

Society of Actuaries
Health 2007
SPRING MEETING

JUNE 13-15, 2007

Seattle Sheraton Hotel & Towers
Seattle, WA

Final Program

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

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Dear Friends and Colleagues,

Do a little sightseeing in the outskirts of Seattle, and you'll find spectacular mountain views to inspire you. Likewise, we hope your time spent at our new, more robust 2007 Health Spring Meeting will motivate you to reach new heights.

We're pleased to tell you that we've enhanced our selection of sessions to connect to various industry themes that are relevant to actuaries at different stages in their careers. Whether you are a recent actuary or have years of experience, the diverse selection of thought-provoking sessions will help keep your career moving forward.

This year we have also expanded the syllabus to include more session related to health policy, health employee benefits consulting, disability and global health issues. The wider breadth of material covered is in addition to deeper dives into pricing and product development, valuation and reserving techniques, predictive modeling and other fundamentals for health actuaries.

The 2007 Spring Health Meeting also offers you a closer look at the actuarial value ladder, a professional development tool created in 2006 by SOA leadership to help you manage your career, provide educational direction for the profession, and assist in communicating value to employers. This is the second meeting in which the value ladder has been used to develop sessions—something we believe will increase session value for you. This dynamic career resource is something all actuaries should get to know and understand. So, how can the value ladder help you and your company? How does it relate to the sessions we're offering? Turn to our center page spread to learn all about this valuable tool.

I invite you to read through the program brochure and register now.

And don't forget to "help us, help you." 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.

On behalf of the 2007 Health Spring Meeting committee, I invite you to join us in Seattle in June. I look forward to seeing you there.

Best Regards,



Jodie L. Hansen, FSA, MAAA
Chairperson, 2007 Health Spring Meeting Program Committee

2007 Spring Meeting Program Committee

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Actuary of the Future
Education and Research
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Joint Risk Management
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Marketing and Distribution
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Product Development
Reinsurance
Reinsurance
Smaller Insurance Company
Taxation
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Program Information

This program outlines the schedule for all sessions and provides complete descriptions. A final program and program summary listing all room locations will be distributed at the meeting.

Antitrust Disclaimer

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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.

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 opinions or positions of the Society of Actuaries, its cosponsors or its committees. The Society of Actuaries assumes no responsibility for statements made or opinions expressed in the sessions or in their publication regardless of the publication media.

Continuing Education Credit Professional Development Credit

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 come from SOA-approved programs. A [PD] symbol near the session title in this program indicates a session has been designated as an SOA-approved session. All sessions are worth 1.5 units unless otherwise noted. PD candidates are reminded that all sessions selected should address topics that are consistent with the educational objectives of his/her professional development plan.

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

Program Information – (continued)

Presentations/Handouts

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 a week prior to the meetings, so that attendees may print handouts to bring with them if they wish. Handouts can be accessed [here](#). All presentations (including late and amended materials) will be posted for general viewing on the SOA Web site after the meeting.

Guest Presenters

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

Registration Hours

The Society registration desk, located in the Grand Ballroom Foyer, 2nd Floor, will be open as follows:

Tuesday, June 12	5:00 – 7:00 p.m.
Wednesday, June 13	7:00 a.m. – 6:00 p.m.
Thursday, June 14	7:00 a.m. – 4:30 p.m.
Friday, June 15	7:00 – 11:30 a.m.

Section Events (advance registration is required and additional fees may apply)

Thursday, June 14

7:00 – 7:45 a.m. Actuary of the Future Section Continental Breakfast
Session 33
Grand Ballroom A

7:00 – 7:45 a.m. Education & Research Section Continental Breakfast
Session 34
Grand Ballroom B

7:00 – 7:45 a.m. Health Disability Special Interest Group Hot Breakfast
Session 35
Grand Ballroom C

Friday, June 15

7:00 – 7:45 a.m. Health Section Council Hot Breakfast
Session 78
Grand Ballroom A

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

6/1	Advanced Registration Deadline
6/4	Handouts Available here
6/22	Refunds Issued after This Date

Wednesday, June 13
8:00 – 9:30 a.m.

