

# Final Program

**In cooperation with the American Academy of Actuaries, and the Conference of Consulting Actuaries**

### Registration Hours

The Society registration desk, located on the Great Hall Level, will be open as follows:

Tuesday, May 23	5 - 7 p.m.
Wednesday, May 24	7 a.m. - 6 p.m.
Thursday, May 25	7 a.m. - 12:30 p.m.

- Persons attending all or any portion of the meeting must be registered.
- Name badges are required for entrance into all sessions and activities

All meeting sessions will be held at the Westin Diplomat Resort & Spa.

### Section Events

#### Tuesday, May 23

350 SM Product Development Section Ice Cream Social  
8 - 10 p.m.  
Poolside (Check posting for indoor location case in case of inclement weather)

#### Thursday, May 25

7 - 7:45 a.m. Education & Research Section Continental Breakfast  
37 SM  
301 Conference Room – Great Hall Level

7 - 7:45 a.m. Risk Management Section Continental Breakfast  
38 SM  
314 Conference Room – Great Hall Level

7:30 - 9:30 a.m. Taxation Section Hot Breakfast  
40 SM  
303 Conference Room – Great Hall Level

*If you are interested in any of these events but have not signed up for them in advance, please check at the Society of Actuaries' registration desk the day prior to any of these events to see if space is still available.*

### Special Meal Requests

Special meal requests, such as a fruit plate, kosher or vegetarian are available for luncheons only and must be requested in advance. If you require a special meal and do not request one in advance, please do so at the Society of Actuaries' registration desk before 10 a.m. on Wednesday.

### IMPORTANT DATES

5/5 Advanced registration deadline (registration after this deadline must be on site)  
Cancellation deadline  
5/15 Handouts available at <http://handouts.soa.org>  
5/26 Refunds issued after this date

Society of Actuaries  
**Life 2006**  
**SPRING MEETING**

May 24-25, 2006  
Westin Diplomat Resort & Spa  
Hollywood, Florida

Dear Friends and Colleagues,

The Spring Program Committee of the Society of Actuaries encourages you to participate in our exciting 2006 Life Spring Meeting.

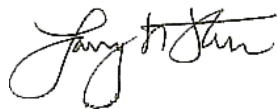
We feel you'll find the program session content to be intuitive of current trends and issues. The meeting will provide an excellent opportunity for you to enhance your learning experiences and network with other Society members. The success of the embedded seminars from last year's Spring Meetings has been incorporated again. This new structure allows for multi-section sponsorship of topics and more detailed presentations from various points of view. And, as is always the case, the program provides plenty of time to socialize, connect with friends and make new acquaintances.

The Program Committee members and the Society staff have worked diligently to bring you a wide range of timely, useful sessions. I invite you to read through the program brochure and register now.

Following the meeting, The Program Committee would appreciate feedback on your meeting experiences. Please be sure to complete the individual session/seminar evaluations handed out on site and the overall meeting evaluation, which will be e-mailed to you shortly after the meeting.

So, come on down to warm, sunny, southern Florida! I look forward to seeing you there.

Best Regards,



Larry N. Stern, FSA, MAAA  
Chairperson, 2006 Spring Program Committee

**Spring Meeting Program Committee**

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Larry N. Stern, FSA, MAAA  
Kevin J. Howard, FSA, MAAA  
James C. Brooks, Jr., FSA, MAAA  
Joanna Kam-leng Chu, ASA  
Hal Warren Pedersen, ASA  
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Daniel D. Skwire, FSA, MAAA  
Marc Slutzky, FSA, MAAA  
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Jeffrey A. Beckley, FSA, MAAA  
Christine E. Dugan, FSA, MAAA  
Mark R. Troutman, FSA, MAAA  
John O. Nigh, FSA, MAAA  
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Ian G. Duncan, FSA, FIA, FCIA, MAAA  
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Frank J. Buck, FSA, FIA, MAAA  
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Actuary of the Future  
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Financial Reporting  
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Health Disability Income  
International  
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Long-Term Care  
Management & Personal Development  
Marketing and Distribution  
Product Development  
Product Development  
Reinsurance  
Reinsurance  
Risk Management  
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Smaller Insurance Company  
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Technology  
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Society of Actuaries  
**Life 2006**  
**SPRING MEETING**

May 24-25, 2006  
Westin Diplomat Resort & Spa  
Hollywood, Florida

Max J. Rudolph, FSA, MAAA	2007
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### **Program Information**

This program outlines the schedule for all sessions. A brief description of each session and its specialty track is included. A final program and program summary listing all room locations will be distributed at the meeting.

### **Acronyms**

For an explanation of the acronyms listed in this program, please visit our Web site at: [http://library.soa.org/library-pdf/acronym\\_listing.pdf](http://library.soa.org/library-pdf/acronym_listing.pdf)

### **Antitrust Disclaimer**

The Society of Actuaries and the cooperating organizations make no warranties as to the accuracy of the information contained in these discussion forums. The posting of messages does not constitute knowledge, endorsement or approval by the Society of Actuaries and the cooperating organizations, nor do we accept any liability for the content of any posting. Individuals using these discussion forums do so at their own risk and shall also remain individually responsible for their actions and statements in using these discussion forums.

Because the Society of Actuaries and the cooperating organizations are committed to adhering strictly to United States antitrust, copyright, trademark, securities and other federal statutes, as well as state common laws covering libel, slander, defamation, false advertising, invasions of privacy and violations of the rights of publicity, we strongly discourage users of these discussion forums from posting anything that: (1) sets or controls prices or terms of products or services and the manners in which products or services are sold; (2) violates the proprietary or personal rights of others; or (3) constitutes an advertisement. Your use of or participation in the Society of Actuaries' meeting discussion forums is acknowledgement of your agreement with the above and your promise to use these discussion forums in a professional and courteous manner.

### **Continuing Education Credit**

#### **Professional Development Credit - [PD]**

The Professional Development [PD] requirement within the Education System 2000 provides a means for candidates to acquire relevant technical and advanced knowledge. Within a two-year period, the candidate must obtain at least 35 units from the completion of suitable formal professional development programs. At least 20 of the 35 required units must come from SOA-approved programs. A [PD] symbol below the session title in this program indicates a session has been designated as an SOA-approved session. PD candidates are reminded that all sessions selected should address topics that are consistent with the educational objectives of his professional development plan.

For further information regarding the PD requirement, please refer to the SOA Associateship and Fellowship Catalog or access the SOA Web [site](#).

### **Guest Presenters**

Nonmember presenters are indicated with an asterisk (\*) throughout the program.

### **Notice of Intent to Publish and Copyright**

Presenters are reminded that the sessions will be recorded and published in various media, including print, audio and video. Expressions of opinion are those of the participants individually and, unless expressly stated to the contrary, are not the opinion or position of the Society of Actuaries, cosponsors or its committees. The Society of Actuaries assumes no responsibility for statements made or opinions expressed in the sessions or in their publications regardless of the publication media.

### **Paperless Meeting**

In an effort to reduce print production and allocate resources to other areas of the program, the SOA will not be providing hard copies of handouts for all sessions. Hard copies will be produced by the SOA for certain sessions if it is deemed necessary by the presenter, and if the presentation is received by the SOA designated deadline. In addition, presentations received by the deadline will be posted for general viewing on the SOA Web site in PDF

format seven (7) working days prior to the meetings, so that attendees may print handouts to bring with them if they wish. Handouts can be accessed at <http://handouts.soa.org>. All presentations (including late and amended materials) will be posted for general viewing on the SOA Web site after the meeting.

### **Session Formats**

This meeting includes the following formats:

**Buzz Group (BG)** consists of a large group of participants divided into small units, usually of no more than six participants each, meeting simultaneously. The purpose of the group is to react to a topic or a charge given to them.

**Case Study (CS)** is an oral or written account of an event, incident or situation used to develop critical thinking skills and to attain new perceptions of current issues.

**Debate (D)** is a discussion between two individuals or teams taking opposing sides of an issue.

**Interactive Forum (IF)** is an actively moderated session that includes significant participation.

**Interview (I)** is a formal dialogic interaction involving specified questions, which elicit informational responses on a given topic.

**Open Forum (OF)** is a broad discussion of a topic with high levels of audience participation.

**Panel Discussion (PD)** consists of experts presenting specific topics with limited audience participation.

**Paper Presentation (PP)** is a formal presentation and discussion of a scholarly paper.

**Section Meeting (SM)** is a business or social activity sponsored by an SOA section. **Additional fees may be charged.**

**Teaching Session (TS)** is a detailed, how-to approach to the stated subject matter conducted with a small group of participants.

**Workshop (WS)** is an informal discussion of a topic structured for a small group of participants.

### **Special Interest Sessions**

The Thursday, May 25 slot from 8 - 9:30 a.m. focuses on areas of special interest or topics that highlight Society of Actuaries sessions coordinated by special interest sections.

**Tuesday, May 23**  
**8 – 10 p.m.**

**Session 350 SM**

Specialty Track/Sponsor: Product Development

**Product Development Section Ice Cream Social**

The Product Development Section will host an ice cream social for all meeting attendees. Come and enjoy and ice cream treat!

**This event is free of charge to Product Development Section members, \$10 for all others. If you are interested in attending, stop by the Society of Actuaries' registration desk before 7 p.m. to see if space is available. Tickets will be collected. Refunds will not be given.**

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**Wednesday, May 24**  
**8 – 8:45 a.m.**

**Session 1 GS**

**General Session**



Be sure to start off this meeting right by taking in an exciting message from SOA President Robert M. Beuerlein, FSA, MAAA including updates on the progress of SOA initiatives.

**Wednesday, May 24**  
**9 - 10:30 a.m.**

**Session 3 PD**

Specialty Track/Sponsor: Financial Reporting

**Current Developments in International Accounting**  
[PD]



Moderator: Darin G. Zimmerman, FSA, MAAA  
Panel: Patricia E. Matson, FSA, MAAA, David Y. Rogers, FSA, MAAA  
Experience required: moderate

Get updated on the latest developments at the IASB, IAIS and IAA with respect to international accounting, reserving and solvency standards. Learn all about the progress of Phase II and recently-published guidelines regarding actuarial standards.

Gain an understanding of advancements made to develop an international accounting standard and international solvency standard and find out what actuarial standards have been developed to help actuaries comply with them.

Coordinator: Darin G. Zimmerman, FSA, MAAA

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**Wednesday, May 24**  
**9 - 10:30 a.m.**

**Session 4 PD**

Specialty Track/Sponsor: Investment

**Financial Economics and Actuarial Practice: The Debate Rages On**  
[PD] - 1 unit



Moderator: Edward J. Freeman, FSA, FCIA, MAAA

Panel: David L. Driscoll, FSA, MAAA, EA, MCA, Edward J. Freeman, FSA, FCIA, MAAA, Cliff Speed \*

Experience required: none

Financial economics has been described as one of the three pillars of actuarial science. It is recognized as an integral part of the training of actuaries and well covered in the actuarial exam syllabi. Indeed, actuaries have made significant contributions in this field. Notwithstanding, the debate rages on within the actuarial profession regarding the application of financial economic principles to certain areas of actuarial practice such as the funding and valuation of defined benefit pension plans and to an insurance company's standards of financial management of life insurance. Actuaries are at times deeply divided on the issue questioning the efficacy and appropriateness of discounting liabilities using the expected return on assets and the practice of front ending risk premiums in pension valuations. Increased scrutiny of life insurance actuarial methods may follow.

