liability management, and software implementation. Reynolds has extensive U.S. experience and has also worked in a number of countries around the world, including Japan, South Korea, China, Bermuda, Canada, France, Brazil, Mexico, Chile, Colombia, and Argentina. Craig took office as President-Elect of the SOA in October of 2014, and he will assume the office of the Presidency in October of 2015.

### Breakout Sessions AM

#### A: The Actuary's role in Life Insurance M&A

Guillaume Briere-Giroux, Principal and Hartford Office Leader, Oliver Wyman  
Scott Sheefel, Vice President, Wilton Re

##### Session Description:

In this session, two speakers will discuss the role of actuaries in life insurance mergers and acquisition (M&A). Using case studies, a speaker from the industry will describe the functional role of actuaries in M&A transactions. A consultant will discuss M&A professional considerations (e.g., relevant ASOPs) and valuation topics.

**Scott Sheefel** is a Vice President at Wilton Re focused on M&A related activities including pricing, due diligence and structuring of In Force Solutions. Scott's role also involves product development, traditional reinsurance and structuring private labeling opportunities for clients for New Business solutions. Scott has been at Wilton for 10 years and has a total of 17 years' experience in the Life Insurance Industry.

**Guillaume Briere-Giroux** is Principal and Hartford Office Leader at Oliver Wyman. He has 10 years of industry experience and is frequently involved in M&A transactions as a life insurance consultant. Guillaume's other specialties include providing a broad range of consulting services to annuity writers and the application of predictive modeling techniques to life insurance and annuities.

## **B: Medical cost trend - today and tomorrow**

Rhonda L. Lessard, VP, Core Healthcare Analytics, Aetna

### **Session Description:**

Join us on a ride to see what impact climatic and societal changes will bring about as we examine the current and future trends in the medical insurance industry.

**Rhonda L. Lessard, Vice-President, Core Healthcare Analytics (CHA)**, joined Aetna, Inc. in June 2002. In her position, she is primarily responsible for monitoring medical costs and medical cost trends. Additional responsibilities include: analyzing and updating physician fee schedules, data mining for overpayment opportunities, conducting provider chargemaster audits, providing consistent tools for medical cost analysis and reporting across the country, and creating and maintaining predictive models in support of actuarial pricing departments.

Prior to joining CHA, Rhonda held positions in National Accounts Actuarial and Core Actuarial. Rhonda came to Aetna from Arthur Andersen LLP, where she was a member of their national actuarial consulting practice.

Rhonda graduated from the University of Connecticut where she received a Bachelor of Science in Actuarial Science. She is a Fellow of the Society of Actuaries and a Member of the American Academy of Actuaries.

## **C: Fundamentals of LTD Pricing**

Mark Coslett, AVP&Actuary – The Hartford, Rick Leavitt, SVP, Actuarial – Smith Group

### **Session Description:**

In this session, we will discuss why LTD pricing is so difficult, including a deep dive on the components of manual rating, experience rating, and how a pricing actuary can pull it all together.

**Rick Leavitt** serves as pricing and consulting actuary at Smith Group. In this capacity, Rick conducts valuation and pricing projects for Smith Group clients, with a focus on LTD, STD and voluntary disability product lines. Rick has been an active member of numerous SOA research committees, including the LTD experience committee, as well as the joint AAA GLTD and NAIC Health-Actuarial Task Force.

Rick began his insurance career at UNUM in 1991, joining the Smith Group in 1999. Rick graduated from Reed College in Portland, Oregon in 1983 with a B.A. in physics, and received his Ph.D. with distinction in theoretical physics from the Johns Hopkins University in 1988.

**Mark Coslett** serves as a disability pricing actuary at The Hartford. In this capacity, Mark oversees many aspects of disability pricing, including the pricing manual, credibility formulas, pricing tools and systems, and rate benchmarking.

Prior to joining The Hartford, Mark has held various product pricing and non-traditional actuarial roles with CIGNA and Prudential, including core medical, COLI, and retirement product lines. Mark graduated in 2001 from Lafayette College with a B.A. in mathematics.

## **D: How Social Security Impacts Your Day One**

Paul Adamczyk, Stephanie Anthony, David Nocera

**Session Description:**

The presentation will address little known facts on Social Security benefits including its impact on participant retirement outcomes. The actuarial group will provide insight on replacement ratios for various age groups and pay grades, and how these Social Security outcomes influence employers' design strategies for retirement programs. Furthermore, the group will explore the implications of receiving Social Security benefits prior to and after normal retirement age.

**Stephanie E. Anthony, Senior Actuarial Analyst**, located in Hartford, Connecticut, provides actuarial consulting services to Prudential Retirement's pension clients. Stephanie's expertise includes consulting with plan sponsors on design, funding, implementation and administration of various types of pension plans, inclusive of public plans. Stephanie joined Prudential in 2006. She has a B.S. degree in Business Administration / Actuarial Mathematics from Bryant University.

