

Spring 2022 Meeting

08:00 AM	Registration and Breakfast
09:00 AM	Welcome from the Club President
09:15 AM	General Session 1
Ballroom	Riddle Me This: Human vs. Computer? Zach Wissner-Gross
10:15 AM	Refreshment Break
10:45 AM	Breakout Session 1
Room A	COVID-19 Mortality Impacts in the U.S. General Population and Group Insurance Market Mark Coslett Rick Leavitt
Room B	Strategic Implications of SaaS for the Life and Annuity Industry Dave Lipke Jeff Maxwell
Room C	An Overview of Fixed Indexed Annuity Policyholder Behavior Jessie Yuan Kevin Tewksbury Ivan Boronin
Room D	The Actuaries' Climate Index / Climate Risk Index: Present and Future Steven Jackson Steve Kolk
11:45 PM	Lunch and Club Updates
01:00 PM	Break
01:15 PM	Breakout Session 2
Room A	Individual Life and Annuity: Hot Topics in Product Development & Pricing Chris Whitney Eve Sun
Room B	Healthcare Affordability – Value Based & Fee for Service Michael Ewald Lauren Longley
Room C	Operational Risk Management Gus Ortega Lori Gattinella
Room D	The Life Cycle of a PRT Plan Tyler Keenan Leah Thomas Alex Yang
02:15 PM	Break
02:30 PM	Breakout Session 3
Room A	Predictive Modeling: Lessons Learned in Developing Business Solutions Duncan Sanford Andrea Cordani
Room B	ASOP 4 Highlights and Key Updates from the 2021 Revision Michelle Boyles
Room C	U.S. Mortality Trends Through the Pandemic – COVID and non-COVID Mary Pat Campbell
Room D	Non-Traditional Actuarial Topics within Enterprise Risk Management Bill Leslie Geoff Gerow
04:00 PM	General Session 2
Ballroom	Managing Through Crisis Chris Wilkos Gregory N. Malone Heather Majewski Joseph Finch (Moderator)
05:00 PM	Networking Reception

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General Session 1

09:00 AM

Riddle Me This: Human vs. Computer?

Among the thousands of readers of FiveThirtyEight's weekly column, *The Riddler*, two distinct camps have emerged. One faction prefers puzzles that can be solved analytically, ideally by hand with pen and paper. Meanwhile, another group likes problems that require the use of a computer and carefully written code. Sometimes, one approach – human or computer – will deceptively lead one astray. Other times, the two approaches work beautifully in tandem. The speaker will pose (and then review solutions for) a series of popular puzzles from *The Riddler* that can be attacked both by hand and by computer, highlighting the strengths and pitfalls of each.

Zach Wissner-Gross

Since 2019, Zach Wissner-Gross has served as the editor of FiveThirtyEight's *The Riddler*, a weekly column featuring puzzles related to math, logic and probability. For the last decade, Zach has also been an innovator in educational technology. In 2012, he co-founded School Yourself, an online learning platform used by hundreds of thousands of students around the world, and which was acquired by Amplify Education in 2015. At Amplify, Zach serves as the Vice President, Math Education, where he is overseeing development of a new mathematics curriculum. Zach completed his undergraduate education at the Massachusetts Institute of Technology and holds a PhD in Physics from Harvard University.

General Session 2
4:00 PM

Managing Through Crisis

Nearly everyone has experienced a “crisis” of varying degrees, and as risk management professionals we need to be prepared to not only avoid these situations where possible, but mitigate the impacts of a crisis when one occurs. Please join us as a panel of senior actuarial and insurance leaders with decades of diverse experience working through crisis situations share their thoughts and learnings. Covering everything from effective preparation for a crisis situation through to application of learnings to increase organizational resiliency, step into the minds of leaders as they relive some of the most challenging moments of their careers.

Chris Wilkos, CFA

Chris Wilkos is the retired executive vice president and chief investment officer of NSRE (The Phoenix Companies, Inc.)

As chief investment officer, Mr. Wilkos set investment strategy to ensure that NSRE fulfilled its obligations to policyholders and shareholders. He oversaw the life insurance company’s general account and affiliated investment portfolios totaling \$18 billion.

Mr. Wilkos joined Phoenix in 1997 as director of Corporate Portfolio Management and was named vice president in 1998, and senior vice president in 2001. He was promoted to final position in 2009.