Experts will answer the following questions:

- What are the basic principles of financial economics?
- Why are these principles not universally applied in actuarial practice?
- How would financial management of pensions and life insurance programs be affected?
- What are the arguments for and against the various actuarial approaches?

Coordinator: Nicola P. Barrett, FSA, MAAA

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**Wednesday, May 24**  
**9 - 10:30 a.m.**

**Session 5 PD**

Specialty Track/Sponsor: Marketing and Distribution

**Marketing Critical Illness Products in the U.S.**

[PD]



Moderator: Rodney A. Hill, FSA, MAAA

Panel: James T. Helton III, FSA, MAAA, Sheila Matheson \*

Experience required: none

Success in marketing critical illness products means communicating the right message to the market and efficient, competent processes to ensure profitability. . There are many considerations unique to this product and vital to its success. These include recognizing and exploiting its strategic “fit” in the company’s markets. Required is a product and sales process that work efficiently to produce the desired result – and these must be quite different in the product’s various markets. There are many hurdles along the way, but for the company that gets it right the opportunity is huge. This session will examine some of the key elements of success.

Coordinator: Rodney A. Hill, FSA, MAAA

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**Wednesday, May 24**  
**9 - 10:30 a.m.**

**Session 6 PD**

Specialty Track/Sponsor: Product Development

**The Latest in Living Benefits**

[PD]



Moderator: Douglas L. Robbins, FSA, MAAA

Panel: John M. Fenton, FSA, MAAA, Douglas L. Robbins, FSA, MAAA

Experience required: moderate

Join industry experts as they discuss Variable Annuity Guaranteed Living Benefits, which are expanding not only in variety and complexity, but also in significance in the variable annuity marketplace. Learn how VAGLBs, for some sellers, are becoming a feature in the majority of their sales.

Increase your knowledge of:

- Hottest-selling designs and newest trends in VAGLBs
- Pricing methodologies used, and risk mitigation techniques that companies consider when designing VAGLBs
- Important regulatory and financial-reporting issues that a product development actuary must be aware of when designing new VAGLBs

At the end of the session, you will:

- Understand how this marketplace looks today, and where it may be going in the near future
- Understand how to price for and mitigate the risks these guarantees entail
- Understand the reserving and capital issues raised by developing and issuing new VAGLBs

Coordinator: Douglas L. Robbins, FSA, MAAA

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**Wednesday, May 24**  
**9 - 10:30 a.m.**

**Session 7 I**

Specialty Track/Sponsor: Risk Management

**ERM and Corporate Governance**  
[PD]



Interviewer: David N. Ingram, FSA, MAAA

Interviewees: Todd H. Erkis, FSA, MAAA, John Christopher Karow \*, Sim Segal, FSA, MAAA

Experience required: moderate

Gain a practical understanding of how ERM fits into corporate governance and learn about the effectiveness of companies' ERM programs. Risk management is more than just a set of algorithms and assumptions for calculating value-at-risk or economic capital. To be effective, risk management must have the proper place within the governance system of an enterprise. For actuaries to be effective in the risk management arena, they must have the ability to apply their professional skills and judgment to advise senior management on the nature and extent of risks and liabilities. Expert panelists will answer a series of questions asked by the moderator on company governance issues that relate to risk management and actuarial roles including:

- Reporting relationships of chief risk officer
- Board and CEO involvement in risk management
- Internal distribution of risk position reports
- External disclosure of risk positions and risk management processes
- Independence of actuarial opinions on liabilities and risk
- Coordination of liability and risk measurement
- Audit and risk management committee roles
- Sarbanes-Oxley compliance/impact of risk management
- How clearly are roles and responsibilities spelled out of CRO vs. CFO vs. business unit managers vs. chief actuary regarding risk management?

Coordinator: David N. Ingram, FSA, MAAA

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**Wednesday, May 24**  
**9 a.m. - 12:30 p.m.**

**9 Seminar**

Specialty Track/Sponsor: Product Development, Risk Management

**The Impact of Principles-Based Reserving on Product Development Actuaries**

[PD] - 3 units



Moderator: Christine E. Dugan, FSA, MAAA

Panel: Peter M. Boyko, FSA, FCIA, MAAA, Susan T. Deakins, FSA, MAAA, Alan Mark Emmer, FSA, MAAA, Carl A. Friedrich, FSA, MAAA, Thomas P. Kalmbach, FSA, MAAA, Brock E. Robbins, FSA, FCIA, MAAA

Experience required: moderate

Hone your understanding of the potential impact of principle-based reserves on the primary life insurance products sold in today's market. Regulators and industry experts are developing a model regulation and governance structure to enable a principles-based reserving system. This two-part seminar will address the impact of such a system on the product development process.

Part I

Experts will explore:

- An update on principles-based reserving and likely progress over the short term
- Implications of principles-based reserves for the product development process
- Lessons learned from the Canadian approach (i.e. the use of a best estimate with PADs for reserving)
- The impact on communication/interaction of product development with other functions (e.g. financial reporting actuaries, CFO's, regulators, etc.)

You will gain:

- An overview of the status of the principles-based reserves
- Insight into the product development process in a principles-based reserve environment
- An understanding of the impact of principles-based reserves in Canadian product development

Part 2

Experts will explore:

- The impact of principles-based reserves on product pricing and design, including the following products:
  - Universal Life; with and without Secondary Guarantees
  - Variable and Equity Indexed Universal Life
  - Term Insurance
  - Whole Life
- Possible product innovations under a principles-based system

Coordinator: Christine E. Dugan, FSA, MAAA

**Wednesday, May 24**  
**11 a.m. – 12:30 p.m.**

**Session 11 PD**

Specialty Track/Sponsor: Investment

**Setting Long-Term Investment Assumptions for Actuarial Models**  
[PD]



Moderator: Nicola P. Barrett, FSA, MAAA

Panel: Ghalid Bagus, FSA, MAAA, FIA, Ken Griffin, ASA, MAAA, Vadim Zinkovsky, FSA

Experience required: none

Learn practical tips for the process of setting long-term investment assumptions. Actuaries are increasingly involved in the art and science of the investment assumption setting process for multiple purposes - pricing, hedging and long-term strategy setting. Experts will discuss:

- Has the equity return premium changed? Does it matter?
- When to use risk-neutral scenarios versus real world scenarios
- Methodology and considerations for generating risk-neutral scenarios
- Special considerations for setting pricing scenarios

This session is specifically designed for the modeling practitioner and gives a better understanding of current practice in the area.

Coordinator: Nicola P. Barrett, FSA, MAAA

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**Wednesday, May 24**  
**11 a.m. – 12:30 p.m.**

**Session 12 PD**

Specialty Track/Sponsor: Product Development, Risk Management

**Incorporating Policyholder Behavior in Pricing Annuity Products**  
[PD]



Moderator: Michael L. Kaster, FSA, MAAA  
Panel: Noel John Abkemeier, FSA, MAAA, Andy Ferris, FSA, MAAA, Rebecca Scotchie, FSA, MAAA  
Experience required: moderate

Brush up on different ways companies incorporate policyholder behavior dynamics into pricing models. Incorporating policyholder behavior in the pricing of annuity products continues to increase in importance as new “options” are offered to the policyholder. Experts will discuss:

- Dynamic pricing models
- Approaches to lapsation assumptions
- Guaranteed Minimum Death Benefits
- Guaranteed Living Benefits

You will gain:

- An understanding of the various approaches of incorporating policyholder behavior in pricing of annuity products
- Knowledge of techniques for testing these assumptions

Coordinator: Michael L. Kaster, FSA, MAAA

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**Wednesday, May 24**  
**11 a.m. – 12:30 p.m.**

**Session 13 PD**

Specialty Track/Sponsor: Risk Management

**Economic Capital – Recent Trends in Implementation**  
[PD]



Moderator: Hubert B. Mueller, FSA, MAAA  
Panel: Michael F. Conwill, FSA, MAAA, Herve Geny \*, Hubert B. Mueller, FSA, MAAA  
Experience required: moderate

Learn how other companies are using economic capital in making business decisions and explore recent trends in the marketplace in this area.

A number of insurance companies have recently implemented, or are in the process of implementing, economic capital calculation methodologies. These programs are being implemented because of companies' desires to evaluate the appropriate level of capital needed for certain lines of business, as well as increasing interest and scrutiny by regulators and rating agencies on capital adequacy. The expert panelists will discuss:

- Methodologies for implementing economic capital frameworks
- Case studies that show how using an economic capital framework provides better information for making important decisions on the proper levels of risk exposure and capital allocation
- New capital adequacy models being proposed by regulators and rating agencies, and their impact on companies' views towards capital management

Coordinator: Hubert B. Mueller, FSA, MAAA

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**Wednesday, May 24**  
11 a.m. – 12:30 p.m.

**Session 14 D**

Specialty Track/Sponsor: Reinsurance

**The Silent War**  
[PD]



Moderator: John O. Nigh, FSA, MAAA

Debaters: James D. Atkins, FSA, MAAA, Robert A. Diefenbacher, FSA, MAAA, Douglas J. Knowling, FSA, MAAA  
Experience required: moderate

Gain an understanding of the differences in perspective of the relationship between a direct writer and reinsurer on such topics as pricing, business strategy and capital management.

“Where have all the reinsurers gone?” has turned into “The ones that are left don’t deserve my business!” There is no question that the relationship between direct writers and reinsurers is as strained as it ever has been. This debate pits two direct writers against two reinsurers who present point and counter point as to why this situation exists.

Coordinator: John O. Nigh, FSA, MAAA

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**Wednesday, May 24**  
11 a.m. – 12:30 p.m.

**Session 15 TS**

Specialty Track/Sponsor: Financial Reporting, Risk Management

**Hedging and Fair Value**  
[PD]



Moderator: Darin G. Zimmerman, FSA, MAAA

Instructors: David Y. Rogers, FSA, MAAA, Michelle D. Smith, FSA, FIAA, MAAA  
Experience required: moderate

Try your hand at determining the fair value in real life examples. The calculation of fair value of liabilities is an evolving field of practice. The techniques and methodologies used for equity, interest rate and currency derivatives continue to improve. This session illustrates some current practices used to incorporate maximum market inputs into the valuation process.

Coordinator: Darin G. Zimmerman, FSA, MAAA

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**Wednesday, May 24**  
12:30 – 1:45 p.m.

**Session 17 GS**

**General Luncheon**

**Enterprise Risk Management - Impact on Insurer Ratings & Products**

Speaker: David Ingram, FSA, MAAA, LLIF, FRM, PRM  
Director, Enterprise Risk Management  
Insurance Ratings Group  
Standard & Poor's

More and more insurers are adopting the discipline of ERM. That has impacted how companies look at risks, how they choose which risks to take and how they manage the risks that they retain. In addition, in 2004, Standard & Poor's began to incorporate a comprehensive evaluation of insurer ERM into the rating process. Product risks, especially the current hot spots of variable product guarantees and Guaranteed UL products, raise issues in an ERM environment that may not have previously been concerns. This session will explore how these forces are working to bring changes to the insurance industry landscape.