**Paul V. Adamczyk, Director** located in Chicago, Illinois, provides actuarial consulting services to Prudential Retirement's pension clients. Paul's thirty-seven years of expertise includes:

- Consulting with plan sponsors on design, funding and implementation of their plans
- Implementation of early retirement windows
- Plan terminations

Prior to joining Prudential in 2011 Paul worked at Towers Watson where his experience included managing a team of benefit consultants and lead actuary to several pension clients.

Paul attended Northwestern University where he earned a B.A. degree in Mathematics. He is an Enrolled Actuary and a Member of the American Academy of Actuaries and a Fellow of the Conference of Consulting Actuaries.

**David J. Nocera, Director**, located in Hartford, Connecticut provides a wide variety of consulting services to Prudential Retirement's pension and 401(k) clients. Dave's thirty-three years of expertise includes:

- Consulting with plan sponsors on design, funding and implementation of their plans, including strategic plan reviews, IRS compliance analysis, and the development benefit calculation systems for outsourced clients.
- Managing the new business implementation team for Prudential's defined benefit outsourcing services. He has supported the development of many benefit calculation and participant data processing applications.
- Specializing in designing and implementing elaborate and complex consulting projects such as retirement program redesign studies. He is the chief architect of Prudential's Defined Contribution Plan Optimization model.

David attended the University of Hartford where he majored in mathematics. His hobby is to coach youth baseball in the greater Hartford area.

**General Session #2****Overview of the SEC, Regional Regulation/Enforcement Activity, and Federal Securities Laws**

Stephen M. Latin, Supervisory Staff Accountant - Office of Compliance, Inspections and Examinations/National Examination Program, Securities and Exchange Commission

David H. London  
Senior Counsel, Enforcement Division/Market Abuse Unit, United States Securities and Exchange Commission

**Session Description:**

Many insurance companies, products and employees are regulated by the United States Security and Exchange Commission (SEC). Learn about the SEC, regulation and enforcement and how it affects you. Topics include:

- General introduction to the SEC & overview of Boston Regional Office
- National examination program:
  - How examiners work in relation to the program's 2015 priorities  
<http://www.sec.gov/about/offices/ocie/national-examination-program-priorities-2015.pdf>
  - Illustrative example: CT-based ponzi scheme
- Enforcement
  - Investigation and litigation steps
  - Illustrative examples: accounting fraud case, insider trading case

**Stephen M. Latin, Supervisory Staff Accountant - Office of Compliance, Inspections and Examinations/National Examination Program, SEC**

As an examination manager, Steve manages teams composed of staff from the Boston Regional Office and other regions in examining registered investment advisers and registered investment companies throughout New England. He joined the SEC staff eight years ago after beginning his career as an auditor at KPMG LLP, where he specialized in the investment management industry and also worked as a consultant in the firm's Internal Audit, Risk & Regulatory Compliance Services practice.

Steve received his B.S. from the Leventhal School of Accounting at the University of Southern California. He is a Certified Public Accountant in the Commonwealth of Massachusetts and a Certified Fraud Examiner.

**David H. London, Senior Counsel - Enforcement Division/Market Abuse Unit  
United States Securities and Exchange Commission**

David London is a senior counsel at the United States Securities and Exchange Commission. David works in the Enforcement Division's Market Abuse Unit, where he investigates potential violations of federal securities laws, recommends Commission action when appropriate (either in a federal court or before an administrative law judge), and litigates cases on behalf of the Commission. David is also an adjunct professor at New England Law|Boston, where he teaches Securities Regulation.

David received his B.A. in English from Tufts University and his J.D. from Boston College Law School. He had previously been an associate at Choate, Hall & Stewart in Boston, Massachusetts.

**Breakout Sessions PM****A: Pandemics, Preparedness and Public Health: Are We Ready?**

Jim Toole, Managing Director, FTI Consulting

**Session Description:**

An influenza pandemic occurs when the virus mutates into a new strain for which there is no prior immunity and is easily transmissible between humans. These events typically occur several times each century with varying degrees of virulence. A similar event today could infect as many as 100 million people in the United States alone, with significant impact to health insurers.

Yet even small shifts in incidence and virulence of new or existing diseases have the potential to overwhelm the capacity of our delicately balanced health care system. What lessons have we learned from the last year and what might we expect in the future?

