ENTREPRENEURIAL ACTUARIES SECTION

ENTREPRENEURIAL ACTUARIES SECTION COUNCIL

Kevin Dolsky, *Chairperson*
Sandor Goldstein, *Vice-Chairperson*
Ruth Ann Woodley, *Secretary/Treasurer*
David Axene
Michael Frank
Michael Miele
Timothy Robinson
Frederick Townsend

INSTRUCTIONS

Please vote for up to three candidates.
Ballots with four (or more) votes are invalid and will not be counted.
The top three candidates will receive three-year terms. The fourth candidate will receive a one-year term.
Only names of persons who have indicated they would serve, if elected, are listed on the ballot.

INFORMATION ABOUT NOMINEES:
For each section, the candidate who submitted his information first appears first on the ballot. All others follow in alphabetical order. Biographical information and answers to the question are as provided by the candidates. Biographies are limited to identification of employment, major fields of professional activity, service in the Society of Actuaries, and other relevant experience.

CANDIDATE QUESTION:
Why are you interested in leading the Entrepreneurial Actuaries Section as a council member?

Alexander Sussman, FSA, MAAA, FCA, EA, Manhasset, NY
Professional Background: 38 years of consulting to group pension and health benefit plans. Specialty in investment performance and asset/liability projections for such plans. Includes 19 years of firm ownership (Seal & Lohse, Inc.) Recently served as retirement practice leader of The Segal Company and prior thereto, director of its investment consulting division, Segal Advisors, Inc. Currently serving on the Board of Directors of the Epilepsy Foundation of Long Island.
Society of Actuaries Activities: None
Why are you interested in leading your section? To dedicate my experience and work ethic for the benefit of the actuarial profession; recognition of the need for actuaries to become more entrepreneurial in view of demand for business development skills and improved business management skills; my conviction that entrepreneurial skills translate to more informed actuarial consulting advice; emergence of niche specialties that present opportunities to entrepreneurial actuaries and the Section's opportunity to inform Society members of these opportunities.

* * * * *

Paul V. Bruce, FSA, MAAA, Principal - Waterside Enterprises, LLC, Maple Grove MN, a financial services consulting firm practicing in the insurance, broker/dealer and investment advisor marketplace.
Professional Background: Over 25 years experience in the insurance and broader financial services industry, including actuarial, audit, litigation and compliance functions, working for a small insurance company, a large insurance company, a Fortune 100 financial services company, and working for and with a variety of small and large insurance and other financial services firm as a consultant.
Society of Actuaries Activities: Have most recently served three years on the Marketplace Relevance Strategic Action Committee, served two full terms on the Actuary of the Future Section Council including a term as president. Served on the 50th anniversary program committee. Have authored a variety of articles for the *Actuary of the Future* newsletter.

Relevant Experience: Currently (with my spouse and business partner) operating an entrepreneurial consulting company, responsible for marketing, operations, client management, and performing or directing client focused work. Have served as president of a broker/dealer and held officer level positions a half dozen other financial services firms.

* * * * *

William (Bill) Ely, ASA, MAAA, President, W. R. Ely & Associates, LLC, Kearney, MO
Professional Background: Currently specializes in managed healthcare consulting with a strong emphasis on the integration of data analytics technologies to actuarial practice. Over 25 years of managerial and consulting experience; the last 10 years of which have been with the consulting firm he founded. Also has worked as a senior healthcare consultant for a large national actuarial consulting firm, and prior to entering consulting, was the Chief Actuary for a 600,000 member Blue Cross and Blue Shield Plan.
Relevant Experience: Over the years, has been a speaker at Society of Actuaries meetings on diverse topics such as consumer-driven health plans, industry provider-contracting trends and development of provider "report cards." Just completed five-years of service leading the administration of the local community recreational soccer program.
Why are you interested in leading your section? With 20 years of experience in my own firm, I believe I have a comprehensive understanding of the issues facing the entrepreneur actuary. I look forward to the opportunity to give something back to the profession that has been the source of, not only my livelihood, but much personal satisfaction.