Ingram leads S&P's new initiative to enhance its analytical ratings framework as it relates to risk management. Prior to joining S&P, he was a consulting actuary with Milliman where he focused on risk management, risk analysis, mergers and acquisitions, demutualizations, market conduct lawsuit settlements and annuity product development. Ingram has more than 20 years of actuarial and general management experience in the life insurance industry, and he's a frequent speaker and writer on the topic of risk management. He's served as the past chair of the Society of Actuaries Risk Management Task Force and he's now the chair of the new joint SOA/CAS Risk Management Section.

**The general luncheon is included in your registration fee. If you are interested in registering your guest(s) for the luncheon, the fee is \$50. Stop by the Society of Actuaries' registration desk before 10 a.m. on Wednesday to see if space is available. Refunds will not be given.**

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**Wednesday, May 24**  
**2 - 3:30 p.m.**

**Session 19 PD**

Specialty Track/Sponsor: Actuary of the Future

**Competitive Threats to Actuaries of the Future from Non-Actuaries**



Moderator: David S. Duncan, FSA, MAAA

Panel: David S. Duncan, FSA, MAAA, Margaret Resce Milkint \*, Sim Segal, FSA, MAAA

Experience required: none

Become a contender! Learn how personal development can enhance your competitiveness in the labor market and gain greater insight into how you can support SOA strategic efforts to maintain the competitiveness of the actuarial profession.

The actuarial profession continues to take on challenges due to rapid changes in the financial services industry and competition from other professions. The panel of experts will:

- describe competitive threats to various actuarial practice areas based on employer and member research conducted by the SOA Strategic Planning Committee
- share their perspectives on competitive threats based on their background and actual experiences
- discuss how the SOA strategic plan addresses these threats

Coordinator: Joanna Kam-leng Chu, ASA

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**Wednesday, May 24**  
**2 - 3:30 p.m.**

**Session 20 PD**

Specialty Track/Sponsor: International

**Pandemic Exposure and Risk Management Strategies - in Asia as Compared to the United States**  
[PD]



Moderator: Kevin R. Keith, FSA, FCIA

Panel: Vera F. Dolan, MSPH, FALU \*, Ronald L. Klein, FSA, MAAA

Experience required: none

Join expert panelists as they discuss the very latest range of responses to the Avian Flu in the life and health lines of business in the U.S., Asia and other international markets, and the development of models to measure the effects. In connection with the discussion, panelists will review the history and effects of the influenza epidemics. Learn how practitioners are modeling and quantifying the potential financial exposure to Avian Flu, and strategies for mitigating and limiting the exposure.

Coordinator: Marc Slutzky, FSA, MAAA

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**Wednesday, May 24**  
**2 - 3:30 p.m.**

**Session 21 PD**

Specialty Track/Sponsor: Investment

**Structured Credit Products**  
[PD]



Moderator: Nicola P. Barrett FSA, MAAA  
Panel: Marshall C. Greenbaum, ASA, MAAA, Aaron Hou \*, Edward Sunoo \*  
Experience required: moderate

Give yourself credit for having the smarts to take this session – and learn all about credit risk management and use of structured credit products. Products designed to transfer credit risks among investors through both customized and over-the-counter (OTC) transactions are now widespread in the capital markets. Two main groups of products dominate the market: credit derivatives (e.g. credit default swaps) and structured credit products (e.g. credit-linked notes and collateralized debt obligations) which are highly customized combinations of cash transactions and plain vanilla credit derivatives.

You'll learn:

- Principles of credit risk management
- Sources of credit risk exposure and the relationship between credit risk and market risk
- Key characteristics of contracts, the market and its participants
- Modeling, pricing and regulatory considerations for insurance companies
- Use of structured credit products as an alternative to cash market transactions for hedging, asset replication and income generation

Coordinator: Nicola P. Barrett FSA, MAAA

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**Wednesday, May 24**  
**2 - 3:30 p.m.**

**Session 22 PD**

Specialty Track/Sponsor: Product Development

**Incorporating Policyholder Behavior in Pricing Life Insurance Products**  
[PD]



Moderator: Dominique Lebel, FSA, MAAA, FCIA  
Panel: Dominique Lebel, FSA, MAAA, FCIA, Daniel Theodore, FSA, MAAA  
Experience required: moderate

Increase your expertise in modeling policyholder behaviors and gain a new understanding of the financial impact of the assumptions on product returns. Incorporating policyholder behavior in the pricing of life insurance products continues to increase in importance as new options are offered to the policyholder. You'll learn different ways companies incorporate policyholder behavior dynamics into pricing models including:

- The effect of economic scenarios on policyholder persistency
- Approaches to lapsation and mortality assumptions after the level term period
- Incorporating the cost of term conversion options into term and permanent life products
- The impact of new industry trends on assumption for ultimate lapse rates, such as secondary markets for life policies, Return of Premium riders, and life sales funded by payout annuities

Coordinator: R. Dale Hall, FSA, MAAA

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**Wednesday, May 24**  
**2 - 3:30 p.m.**

**Session 23 PD**

Specialty Track/Sponsor: Risk Management

**Hedging Variable Annuity Guarantees: A Practical Discussion**  
[PD]



Moderator: Eric L. Clapprood, FSA

Panel: David A. Bulin, FSA MAAA, Eric L. Clapprood, FSA, Daniel D. Heyer, FCAS \*

Experience required: substantial

Gain new insights into approaches used by companies for hedging the risk from Variable Annuity (VA) guarantees, and delve into the challenges they face in executing these programs and measuring their effectiveness. A number of insurance companies have recently implemented or are in the process of implementing VA hedging programs for guaranteed death and living benefits. The expert panelists discuss the benefits of hedging these guarantees, the challenges they encounter and how they keep score. Experts will probe such topics as:

- Developing key actuarial assumptions such as mortality and lapse
- Modeling dynamic policyholder behavior
- Strategies for hedging different types of VA guarantees
- Determining the methodology and frequency of valuation
- Modeling issues
- Methods for improving runtime with nested stochastic models
- Measuring the hedge effectiveness
- Embedding a hedging program into the overall ERM process

Coordinator: Daniel Richard Guilbert, FSA, MAAA

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**Wednesday, May 24**  
**2 - 3:30 p.m.**

**Session 24 IF**

Specialty Track/Sponsor: Taxation, Risk Management

**Federal Income Tax Implications of Principle-Based Reserving**  
[PD]

Moderator: Charles D. Friedstat, FSA, MAAA

Panel: Joseph F. McKeever II \*, Edward L. Robbins, FSA, MAAA, Peter H. Winslow \*

Experience required: moderate

Prepare yourself to understand the implications of the new reserving system by taking this session.

Our industry experts will discuss:

- How tax reserves are likely to be impacted by the proposed new reserving system
- Tax planning issues with the adoption of the new reserving approach
- Conflicts between the need for capital efficiency and a more dynamic reserving approach
- Product implications of the new system

You'll also gain:

- A broader knowledge of the problems faced by the IRS and by companies when the new reserving system is adopted
- A better understanding of tax planning issues under the new system
- An appreciation of the tax differences between products

Coordinator: Frank J. Buck, FSA, FIA, MAAA

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**Wednesday, May 24**  
**2 - 3:30 p.m.**

**Session 25 OF**

Specialty Track/Sponsor: Reinsurance

**Alternative Forms of Capital for use in Reinsurance and M&A**  
[PD]



Moderator: John O. Nigh, FSA, MAAA

Panel: Sean Patrick Casey, FSA, MAAA, Michael L. Greer, FSA, MAAA, Paul Goldean \*

Experience required: moderate

Explore the current universe of capital markets solutions and how both direct writers and reinsurers can utilize them. Capital is scarce for both direct writers and reinsurers. Regulators and rating agencies want more of it and shareholders want a higher return on it. Until recently, the options were limited, but the capital markets are increasingly becoming a viable option to solve many capital demands.

The expert panelists will also discuss special considerations of the policyholders and the perspective of rating agencies.

Coordinator: John O. Nigh, FSA, MAAA

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**Wednesday, May 24**  
**2 - 3:30 p.m.**

**Session 26 PP**

Specialty Track/Sponsor: Product Development

**Product Development Sponsored Research**  
[PD]

**CANCELED**

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**Wednesday, May 24**  
**2 - 5:30 p.m.**

**28 Seminar**

Specialty Track/Sponsor: Financial Reporting, American Academy of Actuaries

**Principles-Based Reserving**

[PD] – 3 units



Moderator: Kerry A. Krantz, FSA, MAAA

Panel: Thomas P. Kalmbach, FSA, MAAA, David E. Neve, FSA, MAAA, Michael Tucker, FSA, MAAA, FCA

Experience required: moderate

Attend this session and achieve a deeper understanding of how a principles-based valuation might be implemented.

A case study will be presented that will discuss how the pricing and valuation functions work together to develop the principles-based reserves for a product. The case study will include an illustration of the resulting principles-based reserve level for a sample product, a comparison to the current "rules-based" reserve level, and a sample actuarial memorandum that summarizes the information needed for the independent reviewing actuary to review/evaluate the appropriateness of the resulting reserve level. A checklist will be presented that the reviewing actuary will use for a pre-release discussion with the appointed actuary. After this discussion, the appointed actuary then produces the final reserves, performs the required asset adequacy analysis, and submits the reserve results to the reviewing actuary for final review.

Coordinator: Kerry A. Krantz, FSA, MAAA

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**Wednesday, May 24**  
**4 - 5:30 p.m.**

**Session 30 TS**

Specialty Track/Sponsor: Investment, Risk Management

**Market Risk Measures: Duration, Convexity, the Greeks and More**

[PD]



Moderator: Anthony Dardis, FSA, FIA, MAAA

Instructor: Teri Geske \*

Experience required: none

Take this session as a refresher if you're experienced – or as a primer if you're new to the world of interest rate sensitivity. Duration and convexity are buzzwords commonly thrown around in the asset and liability world. But how many of us know what these words really mean, or have a chance to understand the principles behind them and use them in daily practice? Here's your opportunity to get better acquainted these principles.

Coordinator: Nicola P. Barrett, FSA, MAAA

**Wednesday, May 24**  
**4 - 5:30 p.m.**

**Session 31 PD**

Specialty Track/Sponsor: Product Development

**Simplified Issue and Guaranteed Issue Products**  
[PD]



Moderator: Mark Swanson, FSA, MAAA

Panel: Scott P. Hedgepeth, FSA, MAAA, Kevin Oldani \*, Jason M. Van Pelt, ASA, MAAA

Experience required: none

Suppose you've been asked to comment on whether or not your company should offer one of your fully underwritten products on a simplified issue (SI) or guaranteed issue (GI) basis. This primer provides an overview of products sold using SI and GI underwriting and touches on the following topics:

- Range of products offered and their characteristics
- Various ways the products are marketed
- Specifics on how the products are underwritten
- Typical assumptions, recent experience and valuation considerations
- Key risks and how to mitigate

You will:

- Gain basic knowledge of today's SI and GI products and market
- Understand the key items to consider if asked to develop this type of product

Coordinator: Mary Ann Broesch, FSA, MAAA

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**Wednesday, May 24**  
**4 - 5:30 p.m.**

**Session 32 PD**

Specialty Track/Sponsor: Product Development

**Capturing The Retirement Dollar**  
[PD]



Moderator: Novian E. Junus, FSA, MAAA  
Panel: Thomas M. Ewanich, FSA, MAAA, Novian E. Junus, FSA, MAAA  
Experience required: moderate

Expand your understanding of the retirement marketplace and insurance products appropriate to fund retirement. The financial services industry is trying to capture the retirement dollars of the aging baby boomers. The insurance industry has advantages and disadvantages when attempting to attract the retirement dollar.

