

Gold



NASSAU



PAULINE REIMER, ASA, MAAA



Silver



MOODY'S

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# Actuaries' Club of Hartford & Springfield

May 22<sup>nd</sup>, 2025, Connecticut Convention Center

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## General Session #1 (9:10-10:10)

### **Economic, Market, and Insurance Investment Overview**

Kelly Kowalski, Head of Investment Strategy, MassMutual

#### **Session Description:**

- Outlook for the U.S. economy, including GDP growth, labor markets, and consumer spending
- Inflation, interest rates, and evolving monetary policy
- Fiscal policy and U.S. deficit/debt and associated impacts on markets
- Overview of equity and credit markets including valuations and fundamentals
- Trends in insurance investing and highlights of MassMutual general investment account and investment strategy

**Kelly Kowalski**, CFA is Head of Investment Strategy at MassMutual and is based in Boston MA. In her current role, she is responsible for shaping, executing, and communicating MassMutual's investment Strategy. In addition to being part of the senior leadership team that manages MassMutual's General Investment Account, she oversees the \$40 billion MassMutual Ascend Portfolio. Kelly serves as an Investment Management thought leader by articulating MassMutual's macroeconomic views and investment strategy to key stakeholders and media outlets and has represented MassMutual in financial media including Bloomberg and Yahoo Finance. She is responsible for authoring market commentary for various stakeholders, including a quarterly market update that is distributed to MassMutual Financial Advisors and their clients. Kelly is also the Chair of the Women's Leadership Business Resource Group at MassMutual. Prior to joining MassMutual in 2014, she spent two years at UBS Investment Bank as an Equity and Derivatives Strategist. Kelly holds a BA in Economics from Bethany College and an MBA from Carnegie Mellon Tepper School of Business.

## Breakout Sessions #1 (10:35-11:35)

### **A: Cost of Hedging in Derivatives Hedging and Pricing Performance Measurement**

Frank Zhang, VP – Market Risk Strategy, Lincoln Financial Group

#### **Session Description:**

Market Risk Management is the derivatives hedging team responsible for VA/RILA/FIA hedging programs for Lincoln Financial. Lincoln is a leading annuity product writer in the industry.

In the course of managing the hedging programs, questions often arise regarding how much is the cost of hedging program and how to measure the performance given the expected cost. This also applies to the enterprise risk management of the products hedged and pricing assumptions of the products. Mr. Zhang will discuss the lessons learned in designing and managing the hedge strategies and various components in cost of hedging program.

**Frank Zhang** is a VP at Lincoln Financial. In this role, he is responsible for developing and enhancing the hedge strategies for VA/RILA/FIA and other products/programs. He has worked in several major annuity writers with roles that managed risk, hedge the risk, price or value the risks or products, and at a leading consulting firm and a leading investment bank. Mr. Zhang is an FSA and a CFA charter holder and a graduate of the Computational Finance program from Carnegie Mellon University.

## **B: Spreadsheet Spread Thin? Time for Open Source**

Kevin Carr, Founder & Principal, Carr Actuarial

Matt Heaphy, Head of Pricing & Risk Analytics, Martello Re

Ryan Goldberg, Associate & Actuary, Nassau Financial Group

### **Session Description:**

A deep-dive into utilizing open source tools for cashflow projection or valuation task when Excel and vendor software may not be the right fit. Speakers will cover common concerns of open source tooling, a real-world example of Excel at its limits, a walkthrough of building a calculation engine in Python, performance comparisons of multiple languages and implementation approaches, and perspectives of using open source tooling in the real world. Attendees will learn pros and cons to open source tools, when incorporating these tools might make sense, ways to get started, and will get exposure to advanced topics like profiling and optimization, concurrency, and adding a graphical user interface.

**Kevin Carr** is Founder & Principal at Carr Actuarial and is based in the greater Boston area. He provides life and annuity actuarial services covering the full model lifecycle, product development and pricing, experience studies and data analytics, financial planning and analysis, and M&A support. He has experience with a wide-array of products, is an expert in Moody's AXIS™ software and is experienced with MGALFA®, TAS, Python, and R. Previously Kevin has held roles at Oliver Wyman, Nassau Financial Group, and Symetra Life Insurance Company. Kevin holds a Master of Science in Mathematics from Northeastern University and a Master of Science in Computer Science from Merrimack College, is a Fellow of the Society of Actuaries, and a Member of the American Academy of Actuaries. In his spare time Kevin enjoys traveling with his wife Kendra and their dog Lucy, indoor rock climbing, and writing music in his long-time death metal band, Norseth.