* * * * *

Emil B. Kraft, ASA, MAAA, MCSD, Principal & Chief Actuary with DeepView Solutions, Seattle, WA
Professional Background: Former Milliman profit center manager – sold and managed $10M of actuarial/technology projects.
Society of Actuaries Activities: 100 exam top international score (May 1995); Numerous SOA Meeting presentations.
Relevant Experience: Successfully led numerous entrepreneurial initiatives:

- Led the development of the nation's most widely adopted hospital contract negotiation software
- Contributed to the development of the nation's leading health plan data warehouse
- Led the development of Milliman's RenewalMUGs medical risk analysis software
- Led the development of Milliman's XLogic rating system
- Led the development of four versions of Milliman's CareGuideQI medical management software
- Sold/managed successful seven-figure actuarial/technology projects

Why are you interested in leading your section? I am a passionate evangelist for exciting the entrepreneurial spirit in every actuary – be they the principal of a consulting firm or an actuarial analyst beginning their career at an insurer. I advocate for actuaries to acquire complementary skill sets (consultative selling, project/vendor management, software engineering formality in data analysis). By doing so, actuaries can leverage their core financial/risk expertise into attaining and succeeding with leadership roles in major interdisciplinary projects on behalf of their organization or clients.

* * * * *

James Ramenda, FSA, President, Northington Advisors; Managing Director, Northington Partners, Avon, CT
Professional Background: Insurance industry consultant; investment manager for a private equity fund.
Society of Actuaries Activities: Contributor to *The Actuary* and *Risks and Rewards* (Investment Section Newsletter). Speaker, 2007 SOA Advanced GAAP Seminar. Member, ERM Working Group 2005-06. Panelist, SOA Meeting Panel on Valuing Foreign Business, 1997. Co-chair, SOA Meeting Panel on Determination of Appropriate Surplus Levels, 1986. Served on various education and examination committees.

Relevant Experience: Founded Northington Advisors (consulting firm); co-founded Northington Partners (private equity firm). Serve on two life insurance companies' boards.
Why are you interested in leading your section? My interest in the Entrepreneurial Section stems from the same reasons I am in business for myself. I believe that individual initiative, knowledge and judgment are at the core of a successful business and these same traits are also at the core of a strong profession. In a consolidating industry increasingly dominated by large companies and large consulting firms, these key traits and the interests of the entrepreneur are at risk of being overlooked. I would do my best to promote entrepreneurial actuaries' interests in this environment.

*** * * * ***

Frederick A. Randall, FSA, MAAA, CLU, CHFC, FLMI, Chief Actuary**,** JGWentworth Life Settlements, LLC, Wellesley, MA
Professional Background: Generalist focusing on life insurance, and annuities. Also, Board Member, Audit Committee member, Chairman of Risk and Underwriting Committees and Consulting Actuary for two Bermuda Life Companies (Generation Life and Gen Two) Previously, SVP and Chief Actuary, Chairman of Investment Committee, and Board Member of the CGU Life Insurance companies. Started the Structured Settlement and TSA businesses for CGU Life.
Society of Actuaries Activities: Former member of the SOA exam committee, current member PBITT.
Relevant Experience: Former President and Vice President of the Boston Actuaries Club. Proven entrepreneurial skills.

*** * * * ***

Larry N. Stern, FSA, President, Canterbury Consulting LLC, Charlotte, NC
Professional Background: Initially 20 years working in leadership positions with three different companies – manager of the actuarial department, chair of the product development committee, assistant actuary, senior vice president and chief actuary; followed by 10 years working for a global consulting firm to become a principal and consulting actuary – leading to a wide range of assignments and contact relationships; followed by three years working for a global reinsurance company as executive vice president in charge of the financial reinsurance LOB; and lastly, more than five years having created my own reinsurance intermediary/consulting practice.
Society of Actuaries Activities: Former Chair of Emerging Issues Advisory Committee; former Chair of Product Development Section Council; former Chair of 2006 Spring Meetings; frequent speaker at SOA and industry meetings/seminars; author of numerous articles in industry publications; member of examination committee; member of annual and spring meeting planning committees; former President of the Indianapolis Actuarial Club.
Why are you interested in leading your section? The lifeblood of the SOA rests on the shoulders of its members. I feel each one of us should be responsible for giving something back to the profession by volunteering to serve on committees and sections. I enjoy working with people, exchanging ideas, and planning for the future. As I have served on several committees in the past, I still have the desire to continue to serve in different roles going forward and feel I have considerable capacity to contribute. It would be an honor to be elected to this section council.