The expert panelists will explore:

- Market size and the penetration by insurance companies
- What the competitors are doing
- Insurance products like SPIAs, deferred payout annuities and reversionary annuities

**Follow up: 51 WS**

Coordinator: Kenton L. Scheiwe, FSA, MAAA

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**Wednesday, May 24**  
**4 - 5:30 p.m.**

**Session 33 PD**

Specialty Track/Sponsor: Risk Management

**Managing Market Conduct Risk**  
[PD]



Moderator: Francis P. Sabatini, FSA, MAAA  
Panel: Marc-Andre Giguere, FSA, FCIA, MAAA, James Pierson \*  
Experience required: moderate

Don't miss this opportunity to gain a practical understanding of current views on market conduct exposures and approaches used to monitor, measure and manage the exposures. Operational risk exposures are an integral part of ERM initiatives that many insurance companies have or are implementing. One of the most important operational risks to an insurance organization is market conduct risk. It's an event that has had much higher frequencies of occurrence in the last decade and severity levels that are significant. This session examines the driving forces behind market conduct distribution system events and the practices being employed to minimize the exposure to these events. The panelists will cover market conduct exposures for all insurance products and distribution systems.

Coordinator: Francis P. Sabatini, FSA, MAAA

**Wednesday, May 24**  
**4 - 5:30 p.m.**

**Session 34 OF**

Specialty Track/Sponsor: Financial Reporting

**GAAP Financial Disclosures**  
[PD]



Moderator: Ronora E. Stryker, ASA, MAAA  
Panel: Pavel B. Blinchik, CFA \*, Robert G. Frasca, FSA, MAAA  
Experience required: moderate

Brush up on financial statement disclosure requirements and discover how well the information disclosed by life insurance companies serves the needs of the investor and policyholder communities. Investors, analysts and policyholders rely upon the information provided in financial statements to assess the financial health and prospects of life insurance companies. But how complete of a picture do financial statements provide? Do they accurately portray the financial risks assumed by companies and the impact on the companies' financial health under adverse circumstances? How useful is the information that companies disclose?

Our expert panelists will discuss the requirements around financial statement disclosure in the U.S. and other jurisdictions and examine the quantity and quality of information around financial risk disclosed by various life insurance companies.

Coordinator: Yiji S. Starr, FSA, MAAA

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**Wednesday, May 24**  
**6 - 7:30 p.m.**

**Reception**

This may be *the* event of the meeting. You and your registered guests are invited to attend this exciting networking event. Enjoy appetizers and cocktails while hobknobbing with those "must meet" contacts. And don't forget to bring along plenty of business cards, too, to pass around to all the VIPs you meet.

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**Thursday, May 25**  
**7 - 7:45 a.m.**

**Session 37 SM**

Specialty Track/Sponsor: Education and Research

**Education and Research Section Continental Breakfast**

Chairpersons: Thomas P. Edwalds, FSA, ACAS, MAAA, Mary Rosalyn Hardy, FSA, FIA

Take advantage of this networking opportunity by joining the Education and Research Section for a continental breakfast as section leaders discuss current interest issues.

**This breakfast is open to all meeting attendees free of charge. If you plan to attend, you must register in advance to obtain a ticket.**

Coordinator: Hal Warren Pedersen ASA

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**Thursday, May 25**  
**7 - 7:45 a.m.**

**Session 38 SM**

Specialty Track/Sponsor: Risk Management

**Risk Management Section Continental Breakfast**

Chairperson: David N. Ingram, FSA, MAAA

Don't miss this networking opportunity as members of the Risk Management Section Council discuss current issues and section activities over breakfast.

**This session is open to all attendees and is free of charge. Attendees planning to attend need to register in advance to obtain a ticket.**

Coordinator: Hubert B. Mueller, FSA, MAAA

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**Thursday, May 25**  
**7:30 - 9:30 a.m.**

**Session 40 SM**

Specialty Track/Sponsor: Taxation

**Taxation Section Hot Breakfast**

Chairperson: Barbara R. Gold, FSA, MAAA

Panel: Martin Chotiner \*, Bruce D. Schobel, FSA, MAAA, FCA, Craig R. Springfield \*

Here's a great networking opportunity to learn more about the current activities of the Taxation Section while enjoying a hot breakfast.

**This session is open to all attendees and is free of charge. Attendees planning to attend need to register in advance to obtain a ticket.**

Coordinator: Frank J. Buck, FSA, FIA, MAAA

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**Thursday, May 25**  
**8 - 9:30 a.m.**

**Session 42 I/OF**

Specialty Track/Sponsor: Actuary of the Future

**Personal Actuaries on Parade**



Moderator: Peter J. Bondy, FSA, MAAA

Panel: Faye Albert, FSA, MAAA, FCA, Janet G. Deskins, FSA, MAAA

Experience required: none

If you're considering becoming a personal actuary – or would just like to know more about the roles a personal actuary fills, be sure to enroll in this session. A panel of practicing personal actuaries will share their actual experiences and explore the following topics:

- What attracted them to this career option
- The wide variety of services a practicing actuary can provide
- How to attract and build a client base
- Greatest challenges
- Compensation methods
- Professional liability issues

You'll learn how many members are responding to new opportunities – this profession is not static! And you'll gain insight into what it takes to become a personal actuary.

Coordinator: James C. Brooks, Jr., FSA, MAAA

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**Thursday, May 25**  
**8 - 9:30 a.m.**

**Session 43 PD**

Specialty Track/Sponsor: Financial Reporting, Reinsurance

**Current U.S. GAAP Developments**  
[PD]



Moderator: Steven D. Lash, FSA, MAAA

Panel: Charles Carroll, FSA, MAAA, FCA, Michael E. Fleitz \*, Steven D. Lash, FSA, MAAA

Experience required: moderate

Hone your knowledge of current GAAP rules by taking this session. You'll also learn how some preparers are complying with these rules.

Experts will discuss current developments including:

- Internal replacements
- Business combinations
- The Fair Value Exposure draft
- Life settlements
- Risk transfer

**Follow up: 68 WS**

Coordinator: Vincent Y. Y. Tsang, FSA, MAAA

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**Thursday, May 25**  
**8 - 9:30 a.m.**

**Session 44 PD**

Specialty Track/Sponsor: International

**Hot Topics in International Markets**  
[PD]



Moderators: William R. Horbatt, FSA, MAAA, Marc Slutzky, FSA, MAAA  
Panel: Paolo Capaccioni \*, Gino Fassina \*, Michael Winkler \*  
Experience required: moderate

Don't miss this chance to learn practical solutions to issues affecting all international operations. Attend this session to learn market developments that enhance or detract from country attractiveness.

In this session, panelists discuss the latest issues affecting international operations, such as:

- Current developments in Varying Capital Standards
- Current developments in International Accounting Standards
- Current issues in Sarbanes-Oxley compliance and U.S. GAAP

Coordinator: Marc Slutzky, FSA, MAAA

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**Thursday, May 25**  
**8 - 9:30 a.m.**

**Session 45 PD**

Specialty Track/Sponsor: Long-Term Care

**The Basics of Long-Term Care**  
[PD]



Moderator: Michael L. Fang, FSA, MAAA

Panel: Michael L. Fang, FSA, MAAA, Andrew J. Herman, FSA, MAAA, Jonathan E. Stinson, ASA, MAAA

Experience required: none

Achieve a better understanding of long-term care insurance and what makes it a truly unique product as expert panelists review the basics of long-term care in this session.

Experts will review information related to:

- Industry players
- How the product works
- Unique pricing and risk considerations
- Reserve and capital requirements

**Follow up: 57 PD**

Coordinator: Daniel Bret Cathcart, ASA, MAAA

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**Thursday, May 25**  
**8 - 9:30 a.m.**

**Session 46 PD**

Specialty Track/Sponsor: Technology, Marketing & Distribution

**IT Investment – Actuaries as Stakeholders**



Moderator: Van Beach, FSA, MAAA

Panel: Van Beach, FSA, MAAA, Lisa Fox \*, Steven E. Konnath, FSA, MAAA

Experience required: none

Product design, pricing, profitability, experience reporting, risk management – areas for which actuaries are directly responsible - are increasingly dependent upon technology and the IT department. As a result, actuaries have a growing stake in IT strategy and investment decisions. Actuaries can provide strategic direction and can directly benefit from technology investment – enable product design, improve risk management, enhance modeling capabilities, etc., – but they must be able to identify and communicate the opportunities.

This session will explore:

- The many ways systems and technology directly impact an actuary's job responsibilities
- The input needed from actuaries during the IT investment decision-making process
- Is there an opportunity for companies to gain competitive advantage by breaking traditional lines between actuarial and IT departments?

Coordinator: Charles S. Fuhrer, FSA, MAAA

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**Thursday, May 25**  
**8 - 9:30 a.m.**

**Session 47 BG**

Specialty Track/Sponsor: Smaller Insurance Company

**Hot Topics in Smaller Insurance Companies**

Moderator: Terry M. Long, FSA, MAAA

Facilitators: William M. Sayre, FSA, MAAA, Robert P. Stone, FSA, MAAA, Philip A. Velazquez, FSA, MAAA

Experience required: moderate

This session is two sessions in one! You'll get the opportunity to join one of four groups to discuss one hot topic related to smaller insurance companies for the first half of the session, then move to another group to discuss another hot topic for the second half of the session.

We'll divide into four distinct groups, each group discussing one of the following topics:

- Survival of small insurance companies
- Pandemic influenza and the impact on small company mortality
- Principles-based reserving
- Current product issues

You'll benefit from:

- A discussion of key issues impacting the future of small insurance companies
- A better understanding of the possible impact of pandemic influenza
- An update on the current status of principles-based reserving and the impact on small insurance companies
- An update on products and product features currently being issued and/or developed

Coordinator: Terry M. Long, FSA, MAAA

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**Thursday, May 25**  
**8 - 9:30 a.m.**

**Session 48 IF**

Specialty Track/Sponsor: Management and Personal Development

**Coaching for Performance**

[PD]

Facilitators: John West Hadley, FSA, MAAA, David C. Miller, FSA, MAAA

Experience required: none

Whether you're an aspiring manager or a manager interested in improving your skills, this session is a must take. Every manager struggles to find the best way to communicate effectively with employees and motivate them to perform with excellence. We've lined up two actuaries who have built successful professional coaching practices - to share their tips and skills and help you excel in management. Both coaches specialize in helping actuaries and consultants grow in areas of leadership, client development and career enhancement.

During this interactive session you will:

- Discover how to use a coaching management style to produce outstanding results
- Learn the GROW model of coaching
- See the GROW model demonstrated
- Experience coaching first hand, both as the coach and the coachee
- Work with a coaching tool that you can immediately apply to enhance employee development in your own company
- Learn to communicate in a way that gets your employees to become more self-aware and to take ownership for their results.