Prior to joining Phoenix, he served as a fixed income trader, analyst, portfolio manager, and vice president of Portfolio Strategy for Connecticut Mutual Life Insurance Company.

Mr. Wilkos has significant expertise in fixed income analysis and trading, derivatives analysis and trading and portfolio management. In his career, he has managed or overseen investments in public and private debt, real estate, commercial mortgages, alternative assets and derivatives. He is also proficient in asset-liability management for insurance companies and pension funds.

He holds the chartered financial analyst (CFA) designation and is a member of the CFA Institute and the Hartford CFA Society. He was a longtime instructor for the Hartford CFA review program. Active in the community, Mr. Wilkos is chairman of the investment committee for the United Way of Central and Northeastern Connecticut, a member of the UConn Student Managed Fund Investment Advisory Board, and a mentor to UConn undergraduate students.

He served from 2015-2018 as an adjunct professor at the University of Connecticut, and the undergraduate advisor for the Student Managed Fund program. He was also the faculty advisor for three consecutive UConn undergraduate teams that won the Hartford CFA Challenge. He has been a regular speaker to graduate students at the University of Connecticut on the topics of bond markets and fixed income management.

Mr. Wilkos has a bachelor’s degree in economics from the College of the Holy Cross, cum laude, and a master’s in business administration in finance from the University of Connecticut.

Heather Majewski, FSA

As Head of Americas Life & Health Solutions for Swiss Re, Heather and her team are focused on closing the protection gap by driving digital growth, operational efficiency and improved performance in the insurance industry. Her team is responsible for the origination, development and commercialization of client-led solutions. The solutions leverage technology platforms, strategic partnerships and ecosystems, and Swiss Re expertise in risk management, product development, pricing, underwriting, behavioral economics and data science. Under Heather's leadership, the team has launched several new solutions focused on underserved and middle markets, including a best in class advisor platform

<http://www.achsmembers.com/>

Plum Life with SBLI, as well as the FamProvider term life insurance to protect loved ones abroad with Columbian Financial Group and Cultural Group Benefits.

Heather has 25 years of experience in the insurance industry in multiple product lines. Before joining Swiss Re, she was Head of Wellness Innovation for John Hancock Insurance, where she was instrumental in the development and launch of the John Hancock Vitality insurance solution that rewards people for making healthy choices. She was also focused on the long-term care industry and improving profitability through product design and health engagement. Prior to that, Heather held various strategic and actuarial roles at The Hartford in the individual annuity and employer benefits space.

Heather is a Fellow of the Society of Actuaries with a BS in Actuarial Science and an MS in Mathematics from the University of Connecticut.

Heather's interests include kayaking, paddle-boarding, cycling, Orange Theory Fitness and Pure Barre, Kundalini yoga, and she also enjoys a plant based whole food diet.

Gregory N. Malone

Gregory N. Malone is Managing Director of Cigna's Enterprise Financial Planning & Analysis team which leads the company's financial review and projection processes and coordinates the development of its long term strategic financial plans.

Greg has over 25 years of actuarial experience at Cigna spanning reserving, pricing, and risk management functions across a variety of business lines, including healthcare, retirement, reinsurance, and life insurance.

Prior to his current role, Greg was the valuation actuary for most of Cigna's Healthcare businesses and played a key role in developing a financial model to capture and project the impacts of the Covid-19 pandemic. Before that, Greg was the director of Cigna's Actuarial Executive Development Program which is geared towards early career actuarial talent.

Greg is a Fellow of the Society of Actuaries and Member of the American Academy of Actuaries. He graduated with highest honors from Penn State University in 1995 with a Bachelor of Science degree in Actuarial Science and minor in Mathematics, served as president of the Connecticut Valley Penn State alumni chapter for eight years, and served on the university's Alumni Council for three years.

Joseph Finch

Joe is an actuary at MassMutual, where he works on the product pricing oversight team. He conducts pricing reviews and reports on the health and profitability of the business. He has held a variety of roles at MassMutual including rating agency reporting, enterprise strategic financial communications, and strategic transformation. Joe received a B.S. in Actuarial Science from the University of Connecticut. He is an associate of the Society of Actuaries, past president of the Actuaries' Club of Hartford & Springfield, and is a program champion of the Actuarial Foundation's Math Motivators program.