**Matt Heaphy** is the Head of Pricing & Risk Analytics at Martello Re, a Bermuda-based asset-intensive reinsurer. His areas of expertise include data science, experience studies, annuity pricing and product development, modeling, hedging, and reinsurance. Matt is an enthusiastic open-source promoter and has published two R packages and one Python package: actxps (an actuarial experience study toolkit for R and Python) and offsetreg (a predictive modeling ecosystem extension for offset terms). Prior to joining Martello Re in 2023, Matt held roles at Oliver Wyman and Nassau Financial Group. Matt holds a Bachelor of Science degree in Actuarial Science from the University of Connecticut, is a Fellow of the Society of Actuaries, and a Member of the American Academy of Actuaries. Matt hails from Connecticut and in his free time can often be found running, biking, or exploring the woods while trying to catch up on podcasts.

**Ryan Goldberg** is Annuity Product Actuary at Nassau Financial Group, a Hartford-based Life & Annuity Insurer. His areas of expertise include product development, modeling, and marketing of annuity products. He has experience pricing Annuity products in Excel/VBA as well as some VA valuation experience using ALFA. Prior to joining Nassau in 2023, Ryan held roles at Lincoln Financial and Willis Towers Watson. Ryan holds a Bachelor of Science degree in Actuarial Mathematics from Bryant University, is an Associate of the Society of Actuaries, and a Member of the American Academy of Actuaries. In his spare time, Ryan enjoys playing golf, going to the beach, and traveling.

## **C: Applying Actuarial Techniques in Sports Analytics: Estimating Contractual Return on Investment & Valuing the Cost of Player Injuries**

Jackson P. Lautier, Assistant Professor, Bentley University

### **Session Description:**

The financial valuation of major professional sports teams, leagues, and players has increased rapidly since the turn of the century. This has naturally increased the potential financial risk of player contracts and injuries, and, subsequently, creates an opportunity for actuarial applications in sports analytics. In this session, we will discuss two recent examples for the National Basketball Association. The first presents a new method to estimate the return on investment for player salaries. It is effectively distributing performance-based credit and modeling uncertain cash flows, and the approaches employed may offer insights into similar problems in an insurance context, such as enterprise level risk assessment and capital allocation, participant level profitability analysis, and employee evaluation. The second introduces the growing field of insurance for player injuries. We present a compound claims model that considers both injury frequency and severity, and we seek to identify key risk exposures. The major goal of the session is to present the application of actuarial techniques in a nontraditional setting, with reflections on both its new challenges and potential relevance for insurance applications.

**Jackson P. Lautier** is an Assistant Professor in the Department of Mathematical Sciences at Bentley University. Prior to Bentley, Jackson spent nearly 10 years working at Prudential Financial, Inc. as an actuary in various roles, including risk management, investment strategy, and quantitative finance. Jackson's research has been published in peer-reviewed journals, awarded, and invited to present internationally, such as at the 19th Annual Sloan Sports Analytics Conference, the 2024 Actuarial Research Conference, the 27th Insurance: Mathematics and Economics International Congress, and the Fifth Biennial Auto Lending Conference at the Federal Reserve Bank of Philadelphia. Jackson is a Fellow of the Society of Actuaries, a Chartered Enterprise Risk Analyst, and a Member of the American Academy of Actuaries. He holds a PhD in Statistics and a BA in Mathematics/Actuarial Science, each from the University of Connecticut.

## **D. Health Insurance Markets and Public Policy – Hot Topics**

Marc Lambricht, Sr. Principal and Consulting Actuary, Oliver Wyman

### **Session Description:**

The health insurance markets continue to evolve and change. Recent high profile events and a new administration since January will continue to impact insurers and public policy, as will slower moving trends in demographics and health insurer and provider operations. This session will provide an update on the financial performance of health insurers and public policy topics, including:

- Recent financial performance and capitalization of public and non-public health insurers by market (Individual and Small Group ACA, Large Group, Medicare Advantage, Medicaid, Self-Funded including Medical Stop Loss)
- Prospective considerations for 2026 ACA and MA markets- changes and learnings from bid season
- Claims costs and trends including high-dollar claims/therapies
- Regulatory and Policy highlights

**Marc Lambricht** is a Senior Principal in the Philadelphia office of Oliver Wyman Actuarial Consulting, Inc. He has over 30 years of actuarial experience providing actionable advice to support improved financial performance and capital efficiency. Marc has worked in various roles as a consulting actuary, company actuary, and auditing/examining actuary for providing services to a significant number of insurers, Blue Cross and Blue Shield plans, managed care organizations, regulators, and government agencies. Currently Marc focuses his practice on Appointed Actuary, M&A, Capital Management, and Captive consulting work.