Coordinator: Alan J. Sheptin, ASA

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**Thursday, May 25**  
**8 - 9:30 a.m.**

**Session 49 OF**

Specialty Track/Sponsor: American Academy of Actuaries

**Peer Review – How it can Help You**  
[PD]



Moderator: Allan W. Ryan, FSA, MAAA

Panel: Donna R. Claire, FSA, MAAA, Allan W. Ryan FSA, MAAA, Louis M. Weisz, FSA, MAAA

Experience required: none

In this session, designed to stimulate audience participation, you'll enhance your understanding of the definition of peer review, learn how to implement peer review and gain a better understanding of the benefits of peer review.

The Code of Professional Conduct and the Actuarial Standards of Practice do not require peer review. However, peer review is one of the many processes that actuaries might consider in fulfilling their obligations under the Code. One of the ways the American Academy of Actuaries' Council on Professionalism assists the membership with non-binding guidance is through the publication of discussion papers, which can be found on the Academy's Web site. In particular, the Academy's Committee on Professional Responsibility has recently completed a revised version of a peer review discussion paper. This paper replaces an original version dating from 1997, and reflects current thinking on this topic.

Attendees are encouraged to read the peer review discussion paper in advance of the meeting.

Coordinator: Allan W. Ryan, FSA, MAAA

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**Thursday, May 25**  
**8 - 9:30 a.m.**

**Session 50 TS**

Specialty Track/Sponsor: Education and Research

**What is Black-Scholes and Why Should I Care?**  
[PD]



Moderator: Mary Rosalyn Hardy, FSA, FIA  
Instructors: Mary Rosalyn Hardy, FSA, FIA, Chris K. Madsen, ASA, MAAA  
Experience required: none

Participate in this session to learn the essentials and applications of option pricing via a discussion and small follow-on case studies.

Option pricing has become a critical technology in many areas of insurance practice. Variable annuities are among the latest high profile areas in which option pricing is of enormous practical importance. Our experts will examine:

- The basics of option pricing: what it is and how it works
- Basic examples of option pricing including the Black-Scholes formula
- The relevance of option pricing to the actuarial profession
- The role of option pricing in the design, pricing and risk management of insurance products

The case studies used in the session will include a variable annuity case study dealing with equity risk as well as other concrete applications of the method to actuarial problems of current interest. This teaching session is designed for those who have no prior knowledge of the Black-Scholes model.

Coordinator: Hal Warren Pedersen, ASA

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**Thursday, May 25**  
**8 - 9:30 a.m.**

**Session 51 WS**

Specialty Track/Sponsor: Product Development

**Capturing the Retirement Dollar**

Facilitators: Thomas M. Ewanich, FSA, MAAA, Novian E. Junus, FSA, MAAA  
Experience required: moderate

Take advantage of this workshop opportunity to ask follow-up questions and discuss in more detail the information presented in the panel discussion on Capturing the Retirement Dollar.

**Follow up to: 32 PD**

Coordinator: Kenton L. Scheiwe, FSA, MAAA

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**Thursday, May 25**  
**8 - 9:30 a.m.**

**52 Seminar**

Specialty Track/Sponsor: Risk Management

**Implementing Stochastic Methodologies for Reserves and Capital Seminar Part 1: Principles-Based Regulation - The Regulatory Perspective**  
[PD]



Moderator: Larry M. Gorski, FSA, MAAA  
Panel: Larry J. Bruning, FSA, MAAA, Albert V. Sekac, FSA, MAAA  
Experience required: none

Increase your knowledge with a market update on recent developments and emerging best practices with principles-based regulation, and an initial analysis of experience with year-end 2005 reporting duties.

The life insurance industry is undergoing significant changes in the determination of risk-based capital (RBC) and reserves. The existing formula-based framework is gradually being replaced with principles-based regulation, evaluating company-specific tail risks, which require sophisticated stochastic models. A first start was made in 2005 with the implementation of C-3 Phase II and the revised Actuarial Guideline (AG) 38. Others, like AG VARVM, are currently being discussed. This two-part seminar takes a look at recent market developments from both a regulatory perspective, and from the perspective of the companies who have to implement the new requirements.

This first session provides some background on these regulatory developments and initial experience with the year-end 2005 filings.

Our expert panelists review:

- Principles-based regulatory models for reserves and capital
- Setting assumptions (including dynamic policyholder behavior)
- Economic scenario generators
- Model optimization
- Analyzing results
- Initial experience with year-end 2005 filings

Coordinator: Hubert B. Mueller, FSA, MAAA

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**Thursday, May 25**  
**8 - 11:30 a.m.**

**54 Seminar**

Specialty Track/Sponsor: Product Development, Reinsurance

**Mortality and the Pricing Actuary Seminar**

[PD] – 3 units



Experience required: moderate

Here's your chance to learn about current trends in preferred risk class mortality, gain a greater understanding of considerations for experience mortality assumptions at older issue ages and compare and contrast differences in experience mortality assumptions for limited-issue and fully-underwritten products – all in one two-part seminar!

Mortality is a critical assumption to the product development actuary. An excessively conservative mortality assumption will result in a product that is not competitive. An aggressive mortality assumption can result in a product being unprofitable. Preferred mortality and mortality at older ages are critically important and addressed in this two-session seminar.

**Part I**

Moderator: Richard L. Bergstrom, FSA, MAAA

Panel: Mary J. Bahna-Nolan, FSA, MAAA, Thomas E. Rhodes, FSA, MAAA, FCA

The potential for recognizing some degree of preferred mortality in statutory valuation has heightened the awareness of differences between companies' definition of preferred.

This session:

- Provides updates on preferred risk class underwriting standards and experience mortality trends
- Updates the attendees on the current status of the preferred mortality tables being developed
- Analyzes the impact of preferred risk mortality tables on products

**Part II**

Moderator: Allen M. Klein, FSA, MAAA

Panel: Thomas P. Edwalds, FSA, ACAS, MAAA, Philip A. Velazquez, FSA, MAAA

As the population ages, companies are developing fully-underwritten products for the older-age market. For the older-age market, this session:

- Compares and contrasts the underwriting on fully-underwritten products with the underwriting on limited-underwritten products
- Compares and contrasts the underwriting results for fully-underwritten and limited-underwritten products
- Identifies industry studies or external third parties as potential sources of mortality data
- Identifies recent mortality and product trends relevant to these types of products

Coordinator: Nancy Westfall Winings, FSA, MAAA

**Thursday, May 25**  
**10 - 11:30 a.m.**

**Session 56 PD**

Specialty Track/Sponsor: Investment

**Understanding Commercial Mortgage Securities**  
[PD]



Moderator: Ariste Reno \*  
Panel: Michael Ladd Beeson, FSA, MAAA, Ariste Reno \*  
Experience required: none

If you're in need of more confidence in understanding the risks and rewards of investing in commercial mortgage securities – be sure to participate in this session. You'll also learn how to reflect those risks and rewards in actuarial work.

Commercial mortgage securities offer yields in excess of treasuries, agencies and high quality corporate bonds. Owning these securities also exposes the investor to different types of risks than bonds. Because of the yield, and despite the risks, life insurance companies have traditionally included these securities in their portfolios. Our expert panelists will present the fundamentals of investing in the commercial mortgage asset class.

In addition, you'll learn:

- Different types of commercial mortgage securities available today
- How the risk profile of commercial mortgages differ from corporate bonds and residential mortgage securities
- How actuaries can model these securities

Coordinator: Nicola P. Barrett, FSA, MAAA

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**Thursday, May 25**  
**10 - 11:30 a.m.**

**Session 57 PD**

Specialty Track/Sponsor: Long-Term Care

**Long-Term Care Industry Snapshot**  
[PD]



Moderator: Michael L. Fang, FSA, MAAA

Panel: Michael L. Fang, FSA, MAAA, Andrew J. Herman, FSA, MAAA, Jonathan E. Stinson, ASA, MAAA

Experience required: none

Be sure to take part in this session to brush up on your understanding of the current direction of the long-term care insurance industry and how carriers are positioning themselves for the future.

Our knowledgeable panelists will present an overview of the current status of long-term care industry. They'll cover recent hot topics such as:

- New product and distribution trends
- Other influential environmental trends and implications
- Key take-aways by track from ILTCI conference
- Industry think tank position and efforts

**Follow up to: 45 PD**

Coordinator: Daniel Bret Cathcart, ASA, MAAA

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**Thursday, May 25**  
**10 - 11:30 a.m.**

**Session 58 PD**

Specialty Track/Sponsor: Marketing and Distribution

**Distribution Trends**

[PD]



Moderator: Robert P. Stone, FSA, MAAA  
Panel: Lucian Lombardi, ASA, Ted Quinn \*  
Experience required: none

The way insurance products are distributed has changed drastically during the last 35 years – but have you kept up with those trends? Get the newest updates when you take part in this session. Experts will present the latest LIMRA/McKinsey and Company research that fleshes out these changes, the resulting effects on insurance products and the implications for companies offering those products today.

Coordinator: Robert P. Stone, FSA, MAAA

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**Thursday, May 25**  
**10 - 11:30 a.m.**

**Session 59 PD**

Specialty Track/Sponsor: Product Development

**Life Insurance Riders – Hot or Not?**

[PD]



Moderator: Kelly A. Levy, FSA, FCIA  
Panel: Carl A. Friedrich, FSA, MAAA, Dominique Lebel, FSA, MAAA, FCIA, Darrell D. Spell, FSA, MAAA  
Experience required: none

Don't miss out on this in-depth discussion of life insurance riders that are tried and true as well as up and comers. Expert panelists will explore:

- Critical illness and LTC riders – who is buying it and better yet, who is using it?
- Term ROP riders – do you need one to compete?
- The tried and true riders – considerations in offering and pricing

Coordinator: Kelly A. Levy, FSA, FCIA

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**Thursday, May 25**  
**10 - 11:30 a.m.**

**Session 60 PD**

Specialty Track/Sponsor: Reinsurance

**The Three C's of the Reinsurance Quote and Contracting Process**



Moderator: John E. Tiller, Jr., FSA, MAAA  
Panel: David A. Rains, FSA, MAAA, Keith Ryan \*  
Experience required: none

Gain a better understanding of issues related to the contracting process in this session as panelists discuss the current issues facing both direct writers and reinsurers. Whether it's the quote process, the treaty process, the resolution of omissions or just plain old data problems, the three C's of the contracting process (constraint, combat and consensus) come into play. The experts will discuss why these issues are important and how many companies have dealt with or intend to deal with the problems.

Coordinator: John O. Nigh, FSA, MAAA

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**Thursday, May 25**  
**10 - 11:30 a.m.**

**Session 61 PD**

Specialty Track/Sponsor: Risk Management, Product Development

**Measuring and Pricing for Tail Risk**  
[PD]



Moderator: Larry H. Rubin, FSA, MAAA

Panel: Steven Lane Craighead, ASA, MAAA, Larry H. Rubin, FSA, MAAA, Max J. Rudolph, FSA, MAAA

Experience required: moderate

Here's your opportunity to gain a practical understanding of current pricing techniques and risk management approaches for measuring and managing tail risk.