Session 1

Opening General Session



SOA President Edward Robbins welcomes actuaries at all stages of their careers to the 2007 SOA Health Spring Meeting. In this welcome, Ed will provide greater insight on the value ladder and other initiatives that are helping the SOA deliver on its strategic plan to advance opportunities for its members.

The SOA is pleased to welcome Juan Williams, senior NPR correspondent and critically acclaimed author, as our opening keynote speaker. Williams, who is also a political analyst for Fox News Channel, will share his insights into the emerging political landscape as the 2008 campaigns begin, and in particular, the implications for healthcare in the United States. *For more information on Williams, please visit www.apbspeakers.com.*

Wednesday, June 13
10:00 – 11:30 a.m.

Session 3

Session Sponsor: Health

Theme: Commercial Markets

Individual Medical Market Watch
[PD]

Facilitators: Craig A. Magnuson, FSA, MAAA; Bernard Rabinowitz, FSA, FIA, FCIA, MAAA

In this workshop you will learn about topics of current interest in the individual medical market, including underwriting, plan design changes, pharmacy benefits, rating bands, managed care, claim cost trends and federal and state regulatory concerns. Participants will share their recent experiences and current concerns. This high-risk market segment is always a challenge to actuaries and this workshop offers a rare opportunity to discuss current issues with other actuaries working in this market. This workshop will especially benefit participants with moderate or greater experience.

You'll gain a better understanding of the current market environment for individual medical, and have a better awareness of possible future issues.

Targeted Value Ladder Stage: Market

Coordinator: William R. Lane, FSA, MAAA

Wednesday, June 13
10:00 – 11:30 a.m.

Session 4

Session Sponsor: Health

Theme: Provider Contracting Analysis

Provider Reimbursement Structures and Systems



[PD] – 1 unit only

Moderator: Damian A. Birnstihl, FSA, MAAA

Presenters: Scott Anthony Armstrong, ASA, MAAA; Adam Ceteznik, ASA, MAAA; Todd W. Lueders, FSA, MAAA

The increase in payment levels to providers has been the largest driver of medical trend for the past two decades. Constructing provider payment mechanisms to contain reimbursement levels and install predictability of payments is a major tool in trend mitigation and claims management.

This session will review common reimbursement structures and systems. Attendees will gain an understanding of the framework of provider reimbursement mechanisms and an overview of the common coding systems on which they are built.

Targeted Value Ladder Stage: Process

Coordinator: Jodie L. Hansen, FSA, MAAA

Wednesday, June 13
10:00 – 11:30 a.m.

Session 5

Session Sponsor: Health

Theme: Financial Reporting

Valuation and Reserving Techniques
[PD]



Moderator: Theresa W. Bourdon, MAAA, FCAS, FCA*

Presenters: Theresa W. Bourdon, MAAA, FCAS, FCA*; Eric L. Smithback, FSA, MAAA; Russell D. Willard, ASA, MAAA

Health valuation and reserving techniques have remained fairly constant over the past several decades while market pressures have increased dramatically. Today health carriers need to make more effective use of capital and to have more stable and/or understandable financial results. Since reserves are the largest liability on the balance sheet for most health insurers, there is a strong demand for better estimates. The first challenge for actuaries is to define what “better” means. There are many different definitions of the “right” answer; such as an answer that provides information about risk, or an estimate that guarantees solvency. The second challenge is to help our constituents understand the limits of making estimates. The final challenge is to develop new tools.

As a result of this session, you should be able to understand how your reserving techniques meet the needs of your constituents and how your methodologies may need to be changed. An employer or client would want their actuary to attend this session in order to gain an appreciation of the pressures on business and how the effects of reserving permeate all financial activities of the company.

Targeted Value Ladder Stage: Employer/Client

Coordinator: John W. C. Stark, FSA, MAAA

Wednesday, June 13
10:00 – 11:30 a.m.