Breakout Session 1-A

10:45 AM

COVID-19 Mortality Impacts in the U.S. General Population and Group Insurance Market

The COVID 19 pandemic has had a major impact on the US morality rate. This session will include an overview of how COVID 19 has impacted mortality in the US throughout 2020 and 2021. We will take a deep dive into the morality impact by demographics, geography, and cause of death. The session will end with a discussion of how the pandemic has impacted the Group Benefits market.

Mark Coslett, FSA, MAAA

Mark Coslett serves as AVP & Actuary with The Hartford Group Benefits. In his role, Mark oversees the pricing for The Hartford's Group Life and A&H products, as well as the expense pricing and loss ratio forecasting for all Group products. In previous roles, Mark has served as a pricing actuary for group disability, retirement plans, group medical, and a variety of finance and M&A roles.

Mark holds a Bachelor of Science from Lafayette College (2001). In his spare time, Mark enjoys outdoor activities, restoring antique furniture and clocks, and playing with his 7 and 10 year-old boys.

Rick Leavitt, ASA, MAAA

Rick Leavitt serves as consulting actuary at Smith Group/Guy Carpenter. In this capacity, Rick conducts valuation and pricing projects, with a focus on LTD, STD, voluntary disability, and State-mandated family leave product. Rick has worked in Group Insurance for more than thirty years and is a frequent speaker on Group Insurance at the Society of Actuaries and GUAA conferences. Rick continues to focus on the technical aspects of actuarial work, including the use of both the traditional actuarial methods, and predictive analytic or data-science techniques.

Rick is an Associate of the Society of Actuaries and a Member of the American Academy of Actuaries. He holds a BA in physics from Reed College, (1983) and an MA and PhD with distinction in physics from The Johns Hopkins University (1988).

Breakout Session 1-B

10:45 AM

Strategic Implications of SaaS for the Life and Annuity Industry

For years, the possibilities of digital technology have outweighed the practical benefits of transformation for many segments of the individual life and annuity industry. Now, with the success of several direct to consumer new entrants, has the time finally come for the industry to modernize distribution channels or inforce management? Cutting-edge software-as-a-service (SaaS) platforms provide opportunities for growth and transformation that were not possible just several years ago. In this session, Dave Lipke, from Haven Technologies, will present a framework to customize your digital transformation strategy and discuss implications for product portfolios and product pricing. Jeff Maxwell will then demonstrate how modern platforms can help speed up product launches and remove the friction from the life insurance and annuity buying process.

David Lipke

Dave Lipke is the Head of Go to Market Strategy for Haven Technologies, where he focuses on engaging the marketplace to understand how the Haven Technologies' platform can unlock value for insurance companies and help to broaden access to life, annuity, and disability insurance products for consumers. He has nearly a decade of experience in the life and annuity industry, including time in strategy, capital markets and investments, and financial planning and analysis. Dave has his MBA from Boston University's Questrom School of Business and his BA from the College of Holy Cross. He was named to BusinessWest's "Top 40 Under Forty Class" in 2020.

Jeff Maxwell

Jeff Maxwell is the Head of Client Success at Haven Technologies. In this role, he ensures that clients continually realize the full value of the technology through training, coaching, and platform evolution. Jeff has 26 years of experience in the life and annuity industry, including extensive stints working with financial advisors, leading sales organizations, leading training organizations and partnering with carrier product development and marketing organizations. He has degrees in business and English from Seattle University and an MBA from the University of Notre Dame.

Breakout Session 1-C

10:45 AM

An Overview of Fixed Indexed Annuity Policyholder Behavior

This session provides an overview of the FIA experience study sponsored jointly by LIMRA and the Society of Actuaries. The speakers will cover the analyses of how FIA owners utilize the benefits of their products. Full surrender, withdrawal activity, GLWB utilization and contract value vs. benefit base analysis will be discussed in this session.

Kevin Tewksbury

Kevin Tewksbury is responsible for developing experience studies across several lines of business, including life and retirement products. His projects include an FIA experience study, a VA Guaranteed Living Benefit utilization study, and a Public Pension Plan mortality study, to name a few. Kevin earned a Bachelor of Science in Mathematics from the University of Connecticut, with minor studies in Statistics and French.