Panelists will explain the importance of measuring and managing tail risk for an insurance organization. These experts will also review various approaches for measuring and managing tail risk and how to price for tail risk using capital-market consistent techniques. In addition, they'll discuss state-of-the-art techniques for mitigating and managing tail risk. Applicability of this to some or all of the following areas/products will be covered:

- Variable annuity death benefit and living benefit guarantees
- Universal life-type secondary guarantees
- Interest rate risk
- Operational risk

**Follow Up: 69 WS**

Coordinator: Max J. Rudolph, FSA, MAAA

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**Thursday, May 25**  
**10 - 11:30 a.m.**

**Session 62 TS**

Specialty Track/Sponsor: Financial Reporting, Risk Management, Investment

**Derivatives, Options and FAS 133/B36**  
[PD]



Moderator: Eric R. Schuering, ASA, MAAA  
Instructors: Robert J. Lemke, FSA, MAAA, Eric R. Schuering, ASA, MAAA, David Y. Rogers, FSA, MAAA  
Experience required: moderate

If you need help understanding these new elements of financial reporting, don't miss this session! Panelists will focus on the practical aspects of valuing embedded derivatives in insurance products.

You will learn:

- The requirements of FAS 133 with regard to valuing options and derivatives
- How to value derivatives that are embedded in insurance products

Coordinator: Richard H. Browne, FSA, MAAA

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**Thursday, May 25**  
**10 - 11:30 a.m.**

**63 Seminar**

Specialty Track/Sponsor: Risk Management

**Implementing Stochastic Methodologies for Reserves and Capital Seminar Part 2 - Principles-based Regulation – The Company Perspective**  
[PD]



Moderator: Hubert B. Mueller, FSA, MAAA  
Panel: Anthony Dardis, FSA, FIA, MAAA, Craig D. Morrow, FSA, MAAA, David E. Neve, FSA, MAAA  
Experience required: none

Take part in session 2 of this two-part seminar to receive a market update on recent developments and emerging best practices with principles-based regulation, and an initial analysis of experience with year-end 2005 reporting duties.

The life insurance industry is undergoing significant changes in the determination of risk-based capital (RBC) and reserves. The existing formula-based framework is gradually being replaced with Principles-based regulation, evaluating company-specific tail risks, which require sophisticated stochastic models. A first start was made in 2005 with the implementation of C-3 Phase II and the revised Actuarial Guideline (AG) 38. Others, like AG VARVM, are currently being discussed. This seminar takes a look at recent market developments from both a regulatory perspective and from the perspective of the companies who have to implement the new requirements.

The second session includes panelists from companies who have had to deal with C-3 Phase II at year-end 2005 and who will have to deal with AG 38 and C-3 Phase III in the near future.

Our knowledgeable panelists discuss:

- Experience with implementing C-3 Phase II for variable annuities and AG 38 for UL products
- Issues expected with implementing VA CARVM
- Issues expected with implementing C-3 Phase III
- Stochastic modeling requirements – the software perspective
- Incorporating the new principles-based regulation into corporate decision making

Coordinator: Hubert B. Mueller, FSA, MAAA

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**Thursday, May 25**  
**Noon - 1:30 p.m.**

**Session 65 PD**

Specialty Track/Sponsor: SOA Research

**The AAA-SOA Preferred Mortality Project**  
[PD] – 1 unit



Moderator: Larry M. Gorski, FSA, MAAA  
Panel: Mary J. Bahna-Nolan, FSA, MAAA, Donna R. Claire, FSA, MAAA, Allen M. Klein, FSA, MAAA  
Experience required: none

Moving to a regulatory valuation system that is principles-based needs actuarial support. You'll learn how the Preferred Mortality project will support the move to such a system:

- The goals and structure of the Preferred Mortality Project
- The way in which this mortality experience study differs from previous experience studies
- The project timeline

You will:

- Understand have a better understanding of the project organizational structure and how it was designed to meet the project goals
- Learn about the methods and techniques used to introduce underwriting classes into the mortality experience studies
- Get an advance look at the nature of the project deliverables

Coordinator: Larry M. Gorski, FSA, MAAA

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**Thursday, May 25**  
**Noon - 1:30 p.m.**

**Session 66 PD**

Specialty Track/Sponsor: Investment, Financial Reporting

**Hedge Funds Investments**

[PD]



Moderator: Anthony Dardis, FSA, FIA, MAAA

Panel: Frank J. Belvedere, FCIA \*, Nicholas Guerin \*, Damon G. Williams, FSA, FCIA

Experience required: none

Gain a valuable overview of the hedge fund asset class in this session. The current low-return environment has resulted in lower funding ratios and higher prospective costs for defined-benefit pension-plan sponsors. One response to this environment has been an increased interest in the hedge fund asset class. Expert panelists will cover:

- What are hedge funds?
- What are the risk and return characteristics of the hedge fund asset class?
- Are hedge funds an appropriate asset class for pensions (both defined benefit and participant directed)?
- Why is portable alpha such a hot topic?
- Is there a hedge fund bubble?
- What is the future of the hedge fund asset class?

Coordinator: Nicola P. Barrett, FSA, MAAA

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**Thursday, May 25**  
**Noon - 1:30 p.m.**

**Session 67 PD**

Specialty Track/Sponsor: Product Development

**Pricing Competitive Products in a Low-Interest-Rate Environment**  
[PD]



Moderator: Elinor Friedman, FSA, MAAA  
Panel: Cheryl G. Angstadt, FSA, MAAA, Dale J. Visser, ASA, MAAA  
Experience required: moderate

Take part in this session to get a handle on the impact of low interest rates on product design and gain an understanding of methodologies for setting long-term interest assumptions. The sustained low-interest-rate environment has made offering competitive insurance products challenging. Expert panelists will examine approaches to pricing competitive products in a low-interest-rate environment, including:

- The impact of low interest rates on specific products
- Historical trends and setting long-term interest rate assumptions
- Changes or enhancements to products to cope with the current environment

Coordinator: Elinor Friedman, FSA, MAAA

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**Thursday, May 25**  
**Noon - 1:30 p.m.**

**Session 68 WS**

Specialty Track/Sponsor: Financial Reporting

**Current U.S. GAAP Developments**

Facilitators: Richard D. Farrell, FSA, MAAA, Brian R. J. Richards, FSA, MAAA  
Experience required: moderate

Don't miss out on your chance in this session to gain an understanding of changes to current GAAP rules and to learn how some preparers are complying with them.

**Follow up to: 43 PD**

Coordinator: Vincent Y. Y. Tsang, FSA, MAAA

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**Thursday, May 25**  
**Noon - 1:30 p.m.**

**Session 69 WS**

Specialty Track/Sponsor: Risk Management

**Pandemics - Is Your Company Prepared?**

Facilitators: Max J. Rudolph, FSA, MAAA, Vera F. Dolan, MSPH, FALU \*  
Experience required: moderate

Share information and techniques for stress-testing your company's preparedness through scenario planning. Since 2003, Avian Influenza has become rampant in Southeast Asia. Health experts warn that we are on the brink of a new influenza pandemic. Issues (but not answers) include:

- Will the pandemic impact all ages?
- Which secondary diseases will prey on flu sufferers?
- How badly will the health system be overwhelmed? (think world wide)
- Which patients will we choose to save?
- Will vaccines be nimble enough to keep up with the mutating virus?
- How can insurers/reinsurers plan for a pandemic? What tools are available?
- How will society react to travel restrictions and quarantines?
- Will nations cooperate?
- Will we be so focused on Avian Flu that we are blind sided by an alternative?
- How will the world economy react?

You can boost their knowledge through advance reading. Summaries include:

- World Health Organization, "Avian Influenza: Assessing the Pandemic Threat," can be downloaded at [http://www.who.int/csr/disease/influenza/WHO\\_CDS\\_2005\\_29/en/](http://www.who.int/csr/disease/influenza/WHO_CDS_2005_29/en/).
- Max Rudolph, "Influenza Pandemics: Are we Ready for the Next One?" Risk Management Newsletter, July 2004.

**Follow up to: 61 PD**

Coordinator: Max J. Rudolph, FSA, MAAA

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**LISTING OF SOA MEMBER PRESENTERS**

<b>NAME</b>	<b>SESSION(S)</b>
Abkemeier, Noel John	12 PD
Albert, Faye	42 I/OF
Angstadt, Cheryl G.	67 PD
Atkins, James D.	14 D
Bagus, Ghalid	11 PD
Bahna-Nolan, Mary J.	54 Seminar, 65 PD
Barrett, Nicola P.	11 PD, 21 PD
Beach, Van	46 PD
Beeson, Michael Ladd	56 PD
Bergstrom, Richard L.	54 Seminar
Bondy, Peter J.	42 I/OF
Boyko, Peter M.	9 Seminar
Bruning, Larry J.	52 Seminar
Bulin, David A.	23 PD
Carroll, Charles	43 PD
Casey, Sean Patrick	25 OF
Claire, Donna R.	49 OF, 65 PD
Clapprood, Eric L.	23 PD
Conwill, Michael F.	13 PD
Craighead, Steven Lane	61 PD
Dardis, Anthony	30 TS, 63 Seminar, 66 PD
Deakins, Susan T.	9 Seminar
Deskens, Janet G.	42 I/OF
Diefenbacher, Robert A.	14 D
Driscoll, David L.	4 PD
Dugan, Christine E.	9 Seminar
Duncan, David S.	19 PD
Edwalds, Thomas P.	37 SM, 54 Seminar
Emmer, Alan Mark	9 Seminar
Erkis, Todd H.	7 I
Ewanich, Thomas M.	32 PD, 51 WS
Fang, Michael L.	45 PD, 57 PD
Farrell, Richard D.	68 WS
Fenton, John M.	6 PD
Ferris, Andy	12 PD
Frasca, Robert G.	34 OF
Freeman, Edward J.	4 PD
Friedman, Elinor	67 PD
Friedrich, Carl A.	9 Seminar, 59 PD
Friedstat, Charles D.	24 IF
Giguere, Marc-Andre	33 PD
Gold, Barbara R.	40 SM
Gorski, Larry M.	52 Seminar, 65 PD
Greenbaum, Marshall C.	21 PD
Greer, Michael L.	25 OF
Griffin, Ken	11 PD
Hadley, John West	48 IF
Hardy, Mary Rosalyn	37 SM, 50 TS
Hedgepeth, Scott P.	31 PD
Helton III, James T.	5 PD