Session 6

Session Sponsor: Health

Theme: Partnering With Sales and Underwriting

Actuarial Support for Underwriting
[PD]



Moderator: Jennifer L. Gillespie, FSA, MAAA

Presenters: Jennifer L. Gillespie, FSA, MAAA; Joseph N. Romano, ASA, MAAA; Chris Stehno*

Companies are stronger when there is open dialogue between their actuarial and underwriting departments.

Do you feel like you're not included in key underwriting decisions when you should be? Does your underwriting department say, "Actuaries are too conservative and they just don't understand the market"? Learn about what underwriters want from actuaries; increase your respect for what underwriters can do for you; and walk away with tips for improving the communication channel and becoming a strategic partner with underwriting.

Targeted Value Ladder Stage: Process

Coordinator: Jennifer L. Gillespie, FSA, MAAA

Wednesday, June 13
10:00 – 11:30 a.m.

Session 7

Session Sponsor: Health

Theme: Medical Expense Trend

Medical Expense Trend: Historical Drivers—What Can We Learn From the Past? 
[PD]

Moderator: Lisa F. Tourville, ASA, MAAA

Presenters: John P. Cookson, FSA, MAAA; Greta Redmond, FSA, MAAA; Mark Martin Zanecki, ASA, MAAA

An effective trend management process can be thought of as a three-legged stool supported by the following functions:

- Understanding historical drivers of trend;
- Mitigating future trends; and
- Forecasting future trends.

This session focuses on the first leg, understanding historical drivers of trend, as many trend management problems emerge from a failure to fully grasp historical cost drivers.

- Panelists will present various approaches to building a system to report and interpret historical drivers of trend, which begins by drawing on decision support systems to uncover information.
- Panelists will present actual findings using recent claims data, identifying and discussing recent drivers of medical expense trend.

You will gain an understanding of recent drivers of trend, as well as systematic approaches for monitoring trends and identifying drivers.

Targeted Value Ladder Stage: Task/Technical; Process

Coordinator: Lisa F. Tourville, ASA, MAAA

Wednesday, June 13
10:00 – 11:30 a.m.

Session 8

Session Sponsor: Actuary of the Future

Emerging Career Opportunities for Actuaries

Moderator: Janet G. Deskins, FSA, MAAA

Presenters: Laura J. Bennett, FSA; Tim Essaye*; James Johnson*

How do actuaries bring value to companies other than insurance companies and consulting firms (the usual suspects)? This session features pioneering actuaries' roles in environmental impact studies, health impact studies, energy management, and other nontraditional areas. The future career paths for actuaries have no limits when you apply your skills sets to other industries.

You can expect to gain valuable insight into the future of the actuarial profession, including:

- 1) An introduction to emerging career paths for actuaries;
- 2) The opportunity to hear firsthand about unique or nontraditional applications of actuarial skills;
- 3) An understanding of actuaries' value proposition for competing in domains that traditionally belong to MBA's; and
- 4) An opportunity to network with other actuaries pursuing nontraditional career paths.

Targeted Value Ladder Stage: Market

Coordinator: Janet G. Deskins, FSA, MAAA

Wednesday, June 13
10:00 – 11:30 a.m.

Session 9

Session Sponsor: Smaller Insurance Company

Hot Topics of Interest to Smaller Insurance Companies
[PD]

Facilitators: Sara Wiese Goldberg, ASA, MAAA; Norman E. Hill, FSA, MAAA; Andrew M. Perkins, FSA, MAAA

This is three sessions in one! You'll have the opportunity to select which of three hot topic tables to join for the first part of the session, and then can move to other groups. It's your choice whether to participate in one, two or all three topics over the course of the session.

This session is designed for actuaries who work for or with smaller insurance companies. Here's a chance to discuss with peers in smaller insurance companies the following:

1. Issues surrounding principles-based reserving and insights into practical implementation for smaller insurance companies;
2. Changes in the reinsurance industry that are making it difficult for smaller insurance companies to find viable reinsurance solutions for their business needs, and what smaller companies can do to improve their ability to find satisfactory solutions; and
3. The difficulties (advantages) of developing products at a smaller insurance company. How can smaller companies sell big company products?