Jessie Yuan

Jessie Yuan is the manager of data analytics at LIMRA. In this role, her responsibilities include data initiatives related to life and retirement products including LIMRA's partnership with the SOA on various studies of industry experience related to product performance and policyholder behavior. Jessie's area is also responsible for LIMRA's commercial offerings. This includes new product development in the areas of sales and growth and applied data analytics. Jessie Yuan holds a Bachelor of Science in Mathematics from Union College and a Master of Science in Actuarial Science from Columbia University.

Ivan Boronin

Ivan Boronin is a Senior Actuarial Analyst on LIMRA's Data Analytics team. He specializes in statistical modeling and experience studies, and has worked on fixed indexed, variable and individual payout annuities industry studies. Ivan graduated from University of Connecticut with a bachelor's degree in Mathematics and Statistics in 2019, and is currently working on attaining his ASA. His areas of interest include data science and software development.

Breakout Session 1-D

10:45 AM

The Actuaries' Climate Index / Climate Risk Index: Present and Future

This session will briefly introduce the Actuaries Climate Index and the preliminary results from the Actuaries Climate Risk Index (published in January 2020). We will then discuss efforts currently underway to revise both indices, incorporating new data sources, more granularity, and an improved understanding of the consequences of climate change.

Steve Jackson

Steve Jackson is the assistant director for research (public policy) at the American Academy of Actuaries. He works with all of the practice councils to generate, develop, and execute research projects that will enhance the work of the councils. As part of that work, he has been the primary Academy staff member working on the technical development of the Actuaries Climate Index and was the principal author of the Preliminary Findings of the Actuaries Climate Risk Index. Prior to his work at the Academy, Jackson was a member of the faculty at Cornell University and at Washington University in St. Louis.

Steve Kolk, ACAS, MAAA

Steve Kolk is an actuary and president of Kolkulations LLC, a climate risk consulting firm. He is one of the foremost actuarial experts in climate change. He speaks on Climate Change all across the US and around the world. He chairs the Casualty Actuarial Society's (CAS) Climate Change Committee, which constructed the first-of-its-kind Actuaries Climate Index that was launched in 2016. He is also vice chair of the American Academy of Actuaries' Extreme Events and Property Lines Committee.

He is a Property/Casualty actuary with over forty years of experience, including serving as chief actuary for three companies. He is also a Michigan Native who graduated from Calvin University with a Bachelor of Arts with honors in mathematics.

Breakout Session 2-A

01:15 PM

Individual Life and Annuity: Hot Topics in Product Development & Pricing

What do you get when you combine rapidly changing economic conditions, an unprecedented pace of regulatory changes impacting new business and a global pandemic?

This session will provide an overview of new business trends in the life and annuity markets along with changes in product development, pricing and product performance observed in Oliver Wyman's annual life insurance survey, which includes responses from 60 major life insurers in the U.S.

Chris Whitney

Chris Whitney is a Partner with the Actuarial Practice of Oliver Wyman, where he leads the Hartford office and serves as an advisor for the firm's product development & pricing, regulatory and inforce management initiatives. He has extensive product development and financial reporting experience across multiple lines of business.

Eve Sun, FSA

Eve Sun is a Manager with the Actuarial Practice of Oliver Wyman where she focuses on actuarial strategy, mergers and acquisitions and model conversions. Before Eve joined Oliver Wyman, Eve spent 10-years in a variety of roles at two large insurance companies. Eve is an FSA and holds a PhD from Princeton University.

Breakout Session 2-B

01:15 PM

Healthcare Affordability – Value Based & Fee for Service

This session will explore various initiatives within the healthcare space, what is working/what is not, and the path forward to make healthcare more affordable.

Lauren Longley

Lauren Longley is an Actuarial Managing Director at Cigna responsible for leading Market & New Solutions Pricing for the US Commercial business. Her team engages in the financial and strategic assessment of product and network design for new and existing solutions in the healthcare market focused on achieving increased affordability for customers and clients, in addition to maintaining pricing accuracy at the local market level.

Lauren is a Fellow of the Society of Actuaries and a graduate of Cigna's Actuarial Executive Development Program (AEDP). Prior to her current role, she has held a variety of leadership roles in functional areas across the business including Underwriting, Finance, Human Resources, and Actuarial. Most recently, she served as the lead for Risk Management and Underwriting for Cigna's employer Stop Loss business. She also led Cigna's Actuarial Executive Development Program from 2018 to 2020, with responsibility for recruiting, hiring, and developing high potential early career talent, as well as making critical talent placement decisions across the organization for 180 program associates and 40 summer interns each year.