**LISTING OF SOA MEMBER PRESENTERS (continued)**

<b>NAME</b>	<b>SESSION(S)</b>
Herman, Andrew J.	45 PD, 57 PD
Hill, Rodney A.	5 PD
Horbatt, William R.	44 PD
Ingram, David N.	7 I, 17 GS, 38 SM
Junus, Novian E.	32 PD, 51 WS
Kalmbach, Thomas P.	9 Seminar, 28 Seminar
Kaster, Michael L.	12 PD
Keith, Kevin R.	20 PD
Klein, Allen M.	54 Seminar, 65 PD
Klein, Ronald L.	20 PD
Knowling, Douglas J.	14 D
Konnath, Steven E.	46 PD
Krantz, Kerry A.	28 Seminar
Lash, Steven D.	43 PD
Lebel, Dominique	22 PD, 59 PD
Lemke, Robert J.	62 TS
Levy, Kelly A.	59 PD
Lombardi, Lucian	58 PD
Long, Terry M.	47 BG
Madsen, Chris K.	50 TS
Matson, Patricia E.	3 PD
Miller, David C.	48 IF
Morrow, Craig D.	63 Seminar
Mueller, Hubert B.	13 PD, 63 Seminar
Neve, David E.	28 Seminar, 63 Seminar
Nigh, John O.	14 D, 25 OF
Rains, David A.	60 PD
Rhodes, Thomas E.	54 Seminar
Richards, Brian R. J.	68 WS
Robbins, Brock E.	9 Seminar
Robbins, Douglas L.	6 PD
Robbins, Edward L.	24 IF
Rogers, David Y.	3 PD, 15 TS, 62 TS
Rubin, Larry H.	61 PD
Rudolph, Max J.	61 PD, 69 WS
Ryan, Allan W.	49 OF
Sabatini, Francis P.	33 PD
Sayre, William M.	47 BG
Schobel, Bruce D.	40 SM
Schuering, Eric R.	62 TS
Scotchie, Rebecca B.	12 PD
Segal, Sim	7 I, 19 PD
Sekac, Albert V.	52 Seminar
Slutzky, Marc	44 PD
Smith, Michelle D.	15 TS
Spell, Darrell D.	59 PD
Stinson, Jonathan E.	45 PD, 57 PD
Stone, Robert P.	47 BG, 58 PD
Stryker, Ronora E.	34 OF
Swanson, Mark	31 PD

**LISTING OF SOA MEMBER PRESENTERS (continued)**

**NAME SESSION(S)**

Theodore, Daniel	22 PD
Tiller, Jr., John E.	60 PD
Tucker, Michael	28 Seminar
Van Pelt, Jason M.	31 PD
Velazquez, Philip A.	47 BG, 54 Seminar
Visser, Dale J.	67 PD
Weisz, Louis M.	49 OF
Williams, Damon G.	66 PD
Zimmerman, Darin G.	3 PD, 15 TS
Zinkovsky, Vadim	11 PD

**LISTING OF GUEST PRESENTERS**

**Belvedere, Frank J.** – 66 PD

Principal  
Mercer Human Resource Consulting  
Montreal, QC Canada

**Blinchik, Pavel B.** – 34 OF

Life Equity Research Analyst  
Lehman Brothers  
New York, NY

**Capaccioni, Paolo** – 44 PD

Partner  
KPMG Advisory SpA  
Milano, Italy

**Chotiner, Martin** – 40 SM

Prudential Financial  
Newark, NJ

**Dolan, Vera F.** – 20 PD, 69 WS

Principal  
VFD Consulting, Inc.  
Ukiah, CA

**Fassina, Gino** – 44 PD

Responsible for Actuarial, Reinsurance and Product Development Department  
ERGO Previdenza  
Milano, Italy

**Fleitz, Michael E.** – 43 PD

Senior Vice President and Chief Financial Officer  
Wilton Re  
Wilton, CT

**Fox, Lisa** – 46 PD

Director, Insurance Solutions  
Perot Systems  
Tampa, FL

**Geny, Herve** – 13 PD

Senior Vice President – Risk Management Specialist  
Moody's Investors Service  
New York, NY

**Geske, Teri** – 30 TS

Senior Vice President, Product Development  
CMS Bondedge  
Santa Monica, CA

**LISTING OF GUEST PRESENTERS (continued)**

**Goldean, Paul** – 25 OF  
Executive Vice President and General Counsel  
Scottish Re (U.S.), Inc.  
Charlotte, NC

**Guerin, Nicolas** – 66 PD  
Director  
Societe Generale Americas Securities LLC  
New York, NY

**Heyer, Daniel D.** – 23 PD  
Senior Hedge Analyst  
Nationwide Financial  
Columbus, OH

**Hou, Aaron** – 21 PD  
Chief Risk Officer  
Jamaica Money Market Brokers  
Kingston, Jamaica

**Karow, John Christopher** – 7 I  
Partner  
Ernst & Young  
New York, NY

**Matheson, Sheila** – 5 PD  
Vice President, CI Marketing  
Optimum Re Insurance Company  
Dallas, TX

**McKeever II, Joseph F.** – 24IF  
Partner  
David & Harman  
Washington, DC

**Milkint, Margaret Resce** – 19 PD  
Partner  
The Jacobson Group  
Chicago, IL

**Oldani, Kevin** – 31 PD  
Vice President Underwriting COLI/BOLI  
Scottish Re  
Denver, CO

**Pierson, James** – 33 PD  
Vice President, Office of Compliance  
Nationwide Financial  
Columbus, OH

**LISTING OF GUEST PRESENTERS (continued)**

**Quinn, Ted** – 58 PD  
Associate Principal  
McKinsey & Company, Inc.  
New York, NY

**Reno, Ariste** – 56 PD  
Director, Capital Markets Credit Risk Advisory  
Deloitte & Touche LLP  
Chicago, IL

**Ryan, Keith** – 60 PD  
Second VP and Director of Finance  
Lincoln Financial Group  
Fort Wayne, IN

**Speed, Cliff** – 4 PD  
Associate  
Hewitt Bacon & Woodrow  
St. Albans, United Kingdom

**Springfield, Craig R.** – 40 SM  
Partner  
David & Harman  
Washington, DC

**Sunoo, Edward** – 21 PD  
Director, Insurance Debt Capital Markets  
Deutsche Bank  
New York, NY

**Winkler, Michael** – 44 PD  
Managing Director  
Winterthur Group  
Winterthur, Switzerland

**Winslow, Peter H.** – 24IF  
Partner  
Schribner, Hall & Thompson  
Washington, DC

**LIFE 2006 SPRING MEETING - PROGRAM SUMMARY**

**TUESDAY, MAY 23**

Time	Specialty Track	Session	Event
8 – 10 p.m.	PD	350 SM *	Product Development Section Ice Cream Social

**WEDNESDAY, MAY 24**

Time	Specialty Track	Session	Event
8 - 8:45 a.m.	G	1 GS	General Session
9 - 10:30 a.m.	FR	3 PD [PD]	Current Developments in International Accounting Financial Economics and Actuarial Practice: The Debate Rages On (worth 1 unit of PD credit) Marketing Critical Illness Products in the U.S. The Latest in Living Benefits ERM and Corporate Governance
	I	4 PD [PD]	
	MD PD RM	5 PD [PD] 6 PD [PD] 7 I [PD]	
9 a.m. - 12:30 p.m.	PD/RM	9 Seminar [PD]	The Impact of Principles-Based Reserving on Product Development Actuaries (worth 3 units of PD credit)
11 a.m. - 12:30 p.m.	I	11 PD [PD]	Setting Long-Term Investment Assumptions for Actuarial Models
	PD/RM	12 PD [PD]	Incorporating Policyholder Behavior in Pricing Annuity Products
	RM	13 PD [PD]	Economic Capital - Recent Trends in Implementation
	R FR/RM	14 D [PD] 15 TS [PD]	The Silent War Hedging and Fair Value
12:30 - 1:45 p.m.	G	17 GS	General Luncheon: Enterprise Risk Management - Impact on Insurer Ratings & Products
2 - 3:30 p.m.	A	19 PD	Competitive Threats to Actuaries of the Future From Non-Actuaries
	IN	20 PD [PD]	Pandemic Exposure and Risk Management Strategies - In Asia as Compared to the United States
	I	21 PD [PD]	Structured Credit Products
	PD	22 PD [PD]	Incorporating Policyholder Behavior in Pricing Life Insurance Products
	RM	23 PD [PD]	Hedging Variable Annuity Guarantees: A Practical Discussion
	TX/RM	24 IF [PD]	Federal Income Tax Implications of Principle-Based Reserving
	R	25 OF [PD]	Alternative Forms of Capital for Use in Reinsurance and M&A
PD	26 PP [PD]	Product Development Sponsored Research *CANCELED*	
2 - 5:30 p.m.	FR/AAA	28 Seminar [PD]	Principles-Based Reserving (worth 3 units of PD credit)

4 - 5:30 p.m.	I/RM	30 TS [PD]	Market Risk Measures: Duration, Convexity, the Greeks and More
	PD	31 PD [PD]	Simplified Issue and Guaranteed Issue Products
	PD	32 PD [PD]	Capturing the Retirement Dollar (Follow Up: 51 WS)
	RM	33 PD [PD]	Managing Market Conduct Risk
	FR	34 OF [PD]	GAAP Financial Disclosures

6 - 7:30 p.m. Reception

**THURSDAY, MAY 25**

<b>Time</b>	<b>Specialty Track</b>	<b>Session</b>	<b>Event</b>
7 - 7:45 a.m.	E&R RM	37 SM * 38 SM *	Education and Research Section Continental Breakfast Risk Management Section Continental Breakfast
7:30 - 9:30 a.m.	TX	40 SM *	Taxation Section Hot Breakfast
8 - 9:30 a.m.	A FR/R IN LTC T/MD SC M AAA E&R PD RM	42 I/OF 43 PD [PD] 44 PD [PD] 45 PD [PD] 46 PD 47 BG 48 IF [PD] 49 OF [PD] 50 TS [PD] 51 WS 52 Seminar [PD]	Personal Actuaries on Parade Current U.S. GAAP Developments (Follow up: 68 WS) Hot Topics in International Markets The Basics of Long-Term Care (Follow up: 57 PD) IT Investment – Actuaries as Stakeholders Hot Topics in Smaller Insurance Companies Coaching for Performance Peer Review - How It Can Help You What is Black-Scholes and Why Should I Care? Capturing the Retirement Dollar (Follow up to: 32 PD) Implementing Stochastic Methodologies for Reserves and Capital Seminar - Part 1: Principles-Based Regulation - The Regulatory Perspective
8 - 11:30 a.m.	PD/R	54 Seminar [PD]	Mortality and the Pricing Actuary Seminar (worth 3 units of PD credit)
10 - 11:30 a.m.	I LTC MD PD R  RM/PD FR/RM/I RM	56 PD [PD] 57 PD [PD] 58 PD [PD] 59 PD [PD] 60 PD  61 PD [PD] 62 TS [PD] 63 Seminar [PD]	Understanding Commercial Mortgage Securities Long-Term Care Industry Snapshot (Follow up to: 45 PD) Distribution Trends Life Insurance Riders - Hot or Not? The Three C's of the Reinsurance Quote and Contracting Process Measuring and Pricing for Tail Risk (follow up: 69 WS) Derivative, Options and FAS 133/B36 Implementing Stochastic Methodologies for Reserves and Capital Seminar - Part 2: Principles-Based Regulation - The Company Perspective
Noon - 1:30 p.m.	G  I/FR	65 PD [PD]  66 PD [PD]	The AAA-SOA Preferred Mortality Project (worth 1 unit of PD credit) Hedge Funds Investments

PD	67 PD [PD]	Pricing Competitive Products in a Low-Interest-Rate Environment
FR	68 WS	Current U.S. GAAP Developments (follow up to: 43 PD)
RM	69 WS	Pandemics - Is Your Company Prepared? (Follow up to: 61 PD)

**\* Advance registration is required for these sessions and additional fees may apply.**

**[PD] = qualifies for Professional Development credit**

**SPECIALTY TRACKS/SPONSORS:**

- A = Actuary of the Future
- AAA = American Academy of Actuaries
- E&R = Education & Research
- FR = Financial Reporting
- G = General
- I = Investment
- IN = International
- LTC = Long-Term Care
- M = Management and Personal Development
- MD = Marketing and Distribution
- PD = Product Development
- R = Reinsurance
- RM = Risk Management
- SC = Smaller Insurance Companies
- T = Technology
- TX = Taxation

**Please note: It is necessary for attendees to register for one session or seminar that they plan to attend in each time slot so that we can accurately allocate meeting room space.**

### Meeting Registration

Advance registration is now closed. You may still register for the meeting on site at the Society of Actuaries' registration desk located on the Great Hall Level of the Westin Diplomat Resort & Spa on Tuesday, May 23 from 5 - 7 p.m. or Wednesday, May 24 from 7 a.m. – 6 p.m.