## Breakout Sessions #2 (12:50-1:50)

### **A: Anderson's Razor and Actuarially Fairer Life Insurance**

Jay M. Jaffe, President, Reinsurance Administration, Ltd.

#### **Session Description:**

Mr. Jaffe's presentation is titled "Anderson's Razor and Actuarially Fairer Life insurance." The session is intended to stimulate actuaries working in life insurance and other areas to consider not just the quality and accuracy of the technical work that we perform but also how the products we develop relate to the public.

The stimulus for the topic came from the recognition that 2025 marks the Golden Anniversary of Jim Anderson's seminal article that popularized the concept of UL. Anderson's article (appropriately titled "The Universal Life Insurance Policy") provided not only a workable model for a new life insurance product but also included his concerns about the future of the life insurance industry.

The main takeaway from the session should be for each of us to think about whether the life insurance products that we are developing can be made fairer. While the program will present several concepts for fairer life insurance, it will be up to each of us to contribute our own actuarial expertise and ideas to making life insurance products fairer.

Even though you may not consider yourself a "life insurance actuary," the material covered in the session is relevant to "actuarial professionalism" and will expand your actuarial skills and perspective.

**Jay Jaffe** is President of Reinsurance Administration, Ltd., Chicago, IL. His firm provides actuarial and marketing consulting services to insurance companies, banks, and insurance agencies/TPA's.

Mr. Jaffe received his undergraduate degree from Brown University (1962) and an M.S. from the Sloan School of Management at MIT (1965). He became a Fellow in the Society of Actuaries and a Member in the American Academy of Actuaries in 1969. He has served in leadership positions in several actuarial organizations including two terms as Chairperson of the Society of Actuaries' Non-traditional Marketing Section and a SOA Vice President (2005-7).

Jay has a long relationship with Hartford and HSAC. He began his career in Bloomfield at Connecticut General Life (now CIGNA) and has spoken at HSAC multiple times. For most of his career Jay has been a self-employed consulting actuary serving life and P&C insurance companies, banks, associations, and other clients.

Because of Jay's experience in both actuarial science and marketing, he provides a unique perspective to his insurance clients. He is particularly adept at developing new and innovative insurance products and programs. One of his best-known concepts is the "Dog Bone New Product Rating System" which he presented at a PIMA meeting several years ago.

In addition to being a frequent speaker at actuarial meetings, Jay has made presentations to numerous insurance and marketing conferences throughout North American, Europe, and Australia. He has been a frequent author for Bests, Direct Marketing, The National Underwriter, and several other actuarial and insurance publications.

During the past several years, Jay has shared his knowledge and experiences of professionalism at SOA and actuarial club meetings. These presentations have included sharing his "legacy knowledge" with more recent generations of actuaries.

## **B: Closing the Analytical Gap: Peterson Health Technology Assessments and Actuarial Methods**

Joan C. Barrett, Partner, Axene Health Partners, LLC

### **Session Description:**

About 2/3 of all Americans agree that the top health priority is lowering out-of-pocket costs and/or getting more value for their money. One way to address this problem is to use new technologies to reduce the costs associated with chronic diseases like diabetes and heart disease. After all, Americans with one or more chronic diseases account for 90% of the total healthcare spend in the United States. The problem is, how do decision-makers, like payers, providers, and consumers, know which technologies truly meet their needs and which do not? In this session, the speakers will examine how well current evaluation techniques serve the needs of key decision-makers, like payers, providers, and consumers, and provide guidance on how to apply the various techniques during the decision-making process. This session will be based on the SOA research paper "Closing the Analytical Gap: Peterson Health Technology Assessments and Actuarial Methods". Two leading-edge analytical techniques, Total Risk Analysis and Value Stacks, will be featured as part of this discussion.