Smaller insurance companies are impacted by various external forces that make it increasingly difficult to compete against the larger companies and grow by writing profitable business. You will benefit by discussing with your peers the current difficulties that smaller insurance companies face in a complex business environment and gain valuable insights into practical approaches to overcome some of those impediments.

Targeted Value Ladder Stage: Market

Coordinator: Philip A. Velazquez, FSA, MAAA

Wednesday, June 13
10:00 – 11:30 a.m.

Session 10

Session Sponsor: Management and Personal Development

Effectively Explaining Results to Non-Technical Audiences



[PD]

Moderator: Michael M. Braunstein, ASA, MAAA

Presenters: Michael M. Braunstein, ASA, MAAA; Jeffrey M. Stock, FSA, MAAA

A challenge you face as an actuary is to explain results and recommendations to non-technical audiences. With the changing demands on actuaries, there is an increasing need to explain your work and thoughts to a wide range of individuals, both inside and outside your company. This session will provide suggestions and examples of how to prepare to communicate a technical report to a non-technical audience.

No matter what level you are in your organization, you will learn different methods of presenting information and considerations that should be taken into account as you prepare for your intended audience.

Targeted Value Ladder Stage: Process

Coordinator: Scott D. Haglund, FSA, MAAA

Wednesday, June 13
10:00 – 11:30 a.m.

Session 11

Session Sponsors: Health Disability Income, Reinsurance

Group Life Insurance Workshop
[PD]

Facilitators: David G. Fitzpatrick, FSA, MAAA; Robert B. Hardin, FSA, MAAA, FCA

Group life insurance is sometimes viewed as a simple product offering, but it poses a number of complexities to insurers, including underwriting guidelines, tax issues, changing mortality rates and competitive dynamics. Recent experience studies by the Society of Actuaries have provided group life insurers with a wealth of new information to use in managing their business. In this session, attendees participate in round table discussions on analysis and use of the new SOA waiver of premium table and current approaches to group life and AD&D catastrophe coverage and risk pools. This session is designed for participants who are currently involved with the group life market. Active participation is expected.

Targeted Value Ladder Stage: Market

Coordinator: Daniel D. Skwire, FSA, MAAA

Wednesday, June 13
11:45 a.m. – 1:15 p.m.

Session 13

General Luncheon

Building on the value ladder presented by SOA President Ed Robbins in the morning's General Session, you'll gain a vision of what leadership opportunities might be ahead for you, in your own professional journey, and new inspiration for how to capitalize on those opportunities.

The SOA welcomes Margaret Stanley, a recognized leader in the healthcare industry, as our keynote speaker for this luncheon. Stanley is the executive director of Puget Sound Health Alliance, a regional partnership of employers, physicians, hospitals, patients, health plans and others breaking ground in promoting and measuring healthcare quality. Stanley will share her experience and insights into how to lead and effect change successfully in the healthcare industry.

The general luncheon is included in your registration fee. You may register your guest(s) for the luncheon by including \$50 per person with your registration fee. 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.

Wednesday, June 13
1:30 – 3:00 p.m.

Session 15

Session Sponsor: Health

Theme: Commercial Markets

Small Group Medical Market Watch
[PD]

Facilitators: Daniel W. Bailey, ASA, MAAA; Thomas Jacob Leibowitz, FSA, MAAA; Michael Robert Troup, ASA, MAAA; Thomas R. Wortman, ASA, MAAA

The workshop will cover topics of current interest in the small group medical market, including underwriting, plan design changes, pharmacy benefits, rating bands, managed care, claim cost trends and federal and state regulatory concerns. Participants will share their recent experiences and current concerns. This high risk market segment is always a challenge to actuaries, and this workshop offers a rare opportunity to discuss current issues with other actuaries working in this market. This workshop will especially benefit participants with moderate or greater experience.