### Fee Schedule

	Entire Meeting May 24-25 By April 24	Entire Meeting May 24-25 After April 24	Wednesday Only May 24 By April 24	Wednesday Only May 24 After April 24
Meeting Fee	\$875	\$975	\$500	\$600
Guest Fee	\$100	\$100	\$75	\$75

*Payment is required in U.S. funds or equivalent. Schedule denotes U.S. funds.*

### Registration Fees

The SOA continues to offer a fee structure that allows for more flexibility and provides you with the option of registering for the entire meeting or for Wednesday only.

**Entire Meeting Registration** includes the SOA-sponsored breakfasts, refreshment breaks, general session, general luncheon, reception, sessions, program materials and the attendee list.

**Wednesday Only Registration** includes the SOA-sponsored breakfast, refreshment breaks, general session, general luncheon, reception and receptions, sessions and program materials.

### Guest Fee

The SOA continues to provide a flexible fee structure for guests of attendees. This provides you with the option of signing up a guest for the entire meeting or for Wednesday only. A guest (or nonbusiness affiliate) is considered a significant other, friend or family member of the attendee who is over the age of 18. One guest per registrant is allowed.

The guest fee for the **Entire Meeting** entitles guests to attend all SOA-sponsored continental breakfasts and the reception. The guest fee for **Wednesday's Registration** entitles guests to attend the SOA-sponsored continental breakfast and reception on Wednesday only. Please see fee schedule below.

Spouses or guests who attend the meeting and who are members of an actuarial organization must pay the regular member meeting fee.

### Fee Waivers

You are entitled to a registration fee waiver (excluding all extra-cost activities) if you are an SOA member and:

1. A **government employee** who practices in an area that impacts the actuarial profession and has not yet attended a continuing education event in 2006
2. A **full-time academic** who has not yet exceeded the \$1,500 limit in total fees waived in 2006 or
3. A member whose dues are waived in accordance with SOA's **Waiver of Dues** Policy (i.e., retired, unemployed members), and has not yet attended a continuing education program in 2006. Refer to the SOA Web [site](#) to see if you qualify.

\*Please note: A \$75 processing/food & beverage fee is assessed to all fee waiver registrations.

*Please indicate if you are registering as a "government employee," "full-time academic" or "Waiver of Dues" in the upper right-hand corner of your registration card. Any further questions can be addressed by calling 847/706-3540.*

**Registration Information (continued)**

**Confirmation**

For advance registration, confirmations were e-mailed upon completion of registration. Confirmations of your session selections will not be included in your registration packet.

**Refunds**

All cancellations and refund requests must be put in writing and received by the Society of Actuaries Continuing Education Department no later than May 5, 2006. The Society of Actuaries will refund the registration fee minus a processing fee of \$100, and minus any special ticketed events. Refunds will not be issued for requests received after May 5, 2006. You may e-mail your cancellation requests to [cancel@soa.org](mailto:cancel@soa.org).

### Hotel Information

Westin Diplomat Resort & Spa  
3555 South Ocean Drive  
Hollywood, FL 33019  
Phone: 954.602.6000 or 888.627.9057  
Fax: 954.602.8908  
Web site: [www.diplomatresort.com](http://www.diplomatresort.com).

### Rates

Guest room rates (taxes not included) at the Westin Diplomat Resort & Spa are as follows:

Run of House	Club Level
\$229 single/double occupancy + \$16 daily resort fee *	\$329 single/double occupancy + \$16 daily resort fee *

***\*Daily resort fee includes complimentary domestic long distance calls (up to 60 minutes each call), unlimited in-room Internet access, complimentary local and calling card toll-free calls, access to hotel health club, complimentary in-room coffee and shuttle service between the hotel and country club.***

### Reservations

Make your reservations by the reservation deadline of **Monday, April 24, 2006**. Reservations made after this deadline are subject to space and rate availability. To make your reservation call the hotel directly at 954.602.6000 or toll-free at 888.627.9057. Make sure you mention you are attending the Society of Actuaries Life Spring Meeting.

A major credit card is required in order to make a reservation. Reservations may be cancelled with no penalty up to 72 hours prior to the date of arrival.

### Early Departure Fee

When checking into the hotel you will be asked to confirm your departure date. At this time you may change your departure date without penalty. Any changes in the departure date after that may result in an early check-out fee up to \$100.

**Why stay at the Diplomat?** We realize there are many hotel options available to you as you make plans to attend the 2006 Life Spring Meeting. We encourage you to stay at the Westin Diplomat Resort & Spa in order to both maximize the quality of your meeting experience and to help the SOA achieve its room-block commitment at this property. By staying at the headquarters hotel, you gain the opportunity to better network with your peers and remain in the center of the activity surrounding the meeting. By reserving your sleeping room at the Westin Diplomat, you are helping fulfill our contractual obligations with the hotel, and ultimately reducing the overall cost of the meeting.

### Confirmations

Confirmation of your hotel reservation will be sent directly by the hotel. If you have not received confirmation prior to your departure for Florida, please call the hotel to make sure your reservation is in order. Please mention your affiliation with the Society of Actuaries in all communication to ensure the correct handling of your reservation.

### Hotel Check-In And Checkout

Check-in time is 3 p.m. and checkout time is noon. Those arriving early may check their bags with the bell desk in the hotel lobby.

### Hotel/Airport Transportation

The Westin Diplomat Resort & Spa is located on the beach in Hollywood, Florida – just 15 minutes from Ft. Lauderdale International Airport and approximately 35 minutes from Miami International Airport. Shuttle service from Ft. Lauderdale International Airport is \$10 per person and taxi fare is approximately \$25-30. Taxi fare from Miami International is \$55-60.

**GENERAL INFORMATION**

**Airfare Discounts**

The following discounts are available to attendees of the Society of Actuaries Life 2006 Spring Meeting. Please click here for more detailed General Information, Airline Discounts for specific airline discounts and restrictions.

**United Airlines**

800/521-4041 (U.S. or Canada)  
7 AM – midnight (E.S.T.)  
Meeting ID#552KW

**Air Canada**

800/361-7585 (U.S. or Canada)  
8:30 AM - 8:00 PM (E.S.T.)  
Event #CV060887

**Attire**

Business casual attire is appropriate for meeting sessions and all Society-sponsored events.

**CD-ROMs**

Missed a session at the SOA Life 2006 Spring Meeting? As a special service to SOA members, recordings are available for purchase on CD-ROM. The CD-ROMs provide an excellent recap, and are a great training tool and

informational source. Sessions being recorded are identified with this symbol:



**Cyber City**

The SOA is providing a limited number of computers at the meeting to allow you to access your e-mail during the meeting. We ask that you limit your time to 20 minutes. Cyber City is located in the 219 Conference Room – second floor. Cyber City will be open:

Tuesday, May 23	5 - 7 p.m.
Wednesday, May 24	7 a.m. - 6 p.m.
Thursday, May 25	7 a.m. - 12:30 p.m.

**Evaluations**

Session Evaluation Forms: The Society of Actuaries provides feedback to speakers and program planning committees of future meetings. Your input is valuable. Evaluation forms are available at each session and allow you an opportunity to evaluate the presentation team, content and general effectiveness of the session. Please take time to fill out this valuable tool with your comments and place it in the box marked “Return Evaluations Here” as you leave each session.

Overall Evaluation Form: In addition to the individual session evaluations, an overall evaluation form is now available via the Internet. The online form assists us in planning future meetings and allows you to comment on areas not addressed by the individual session evaluations. More details will be e-mailed to you following the meeting.

**Message Center**

Message boards are located near the Society registration desk throughout the meeting. Please check it periodically.

**No Smoking Policy**

For the comfort and health of all attendees, smoking is not permitted at any Society of Actuaries function. This includes all meals, refreshment breaks and receptions.

**Paperless Meeting**

In a continuing effort to reduce print production, the SOA will only provide hard copies of handouts for certain sessions as deemed necessary by the presentation team. Handouts are available on the SOA Web site both before and after the meeting at <http://handouts.soa.org>.

**Presenter Lounge**

Presenters are encouraged to utilize the lounge located in the 214 Conference Room – second floor to discuss their sessions or check audiovisual presentations. Basic audiovisual equipment is available for presenters' use. The hours are:

Tuesday, May 23	5 - 7 p.m.
Wednesday, May 24	7 a.m. - 6 p.m.
Thursday, May 25	7 a.m. - 12:30 p.m.

**Reception**

Attendees and their registered guests are invited to a reception on Wednesday, May 25 from 6 - 7:30 p.m. The reception will take place in the Great Hall 4, 5, 6 at the Westin Diplomat Resort & Spa. Meeting badges are for attendees and their registered guests.

**Weather**

The average daytime highs are in the 80s with nighttime lows in the 70s during our stay in Florida.

**Future SOA Seminars and Meetings**

June 8-9  
SOA Economic Financial Reporting Seminar  
Millennium Broadway  
New York, NY

June 12-15  
Asset Liability Management  
New York, NY

June 12  
Reserves Week: Traditional Life  
Millennium Broadway  
New York, NY

June 13  
Reserves Week: Universal Life  
Millennium Broadway  
New York, NY

June 14-15  
Reserves Week: Deferred Annuities  
Millennium Broadway  
New York, NY

June 14-15  
Reserves Week: Individual Health  
Millennium Broadway  
New York, NY

June 20-22  
Health Spring Meeting  
Westin Diplomat Resort & Spa  
Hollywood, FL

June 26-27  
6<sup>th</sup> Annual Product Development Symposium  
Hyatt Regency Lake Las Vegas  
Las Vegas, NV

June 27-28  
Reinsurance Seminar  
Hyatt Regency Lake Las Vegas  
Las Vegas, NV

August 23  
Basic GAAP  
Philadelphia, PA

August 24-25  
Advanced GAAP  
Philadelphia, PA

**Life** **Society of Actuaries**  
**2006**  
**SPRING MEETING**

May 24-25, 2006  
Westin Diplomat Resort & Spa  
Hollywood, Florida

September 11-13  
Product Tax Issues 7702/7702A  
Washington, DC

September 18-19  
Valuation Actuary Symposium  
Westin Kierland  
Scottsdale, AZ

September 25-28  
Asset Liability Management  
Taipei, Taiwan

October 5-6  
2<sup>nd</sup> Annual Equity Based Guarantees  
Location TBD

October 15-18  
SOA '06 Annual Meeting & Exhibit  
Sheraton Chicago Hotel  
Chicago, IL