**Jim Toole, Managing Director, FTI Consulting**

Mr. Toole has over 25 years of management and technical experience in the life, health, and property and casualty industries. Mr. Toole is a frequent speaker and has written and/or edited articles for numerous industry publications. Mr. Toole was co-editor of the textbook "Insurance Industry Mergers and Acquisitions," published by the SOA in spring of 2005. Mr. Toole served as lead researcher on the SOA project to analyze the potential impact of a pandemic on the U.S. life and health insurance industries. Mr. Toole is active in Society of Actuaries professional activities and is currently serving a two year term as Vice President of the Board of Directors of the Society of Actuaries.

**B: Investing for Life Insurers-The New Frontier**

Mary Pat Campbell, VP, Insurance Research, Conning

**Session Description:**

The life insurance industry continues to face some significant challenges with investment portfolios as yields on traditional asset classes continue to fall and risk premiums continue to shrink. Companies must continue to search for opportunities in non-core and alternative asset classes that can enhance investment income, risk-adjusted returns and portfolio diversification.

We will review trends in asset and sector allocations and risk exposures in the life insurance industry, the actual strategies implemented by top-performing companies as well as potential benefits of increased exposure to certain non-traditional and alternative asset classes.

**Mary Pat Campbell, FSA, MAAA, PRM**, is a Vice President in Conning's Research Group where she is responsible for individual and group life insurance, life reinsurance, investments by life insurers, and regulatory issues. Conning produces annual studies on the General Account investments of the life-annuity industry, among other topics.

**C: Model Risk Management through Effective Model Governance, Controls, and Documentation**

Sian McAlpin, FSA, FCIA, MAAA, AVP Finance, Risk and Controls, Sun Life Financial  
Pamela Spaulding, FSA, MAAA, Senior Actuary, Voya Financial  
Scott Houghton, FSA, MAAA, Principal, Oliver Wyman

**Session Description:**

Increases in complexity of the actuarial models we use for pricing, valuation, and financial projections result in an increase in model risk. In this session the panelists will describe their experience and answer audience questions on tools, techniques, and methodology to reduce and effectively manage this risk.

**Sian McAlpin, FSA, FCIA, MAAA** is AVP of Finance, Risk, and Controls at Sun Life in Wellesley Massachusetts. She has 20 years of experience in life and annuities. Prior to Sun Life, Sian led the US GAAP valuation for all US business units of John Hancock, and she also has experience working in their internal audit department. Sian started her career at Wawanesa Mutual Life in Canada, and is a graduate of the University of Manitoba. Outside of the office Sian serves as treasurer and board member for Community Servings, an eastern Massachusetts nonprofit that home delivers meals to people homebound with life threatening illnesses.

**Pamela Spaulding, FSA, MAAA** is AVP, Senior Actuary at Voya Financial in Windsor, Connecticut. She has 25 years of experience concentrated on corporate oversight roles

covering life, annuity and retirement products in the US, Latin America, Europe and Asia. Pam is currently in the internal audit department at Voya, responsible for all aspects of the audit process for the actuarial functions. Prior to Voya, Pam worked for Canada Life and Paul Revere Insurance Group. Pam is a graduate of Hofstra University. Outside of the office Pam serves as treasurer and board member for Simsbury Newcomers Club, an organization introducing newcomers to others and starting them on a new social and civic life in the community.

**Scott Houghton, FSA, MAAA** is a Principal at the Actuarial Practice of Oliver Wyman in the Hartford office. Scott has 25 years of experience with life insurance and annuities, and assists clients in creating financial models for valuation and projections using AXIS software, and also with model vetting and review. Prior to Oliver Wyman, Scott worked for the Toronto office of KPMG, Aon Consulting, John Hancock, and Boston Mutual Life. Scott is a graduate of Dickinson College with a math major. Scott lives with his family in Simsbury, Connecticut. Outside of the office Scott does volunteer work restoring salmon and other migratory fish for the Connecticut Department of Energy and Environmental Protection.

### **D: The Intersection of Prescription Drugs and Mortality**

Eric Carlson, PopulationRx Product Director, Milliman IntelliScript

#### **Session Description:**

- This session will describe prescription histories as an underwriting tool for individual and group insurance, as well as mortality implications associated with prescription histories.
- Identifiable prescription data, obtained pursuant to a valid authorization, has been proven to deliver substantial protective value for individual underwriting. Use of an intelligent underwriting rules engine furthers this protective value.
- De-identified prescription data, where no authorization is required, can be used very effectively for group life / LTD insurance to improve returns and manage risk. This data can also be used for to perform inforce analysis across multiple dimensions.
- At the end of the session, participants should have a better understanding of what a prescription history is and the value it can provide to life insurers.

**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. While at IntelliScript, he has measured mortality implications of Rx and created new Rx based tools applicable in the US life market. His previous experience includes both direct companies and reinsurance companies in a broad range of actuarial and marketing roles.

### **General Session #3**

#### **The State of the Insurance Industry in Connecticut**

Anne Melissa Dowling, former Acting Commissioner of the Connecticut Insurance Department