You will gain a better understanding of the current market environment for small group medical, and have a better awareness of possible future issues.

Targeted Value Ladder Stage: Market

Coordinator: William R. Lane, FSA, MAAA

Wednesday, June 13
1:30 – 3:00 p.m.

Session 16

Session Sponsor: Health

Theme: Provider Contracting Analysis

Balancing Affordability and Provider Funding Needs
[PD]



Moderator: Catherine M. Murphy-Barron, FSA, MAAA
Presenters: Eric Boklage*; Molly E. Loftus, FSA, MAAA

Controlling the increases in provider reimbursement levels is a tool payers use to help contain medical trend. When payment levels to providers are too low, however, the result can be provider marketplace instability or reductions in the quality of services available to patients. A balance must be struck between affordable provider payment levels and adequate funding for a stable and high quality healthcare marketplace.

This session will present two viewpoints: one from the health plan affordability perspective and one from the provider/facility practice perspective. You'll gain a better understanding of the considerations for striking a fair balance, and leave with tools for helping negotiations between health plans and healthcare providers be more productive and mutually beneficial.

Targeted Value Ladder Stage: Market

Coordinator: Jodie L. Hansen, FSA, MAAA

Wednesday, June 13
1:30 – 3:00 p.m.

Session 17

Session Sponsors: Health, Management and Personal Development

Theme: Financial Reporting

Communication of Financial Results
[PD]



Moderator: Darrell D. Knapp, FSA, MAAA

Presenters: Tim P. Deno, FSA, MAAA; Kent Marquardt*; Terence B. Martin, FSA, MAAA

Over the years, the audience for health insurer financial results has grown considerably with different constituents having different levels of understanding about how insurance works relative to other industries. In addition, the regulatory environment has become more stringent at both the state and federal levels. More than ever, actuaries need to remove the mystique from their process and to be able to clarify and communicate to many different audiences. Most experienced actuaries understand how financial results affect all aspects of the business. This is an opportunity for actuaries to show their expertise in understanding and managing risk. Also, actuaries can show how to balance professionalism with meeting the needs of a company.

After attending this session, you should see that communication of results is almost as important as making the estimates that drive the financials. You should begin to view all of these different constituents as partners. Employers or clients would want their actuaries to attend this session in order to understand the importance of communicating results and to begin to develop or improve their skills in this area.

Targeted Value Ladder Stage: Process

Coordinator: John W. C. Stark, FSA, MAAA

Wednesday, June 13
1:30 – 3:00 p.m.

Session 18

Session Sponsor: Health

Theme: Partnering With Sales and Underwriting

Actuarial Support for Sales, Brokers and Customers
[PD]



Moderator: Jennifer L. Gillespie, FSA, MAAA

Presenters: Jennifer L. Gillespie, FSA, MAAA; Adam Hameed*; Douglas R. McCann, FSA, MAAA

The marketplace is demanding more and more ROI guarantees, analysis of client-specific data and consolidated reporting. Doesn't this sound like the perfect opportunity for actuaries? Yet actuaries do not typically get much face time with sales representatives and employers. How can we demonstrate our value to sales representatives and benefit specialists? Come away with a list of topics and strategies for partnering with your market-facing colleagues to enhance the value your company brings to the marketplace.

Targeted Value Ladder Stage: Process

Coordinator: Jennifer L. Gillespie, FSA, MAAA

Wednesday, June 13
1:30 – 3:00 p.m.

Session 19

Session Sponsors: Entrepreneurial Actuaries, Management and Personal Development

Self-Promotion for Introverts®—Part 1: The Inner Game



Moderator: Ian G. Duncan, FSA, FIA, FCIA, MAAA
Presenter: Nancy Ancowitz*

Self-Promotion for Introverts®

Business communication coach Nancy Ancowitz created this four-part Self-Promotion for Introverts® workshop series for actuaries who want to raise their visibility inside companies, as well as those who are building their own businesses. You'll learn to position yourself as a sought-after expert, get heard at meetings, and build your signature presence. Through lively exercises, explore promotional methods best suited to your personality type. Using your untapped advantages as an introvert, you'll learn tips and tools to articulate your strengths, make a plan, set goals, and take action. Come and celebrate your uniqueness, and let the world in on the secret!

