

## SMALLER INSURANCE COMPANY SECTION

### SMALLER INSURANCE COMPANY SECTION COUNCIL

|   |                     |               |
|---|---------------------|---------------|
| Christopher H. Hause, <i>Chairperson</i>  | Ellen Gorman        | Robert Omdal  |
| Joeff Williams, <i>Vice-Chairperson</i>   | Leonard L. Langlitz | Karen Rudolph |
| Sharon Giffen, <i>Secretary/Treasurer</i> | Jeffrey D. Miller   | Donald Walker |

#### INSTRUCTIONS

Please vote for up to three candidates.  
The top three candidates will receive three-year terms.  
Only names of persons who have indicated they would serve, if elected, are listed on the ballot.

#### INFORMATION ABOUT NOMINEES:

The following applies to each section. The name of the candidate who submitted his or her biographical information first appears first on the ballot. All others follow in alphabetical order. Biographical information and answers to the question are as provided by the candidates. Biographies are limited to identification of employment, major fields of professional activity, service in the Society of Actuaries, and other relevant experience.

#### CANDIDATE QUESTION:

*Why are you interested in leading the Smaller Insurance Company Section as a council member?*

---

**Jerry F. Enoch, FSA, MAAA, MBA,** Vice President and Chief Actuary, Alfa Life Insurance Corporation, Montgomery, AL

**Professional Background:** Extensive small company actuarial and management experience. MBA.

**Society of Actuaries Activities:** Chairperson and member of the Financial Reporting Section. Editor of *The Financial Reporter* and *The Transactions* (predecessor of *The North American Actuarial Journal*). Lead facilitator of the Smaller Insurance Companies Chief Actuaries Forum. Facilitator of the Valuation Actuaries Forum. Writer, moderator, and speaker. Life Practice Advancement Committee.

**Relevant Experience:** AAA Actuarial Committee. AAA Annuities Committee. Industry Advisory Council of Actuarial Science Program at Purdue University.

**Why are you interested in leading your section?** With the continual reduction in the number of small companies and with reduced concern for the survival of small companies, I want to apply my skills and experience to improve the capability of small companies and to improve the ability of small company actuaries to perform our work. My broad experience (particularly with the Financial Reporting Section Council), sense of teamwork, creativity, communication skills, and diligence could serve the section well.

\* \* \* \* \*

**Philip Ferrari, ASA, MAAA,** Senior Manager & Actuary, SMART Business Advisory & Consulting, LLC, Hartford, CT

**Professional Background:** Consulting actuary specializing in corporate modeling, product development, process management and insurance system design, development, and implementation.

**Society of Actuaries Activities:** Presenter at various Actuarial Club and SOA events including the SOA co-sponsored "Impact of the 2001 CSO Mortality Table" Seminar in 2002; a member of numerous SOA sections including: Smaller Insurance Company, Taxation, Investment, Marketing and Distribution, and Product Development.

**Relevant Council Experience:** Served since 2003 on Homeowner's Association Board – served as board member, vice president and treasurer.

**Why are you interested in leading your section?** In my experience as a consulting actuary, I have worked extensively with many smaller companies. This work has given me a unique insight into the specific needs and challenges facing this type of company. I would like to become more actively involved in the Smaller Insurance Company Section and utilize my individual experience and actuarial knowledge to assist the section council in their initiatives. My management role in my company has provided me with the skills and perspective necessary to add value to the section in a leadership role.

\* \* \* \* \*

**Daniel T. Durow, FSA, CERA, MAAA, AVP and Actuary, National Guardian Life Insurance Co., Madison, WI**  
**Professional Background:** Life actuary with over 20 years of experience at smaller companies. Have worked on product pricing, financial reporting, valuation, ALM, forecasting, M&A, and managing actuarial staff members and consultants.

**Society of Actuaries Activities:** Member of SOA Preneed Mortality Project Oversight Group, 2004-present.  
Member of Actuarial Task Force for the SOA's PBA Analysis research project, 2008-present.

**Relevant Experience:** Coordinator of the company's United Way Campaign, 2009 (enhanced my organization skills). Champion sand sculptor and avid snow sculptor (taught me to use creative skills in solving problems).

**Why are you interested in leading your section?** I feel my experience has provided me with a unique perspective on the problems and challenges facing small companies today. I would like to apply this knowledge, through serving on the Smaller Insurance Company Section council, to ensure that the concerns and issues facing smaller companies are represented.