

Actuaries' Club of the Southwest & Southeastern Actuaries Conference

Joint Annual Meeting
November 16-18, 2011

Loews Hotel
New Orleans, LA

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Wednesday, Nov 16th – Pre-Meeting Seminars

2:00 p.m.–5:00 p.m. **Seminar #1 – Worksite Products Topics** [Lafourche/Pointe Coupee]
Sponsored by Milliman

- *Overview of the Worksite Market -- Michael Weiland, FSA, MAAA*
- *Life Worksite Products: What's Working -- Sanjeev Chaudhuri, FSA, MAAA*
- *Critical Illness: A Core Product in Today's Portfolio - Jennifer O'Brien, ASA*
- *Limited Benefit Medical: PPACA is a Game Changer - Darrell Spell, FSA, MAAA*
- *Accident Insurance: An Essential Product - Nate Sandrowicz, ASA*
- *Short Term Disability: Where is it Headed - Joshua Weber, FSA, MAAA*
- *Reinsurance: Small Coverage Providing Big Value - Clark Himmelberger, FSA, MAAA*

2:00 p.m.–5:00 p.m. **Seminar #2 – Communication/Presentation Skills** [St.Tammany]
Sponsored by DW Simpson

❖ **Bob Morand**

1:45 p.m.–5:30 p.m. **Registration** [9th Floor Prefunction]

5:00 p.m.–6:00 p.m. **Reinsurers' Reception** [Feliciana]

Thursday, Nov 17th

7:00 a.m.–8:00 a.m. **Registration & Joint Breakfast** [Parish Hall]

8:00 a.m.–8:30 a.m. **SEAC Business Session and Presidential Address** [Louisiana Ballroom]

8:30 a.m.–10:15 a.m. **General Session** [Louisiana Ballroom]

❖ **Introduction**

❖ **Actuarial Foundation**

- *What do they do? How does it impact you?*

Craig M. Baldwin, FSA, MAAA
Aegon/Transamerica
Trustee, The Actuarial Foundation

❖ **Actuarial Transformation Projects**

- *Popular project now at insurance companies – what does it entail?*
- *What are the opportunities?*
- *How to measure performance?*

Laurel A. Kastrup, FSA, MAAA
Robert B. Crompton, FSA, MAAA
KPMG

❖ ***Is the LTC Market Dead? Update on LTC***

- *Companies pulling out of the market*
- *What does the future hold? CLASS market? Rate increases?*
- *Is the current product the right product?*

Steven W. Schoonveld, FSA, MAAA
Lincoln Financial

10:15 a.m.–10:30 a.m. **Break** [Parish Hall]

10:30 a.m.–noon **General Session** [Louisiana Ballroom]

❖ **Guaranteed Uncertainty**

- *How will key socioeconomic trends influence our industry over the next five years?*
- *What are the implications for product development and distribution?*

Lucian J. Lombardi
LIMRA

❖ **Health Care Reform Update**

- *Government regulation activity in 2010/11*

John Lloyd, FSA, MAAA
OptumInsight Consulting

12:00 p.m.– 1:30 p.m. **Lunch**

1:30 p.m.– 3:00 p.m. **General Session** [Louisiana Ballroom]

❖ **IFRS**

- *IASB Insurance Standard (June 2011)*
- *What is FASB doing? Exposure draft, etc*
- *SEC implications*

Darryl Wagner, Principal
Deloitte Consulting LLP

❖ **Economic Capital**

- *What is economic capital?*
- *How do you calculate it? Use it?*
- *Practical implications of Solvency 2*

Tony Green, FSA, CERA, MAAA
Munich Re

Concurrent Sessions

3:30 p.m.–5:00 p.m. **1. Life Insurance** [Louisiana Ballroom]

❖ **Risk Management at the Point of Sale**

- *What to do / what not to do*
- *Key distribution risks*
- *Lessons learned from past issues*
- *Mitigating market conduct issues*

John Fenton, FSA, MAAA
Towers Watson

❖ **Term Insurance Update**

- *Major changes in the market*
- *Term/UL*
- *Coinsurance market*
- *Collateral reform*
- *Securitization climate*

Clark Himmelberger, FSA, MAAA
Milliman, Inc.

- ❖ **Why Model a Small Block?**
 - *Simplified modeling techniques*
 - *Measure of volatility*
 - *Are distributions well-behaved?*
 - *How exact/rough can it be?*

David Prickitt, FSA, MAAA
USABLE Life

3:30 p.m. – 5:00 p.m. **2. Health Insurance** [Feliciana]

- ❖ **Provider Payment Reform**
 - *Alternatives to Fee for Service*
 - *Health Plan/Provider contracting*
 - *Implications of payment reform on Healthplan Operations*

Sabrina B. Heltz
Blue Cross/Blue Shield of Louisiana

- ❖ **Medical Loss Ratios – Implementing Reporting and Rebates (30 min)**
 - *NAIC filing*
 - *MLR Rebate filing*
 - *Rebate payments*
 - *Considerations*

Russell D. Willard, FSA, MAAA
Humana, Inc.

- ❖ **Accountable Care Organizations**
 - *ACO Options – MSSP & Pioneer*
 - *Provider Financial Implications & Breakeven Analysis*
 - *ACOs beyond Medicare*

William T. O'Brien, FSA, MAAA
Milliman, Inc.

6:30 p.m.–7:30 p.m. **General Reception** [Piazza d'Italia]

7:30 p.m.–11:00 p.m. **Sponsored Reception – D.W. Simpson** [Swizzle Stick Bar]

Friday, June 18th

7:00 a.m.–8:00 a.m. **Joint Breakfast** [Parish Hall]

8:00 a.m.–8:30 a.m. **ACSW Business Session** [Louisiana Ballroom]

8:30 a.m.–10:45 a.m. **General Session** [Louisiana Ballroom]

- ❖ **Introduction**

- ❖ **Designing the Ideal Investment Policy**
 - *Integrating risk guidelines with investment policy*
 - *Liquidity crisis*
 - *Derivative; De-risking*
 - *Evolution of insurance company investment strategy: SOA survey results*

Greg Curran, CFA
Michael Kelch, CFA
AAM Company

❖ **NAIC Update**

- *PBR Impact Study update*
- *GA products embedded in Separate Accounts*
- *AG38 reserve issues – ULSSG products*
- *Contingent annuities*
- *Nonforfeiture reform*
- *LTC rating issues*
- *Cancer claim cost table*

John A. MacBain, FSA, MAAA
Actuarial Resources Corporation

❖ **Obesity – what does it mean to insurers?**

- *Rates of obesity in US*
- *Impact on health insurers*
- *Impact on life insurers*
- *Future trends*

Mark Skillan, MD
Munich Re

10:45 a.m.–11:00 a.m. **Break** [Parish Hall]

11: 00 a.m.–12:15 p.m. **Workshops**

1. **Health Topics** [Feliciano]

William T. O'Brien, FSA, MAAA
Milliman, Inc.

2. **Life Products** [Lafourche]

Timothy M. Heslin, FSA, MAAA
American General Life Companies

3. **Valuation** [Pointe Coupee]

Francis Nketia, FSA, MAAA
KPMG

4. **Small Company Topics** [St. Tammany]

William R. Nettles, FSA, MAAA
American-Amicable Life Ins Co of Texas

5. **Professionalism** [St. Landry]

Tony Dardis, FIA, FSA, CERA, MAAA
Barrie & Hibbert, Inc.

12:15 p.m. **Adjourn**