Lauren serves on the Board of Directors for KNOX, Inc., a Hartford-based non-profit organization focused on improving the city of Hartford through community gardens, workforce development, and nutrition education and resources for schools in the city of Hartford. Outside of work, Lauren enjoys spending time outdoors with her husband, 2 daughters and 2 dogs. She is based in the Hartford, CT area.

Breakout Session 2-C

01:15 PM

Operational Risk Management

An overview of operational risk management for insurance companies. The speaker will cover the basic principles of operational risk and associated frameworks, including terms and definitions, key areas of interest and top operational risks as noted by the industry. Managing operational risk and resiliency practices in the new operating environment while navigating the evolving digital and technology transformation is challenging and complex, thus requiring an understanding of how to manage operational risk is more critical today in the financial services industry. The linkage would be made in how operational risk can affect or influence actuarial practices.

Gus Ortega

Vice President, Head of Operational Risk, Voya Financial

Gus Ortega is an accomplished risk management executive with over 20 years of work experience for multi-national global financial institutions. He is currently the Vice President, Head of Operational Risk at Voya Financial with direct responsibility for IT Risk, Third-Party Risk, Corporate and Business Operational Risk Management. Prior to joining Voya Financial, Gus was the Head of Operational Risk Management at AIG directly responsible for the global Operational Risk program including Business Continuity and Third-Party Risk Governance and Oversight. Gus also held various senior risk positions at UBS Investment Bank, Dresdner Bank and Morgan Stanley throughout his 20 years of work experience in the industry. He is an active advocate for Operational Risk Management and is also the co-author of *The Fundamentals of Operational Risk for Insurers*, a Risk.net book published in 2017. Gus holds an MBA from Saint Peter's University.

Lori Gattinella

Assistant Vice President, The Hartford

Lori is a senior insurance risk professional with over 20 years of experience in capital management, consulting, risk management and strategy. Lori is currently responsible for leading several risk functions within Enterprise Risk Management including Risk Governance, Operational Risk, Business Resiliency, Crisis Management and The Hartford's Enterprise Governance, Risk & Compliance Program. She has most recently played a critical role in the operational response to COVID-19 as well as developing and executing on HIG's Return to Office strategy. Lori lives in Glastonbury, CT with her husband and three children and is actively involved with the Special Olympics.

Breakout Session 2-D

01:15 PM

The Life Cycle of a PRT Plan

With the rise of defined contribution pension funds such as 401(k) and 403(b) plans, sponsors of older defined benefit plans are increasingly looking to transfer the risks inherent in administering these plans to a third party that is better equipped to manage the risk. This has given rise to the Pension Risk Transfer (PRT) product which has grown in popularity over recent years.

The presentation will walk through the life cycle of a PRT plan from the bid process, to pricing, to plan maintenance. In particular, we will deep dive into various considerations for developing mortality assumptions as well as different approaches for FP&A functions related to PRT.

Leah Thomas

Leah Thomas is an Assistant Actuary with Legal and General Retirement America (LGRA). She works on the finance team and specializes in modeling and forecasting PRT business. Leah joined LGRA in March 2020 after working in retirement consulting and corporate model development. Leah holds Bachelors' Degrees in Actuarial Science and Math from the University of Iowa and is also an Associate of the Society of Actuaries.

Tyler Keenan, FSA, MAAA, CERA

Tyler Keenan is a Manager with the Actuarial Practice of Oliver Wyman and is based in Boston. His experience has included actuarial modeling and financial analysis for various insurance products as well as enterprise risk management and pricing.

Tyler joined Oliver Wyman in 2020. Prior to joining, he worked at Unum and held roles in individual disability pricing and modeling, enterprise risk management, and voluntary benefits financial planning. He is a Fellow of the Society of Actuaries, a Member of the American Academy of Actuaries, and a Chartered Enterprise Risk Analyst.

Alex Yang

Siqi (Alex) Yang is a Consultant with the Actuarial Practice of Oliver Wyman and is based in Seattle. He has experience in building experience study engines in R and R Shiny. These experience study engines have aided in automating assumption setting and speeding up benchmarking. In addition to experience studies and assumption setting, he has experience in AXIS™ model building for fixed indexed, deferred, and payout annuity products as well as in model validation of various life products. Prior to joining Oliver Wyman, Alex was an Actuarial Consultant at MassMutual.