**Joan** is a partner with Axene Health Partners, LLC., specializing in employee benefits, pharmacy financing, social determinants of health, and risk analysis. Joan is a Society of Actuaries (SOA) Lifetime Outstanding Volunteer. She has been a Vice President of the SOA, Chair of the Health Section, Chair of the Education and Research Section, Chair of the Emerging Topics Community, and General Officer of the General Insurance Curriculum Committee. She is currently Chair of the Catastrophe and Climate Change Strategic Research Program Steering Committee and a member of the Health Care Cost Trends Strategic Research Program Steering Committee.

## **C: An Overview about Private Equity Owned Insurance Companies**

Art Wallace, Partner, 26North

Ben Alter, Managing Director, Ernst & Young LLP

John Golemba, Senior Actuarial Consultant, Talcott Financial Group (Moderator)

### **Session Description:**

In recent years, the insurance industry has seen multiple Life and Annuity insurance companies come under ownership from private equity firms. In this session, you will hear from a panel of experienced insurance industry executives that will share their perspectives on this ownership arrangement. You can expect to hear multiple angles of this complex topic, including a discussion about how PE owned insurance companies differ from traditional insurance companies, reasons for PE firms to acquire an insurance company, and motivations from the insurer's point of view.

**Art Wallace** Art Wallace is a Partner at 26North where he oversees the firm's Insurance platform. Prior to joining 26North, Art was the Chief Actuary of MassMutual, driving strategic initiatives across Product Development/Pricing, Reinsurance, Asset/Liability Management and Financial Planning. Before that, Art held senior roles at Prudential, Voya, Oliver Wyman and Ernst and Young, building strategic Financial, Actuarial, Investment and Risk Management teams. Art received a BA in Mathematics and Economics from Trinity College.

**Ben Alter** is a Managing Director with the Insurance and Actuarial Advisory Services practice of Ernst & Young LLP's Financial Services Organization. He is based in the firm's New York office. Ben has significant experience as an insurance industry executive. Prior to joining Ernst & Young LLP, Ben was the chief actuary at Mount Logan Capital, a Canadian alternative asset manager. Prior to that, he held several chief actuary roles for subsidiaries of Prudential, including for their Bermuda entities. He has also spent considerable time living and working in Asia and Europe. Ben is a Fellow of the Society of Actuaries (FSA), a Member of the American Academy of Actuaries (MAAA), and is a CFA Charter Holder (CFA).

**John Golemba** is a Senior Actuarial Consultant at Talcott Financial Group. He has been a member of Talcott's Actuarial Student Program for five years and has filled rotational positions in Variable Annuity Assumption Setting, Corporate Development, and Enterprise Risk Management. He has also served as a leader of Talcott's summer Actuarial Internship program and is currently an ACHS planning committee member. John holds a bachelor's degree in actuarial science and finance from the University of Connecticut, and he is an associate of the Society of Actuaries while currently pursuing an FSA.

## Breakout Sessions #3 (2:05-3:05)

### **A. Bias Testing – Regulatory Framework and Actual Implementation**

David Schraub, Founder and CEO, David Schraub Actuarial Consultancy

Mo Ashab, Managing Director, Hause Actuarial Solutions

#### **Session Description:**

What does bias really mean? One view is provided by the regulatory frameworks like Colorado SB21-169, New York circular letter 7, both inspired by the NAIC AI Model Bulletin, or internationally by the IAIS and others. Another view is shared by the SOA, CAS and AAA providing illustrative examples and high-level principles.

We will cover an actual case study, where biases were willfully added in the entry points of the model to allow output testing, checking how the model manages data poisoning and other improper entries in the synthetic file when delivering its output.

**David**, Is your Predictive Modeling algorithm inadvertently discriminatory, leaving behind revenues and attracting unwanted regulatory attention? Do you trust the Data Analytic team not to create an AI model that will become a costly White Elephant?

I am a consultant with 25 years of actuarial experience, bringing the actuarial lens to innovation and technology for the insurance industry. I advise clients on how to implement AI use cases while mitigating unwanted regulatory attention.

With a solid technical education from the prestigious Ecole Nationale de la Statistique et de l'Administration Economique master's degree in actuarial science, I continue to lead and support the industry by chairing the Artificial Intelligence subcommittee of the American Academy of Actuaries,. I also volunteer on Behavioral Economics and Data Science and Analytics Committee committees, as well as on the project oversight group of the Society of Actuaries Quantitative Fairness Metrics project. These activities keep me on the leading edge of how the family of Predictive Modeling techniques impacts the industry, from the old GLM-GAM to AI, ML and newer GenAI, LLM techniques.