This workshop comprises four 90-minute sessions, each on one aspect of promoting yourself. You're welcome to attend any or all of the sessions.

The Inner Game

People don't have x-ray vision. They usually can only pick up on what you give off. Before you can promote yourself with confidence, it helps to do two things: 1) Quiet the negative self-talk that gets in your way; and 2) Identify and articulate your strengths and accomplishments. After all, if you're not clear about what recommends you, how can you expect to be recognized for it? This session will give you an opportunity for quiet reflection, as well as discussion and exploration. While it's inwardly focused, this work is also the bedrock of your efforts to increase your visibility.

About the presenter:

Nancy Ancowitz is a thinking partner and stalwart supporter for her coaching clients, who range from CEOs to emerging leaders in the business and creative worlds. A former marketing vice president at JP Morgan Chase & Co., Ancowitz teaches Self-Promotion for Introverts® and presentation skills at New York University, the 92nd Street Y, and the Smithsonian.

Targeted Value Ladder Stage: Employer/Client

Coordinator: Ruth Ann Woodley, FSA, MAAA

Wednesday, June 13
1:30 – 3:00 p.m.

Session 20

Session Sponsor: Health Disability Income

The Worksite Disability Market
[PD]



Moderator: Daniel D. Skwire, FSA, MAAA

Presenters: Peter A. Heinrichs, FSA, MAAA; Gabriel House*; David J. Long, FSA, MAAA; Darrell D. Spell, FSA, MAAA

Worksite disability products are offered to employees on a voluntary payroll deduction basis, and generally consist of short-term products with simple design and administrative methods. This market has traditionally been dominated by carriers using individual policy forms, but an increasing number of new entrants have been using group policy forms to provide this coverage.

This session explores a variety of developments in the worksite disability market, including sales growth, experience trends, new products and other issues. You'll learn the many factors that distinguish the worksite market from traditional group and individual products, and you'll gain an appreciation for the factors that drive success in this unique market segment.

Targeted Value Ladder Stage: Market

Coordinator: Daniel D. Skwire, FSA, MAAA

Wednesday, June 13
1:30 – 3:00 p.m.

Session 21

Session Sponsor: Health

Theme: Medical Expense Trend

Medical Expense Trend: Outlier Identification and Mitigation—How Do We Bend Trend? 
[PD]

Moderator: Lisa F. Tourville, ASA, MAAA

Presenters: Scott French, MD*; Tom Messer, ASA, MAAA, Ph.D.

An effective trend management process can be thought of as a three-legged stool supported by the following functions:

- Understanding historical drivers of trend;
- Mitigating future trends; and
- Forecasting future trends.

This session focuses on the second leg, identifying trend outliers and developing and implementing action plans to mitigate trends. Traditionally, actuaries have been expected to report and to forecast trend. However, we often have access to good data and the investigative ability to determine the root cause of outliers and work with other areas of the organization to “bend trend.”

Panelists will discuss various methods used to identify and investigate opportunities for trend mitigation and will present success stories.

You'll gain an understanding of the important role actuaries can play in the identification, development and implementation of trend mitigation action planning.

Targeted Value Ladder Stage: Task/Technical

Coordinator: Lisa F. Tourville, ASA, MAAA

Wednesday, June 13
1:30 – 3:00 p.m.

Session 22

Session Sponsor: General

Principles Underlying Actuarial Science



Moderator: Stuart Klugman, FSA

Presenters: Arnold A. Dicke, FSA, MAAA, EA, FCA; Stuart Klugman, FSA

The SOA and CAS are considering exposure of a draft of Principles Underlying Actuarial Science (which may have occurred by the time of this session). If exposure is approved, the draft will be available at the organizations' Web sites, and copies will be available at this session. The purpose of the session is to introduce the draft and receive comments from those in attendance. This is an extensive revision to the prior draft distributed in 1999.