Breakout Session 3-A

02:30 PM

Predictive Modeling: Lessons Learned in Developing Business Solutions

This presentation will break down some of the challenges faced and lessons learned in deploying a wide range of predictive models into business processes over the last decade. Topics will include developing models to the right level of precision, being prepared for shifting data and environments, and building the right environments to turn predictions into outcomes. Discussion will aim to provide attendees with practical takeaways that can be applied to predictive modeling regardless of industry.

Duncan Sanford

Duncan Sanford is an AVP within Voya's Data Science practice, leading a suite of programs focused on leveraging advanced analytics to drive sales and marketing outcomes. Duncan has spent the last 15 years in a range of roles across Voya Financial, leveraging data to support sales, finance, and operations for multiple business lines.

Andrea Cordani

Andrea Cordani is an AVP within Voya's Data Science practice. She leads a suite of programs focused on applying advanced analytics across the Enterprise to improve customer outcomes and expand relationships. Since joining the organization in 2005, Andrea has held numerous roles within the Retirement, Life and Annuity businesses including pricing, product development and assumption setting. Prior to joining Voya, Andrea held various positions at MetLife. In addition to her FSA designation, Andrea holds Master's and Bachelor's degrees from the University of Connecticut.

Breakout Session 3-B

02:30 PM

ASOP 4 Highlights and Key Updates from the 2021 Revision

ASOP 4 is one of the key standards that impact a pension actuary's work. The ASB adopted the latest revision in December 2021, which is effective February 15, 2023. This session will review the key components of ASOP 4 with a focus on the changes included in the latest revision.

Michelle Boyles, FSA, EA, MAAA

Michelle Boyles is a consulting actuary with the Hartford office of Milliman. She provides actuarial and consulting services to both private and public sector retirement systems and OPEB plans. Michelle's work includes delivering actuarial valuations and FASB/GASB accounting disclosures, setting assumptions and modifying plan design to achieve client objectives for workforce management and budget needs, and advising clients on legislative updates and risk mitigation.

Michelle has an MAS in Actuarial Science from Georgia State University and a BA in Economics from Brandeis University.

Breakout Session 3-C

02:30 PM

U.S. Mortality Trends Through the Pandemic – COVID and non-COVID

From March 2020 and continuing through 2022, mortality trends have taken a wild ride in the U.S. In this session, we will trace some of the changes in mortality through various dimensions, by time, age groups, and cause of death. Of course, the main driver of mortality changes has been COVID, causing the highest increases in mortality rates seen since the Spanish flu pandemic of 1918. However, there have been several other causes of death that have seen outsized effects through the pandemic, some of which may be due to lack of treatment during prioritizing COVID, some of which may be due to other effects of lockdown and other pandemic policies, and others which may persist even after COVID effects wane.

Mary Pat Campbell, FSA, MAAA

Mary Pat Campbell, FSA, MAAA is VP, Insurance Research at Conning in Hartford. She covers trends in life insurance, reinsurance, capital and investments of U.S. insurers. In addition, she is active in the Society of Actuaries in the Emerging Topics Community (join us at the hub!) and as a volunteer for the American Academy of Actuaries in the Data Science and Analytics Committee. She will link to anybody in the profession, so feel free to send an invite:

<https://www.linkedin.com/in/marypatcampbell/>

Breakout Session 3-D

02:30 PM

Non-Traditional Actuarial Topics within Enterprise Risk Management

Management of an enterprise's business and strategy risks in our ever-changing world provides no shortage of topics for analysis. The variety of topics and their cross-enterprise nature provide an opportunity to craft new approaches to new questions through quantitative and qualitative analysis. The speakers will describe their experience applying traditional actuarial skills on non-traditional topics using three recent projects as examples: project execution risk, first-order inflation risk, and climate stress testing.

Bill Leslie, FSA, MAAA

Bill Leslie helps manage MassMutual's enterprise risk as an actuary on a cross-discipline team. He and the team focus on channel and business risk. He has 30 years of experience through Voya and Liberty Mutual mainly in product development and pricing roles focusing on annuities, retirement plans, and group disability.

Geoff Gerow, FSA, MAAA

Geoff Gerow works at MassMutual in Enterprise Risk Management focusing on Channel and Business Risk. Geoff has over 25 years of actuarial experience ranging across Enterprise Risk Management, Stable Value product development and Group Life, Disability and LTC pricing and valuation.