I publish and present on innovation, technology, bias, behavioral economics, life underwriting, stochastic on stochastic, and risk management. I am passionate about exploring the opportunities and challenges of applying innovation and technology to the actuarial profession and the insurance industry. I earned the certificate Foundations of Independent Audit of AI Systems (FIAAIS).

**Mo** is an ACAS, ASA, and MAAA and earned a BS in Pure and Applied Mathematics and Computer Science from UMass Boston.

Mo is an accomplished Corporate Executive and Actuary in the Life and P&C space. Mo joined Hause Actuarial Solutions, Inc. in October 2023 as Managing Director and serves as the Practice Leader for the Property & Casualty and Credit Insurance areas of practice. Throughout his career, Mo worked for large companies as a Finance, Investments and Risk Management executive with deep experience leading teams across multiple functional disciplines in the execution of complex strategic business initiatives.

Besides actuarial expertise, Mo brings a wealth of business knowledge and experience to his clients including finance, investments, accounting, financial reporting, financial modeling and analysis, capital markets and securitization expertise, rating agencies advisory services, administration and operations, strategic planning, credit analysis, development and tracking of KPIs, process improvement, and financial statement analysis.

In his spare time, Mo likes to play tennis, enjoy good food, and spend time with his wife and two sons.



## **B: "Elle"-evate Your Message: How to Use Storytelling to Lead, Motivate, and Influence**

Kat Pezzullo, Head of Pricing and Product Development, AAA Life

### **Session Description:**

If Elle Woods can defy expectations with style and substance, so can you! Storytelling isn't just a nice-to-have: it's an essential skill for leaders aiming to persuade, motivate, and make a lasting impact. Whether you're rallying a team, pitching an idea, or engaging stakeholders, a well-crafted story can inspire and captivate your audience.

In this session, we'll explore how to communicate your message with confidence, charisma, and a touch of sparkle—just like Elle. You'll hear real-world examples of effective storytelling techniques, discover how to craft messages that resonate and connect, and propel your ideas into action. After all, as Elle says in *Legally Blonde*: "what, like it's hard?"

**Kat Pezzullo** leads the Pricing & Product Development team at AAA Life, creating insurance solutions that provide financial security and peace of mind for AAA Members. She's passionate about empowering people to be their best, and her never-ending quest for leadership wisdom has caused her Audible library to runneth over, much to her wallet's chagrin.

Kat is a Fellow of the Society of Actuaries (FSA) and a member of the American Academy of Actuaries (MAAA). She earned her degree from Bryant University, is a past President of the Actuaries' Club of Hartford/Springfield, and is truly honored any time she's asked to speak at an actuarial event.

When she's not coaching t-ball or reciting quotes from *Friends* (because some things are just "moo"), you can find her singing her heart out at a concert.

## **C: Stochastic Mortality Modeling – ABCs of APCs and Other Advanced Mortality Models**

Mark Spong, Mortality Lead – AVP & Actuary, Pacific Life

### **Session Description:**

Join us for an in-depth technical session on stochastic mortality modeling, where we will start from the basics of Age-Period-Cohort (APC) models and work our way to other advanced mortality models. This session is designed to build your understanding from the ground up, starting with the simplest age-only models and incrementally adding variables. The additional complexity will be built on a strong conceptual basis, with results interpreted to reinforce the connections.

We will review some of the R code together in order to demonstrate the power of the open-source StMoMo package and its accessibility to users new to stochastic mortality modeling. We will also unravel complex mortality model formulas, making them accessible to anyone who understands the basics of linear regression. Attendees will learn how these models work, compare and contrast key variables, fit them to data, and select the best one for their needs.

By following a structured approach, we will demystify the complicated formulas and interpret the parameters, providing a clear connection between theory and practical application. This session mirrors the speaker's own learning journey with stochastic mortality modeling and the StMoMo R package, ensuring a relatable and engaging experience.

**Mark** is the Mortality Lead for all life and annuity experience analysis and assumption setting at Pacific Life. Prior to Pacific Life, Mark was a Mortality SME at Oliver Wyman where he researched Mortality Improvement Trends for the SOA and supported a wide variety of clients on mortality related projects. Mark is an active volunteer for the SOA and is a member of the Individual Life Experience Committee and the Retirement Plans Experience Committee among others. He has chaired multiple project oversight groups for industry research and published dozens of articles and presentations. Mark is an FSA and has degrees from Harvard, Stanford, and UCONN.

## **D: The Impact of Yield Curve Approximation and Extension Methods on Surplus Volatility**

Harry Krause, Senior, Ernst & Young

Darius Akhtari, Chief Actuary, Converge Re

### **Session Description:**

A study on the impact that various yield curve approximation and extension methods have on surplus volatility. The speaker will cover conventional methods used over observable asset tenors, i.e., less than thirty years, and extension methods necessary for pricing long-term insurance liabilities. The first and second order impacts on surplus volatility, i.e., market value, duration, and convexity, will be analyzed under these different methods and a connection to implications for business and asset-liability management decisions will be discussed.

**Harold Krause** is a Senior at Ernst & Young, where he focuses on Bermudan Life and Annuity transactions, including BEL, BSCR, and EBS modelling. In this role, he also leads the application of mathematical optimization algorithms on asset portfolios under the Bermudan framework to improve reserve and capital positions under the Bermudan SBA. Harold Krause is a Fellow of the Society of Actuaries and graduated from UConn in 2021.

**Darius Akhtari** is Chief Actuary at Converge RE. His past experiences include Head of ALM and Economic Models at Equitable, Business Development Officer at Moody's Analytics, Managing Director and Head of ALM at AIG, and CRO at Sun Life U.S. Since 2016, Dariush has been an adjunct professor lecturing on ALM and Investment at Columbia University Actuarial Science program. He is a Fellow of both the Society of Actuaries and the Canadian Institute of Actuaries as well as being a member of the American Academy of Actuaries.

## General Session #2 (3:30-4:30)

### **Mastering Actuarial Influence: Strategies for Effective Leadership and Impact**

Jon Forster, Professional Development Learning and Content Design Director, Society of Actuaries

Karen Grote, Senior Director, WTW

Chris Lombardi, Associate Director, WTW

Darryl Wagner, Principal, Deloitte

#### **Session Description:**

Actuaries can significantly increase their influence by leveraging their unique expertise and collaborating effectively within their teams. By focusing on enduring human capabilities such as critical thinking, adaptability, and emotional intelligence, actuaries can navigate complex challenges and drive impactful decisions. Effective communication is key, as it allows actuaries to simplify complex information and present it in a compelling manner to diverse audiences. Presenting to senior leaders requires a strategic approach, emphasizing the value and implications of actuarial insights in a way that resonates with executive priorities. Ultimately, actuaries who master these skills can become trusted advisors and influential leaders within their organizations.

**Jon Forster** is the Professional Development Learning and Content Design Director at the Society of Actuaries. He has over two decades of experience in actuarial practices and has held director roles at Independence Blue Cross, Coventry, Benecard Services, Prudential, and Coventry Health Care. He also served as Chief Operating Officer at Medical Risk Managers. Jon is a frequent speaker at industry events and has actively volunteered for many actuarial organizations throughout his career.

**Karen Grote, FSA, MAAA** is a Senior Director at WTW. She will be responsible for delivering innovative, client-centered solutions that address the evolving needs of life insurance clients across North America. Grote previously held leadership roles at WTW, including overseeing the Philadelphia and New York offices, where she was instrumental in developing high-performing teams and advancing key client initiatives. As a credentialed actuary with a mathematics degree and a teaching certification, Grote is dedicated to professional growth and excellence in the industry.

**Chris Lombardi, FSA, MAAA, CERA**, is a Director at WTW and founder of Lambeczy High-Performance Coaching. Chris earned his Bachelor of Science in Statistics from The College of New Jersey and is an active volunteer with the Society of Actuaries, contributing to policy-informing papers and developing training content for the organization. He recently received a Rising Star award from the American Academy of Actuaries. He is based in Bloomfield, New Jersey.

**Darryl** is a Principal in the New York office of Deloitte Consulting's Actuarial & Insurance Solutions (AIS) practice. Over his 35+ year consulting career, Darryl's areas of specialty include life insurer financial reporting and performance/value measurement and management. Darryl has also served as leader of both Deloitte's US and global AIS practice. Darryl is a Fellow of the Society of Actuaries (SOA) and a Member of the American Academy of Actuaries. A longtime and active volunteer, he is a former member of the SOA Board of Directors and past Chair of the International Association of Actuaries' Advice and Assistance Committee.