The objective of Principles Underlying Actuarial Science is to articulate the current understanding of the significant principles that form the scientific framework underlying all areas of actuarial practice. The intended audience includes practicing actuaries, researchers and others, such as representatives of standards-setting organizations. This articulation is not immutable; if fundamental changes occur in our understanding of the world, or if a better expression of the ideas is developed, this statement of principles should be revised. Principles abstract the key elements of the scientific framework. Principles are not prescriptions that specify how actuarial work is to be done, but are statements grounded in observation and experience. As our experience and understanding continue to develop, the articulation of these principles may change.

Targeted Value Ladder Stage: Employer/Client

Coordinator: Stuart Klugman, FSA

Wednesday, June 13
3:30 – 5:00 p.m.

Session 24

Session Sponsors: Health, Reinsurance

Theme: Commercial Markets

Employer Stop Loss Market Watch 
[PD]

Moderator: William R. Lane, FSA, MAAA

Presenters: Richard J. Nelson, FSA, MAAA; Gregory J. Sullivan, FSA, MAAA; Daniel L. Wolak, FSA, MAAA

The employer stop loss market segment is a challenging market with many risks and ever-changing market dynamics. A panel of experienced actuaries who operate in this market will discuss a number of issues and concerns with regard to the market, including newly emerging product features, the underwriting cycle, changes in lasering and other challenges in this market. Attendees with moderate or greater experience in this market will benefit the most from this session.

You should expect to come away with an updated perspective of this market and should be better prepared to manage the risks in the current market environment.

Targeted Value Ladder Stage: Market

Coordinator: William R. Lane, FSA, MAAA

Wednesday, June 13
3:30 – 5:00 p.m.

Session 25

Session Sponsor: Health

Theme: Provider Contracting Analysis

Incentives for Desired Outcomes—Pay-For-Performance Programs
[PD]



Moderator: Damian A. Birnstihl, FSA, MAAA

Presenters: Catherine M. Murphy-Barron, FSA, MAAA; Sadhna Paralkar, MD*; Howard R. Underwood, FSA, MAAA

As the saying goes, you generally get what you pay for. Healthcare financing companies and government programs currently pay healthcare providers for performing surgeries, running tests, filling prescriptions, and conducting visits with patients. With interest in helping the healthcare industry be more focused on healthy outcomes and delivering quality results for an efficient cost, payment mechanisms may need to change dramatically to reflect these goals.

This session will discuss successes and failures of pay-for-performance programs, and present developing thinking around new incentive systems designed to pay for positive health outcomes. Attendees will be exposed to data on programs that have been tested, and hear new thinking that could springboard the development of pay-for-performance mechanisms in their companies.

Targeted Value Ladder Stage: Industry

Coordinator: Jodie L. Hansen, FSA, MAAA

Wednesday, June 13
3:30 – 5:00 p.m.

Session 26

Session Sponsor: Health

Theme: Financial Reporting

IASB and FASB Developments: Impact on Health Carriers
[PD]



Moderator/Presenter: Rowen B. Bell, FSA, MAAA

This is one of the most critical issues facing actuaries and yet it may be one of the easiest to ignore or overlook. As companies expand globally, IASB and FASB are compelled to develop standards that apply to these companies in all markets.

Since health insurance is peculiar to the U.S., it may appear that these standards will have little effect on health carriers. Nothing could be further from the truth. Actuaries need to participate in this process to ensure that these standards reasonably apply to the health insurance business. These developments represent significant opportunities for health actuaries to demonstrate their expertise at an international level.

This session will give you an understanding of what the IASB and FASB are doing and why, and will make them aware of any associated problems (including the risk of inaction) or opportunities for the health industry.

Targeted Value Ladder Stage: National; Global

Coordinator: John W. C. Stark, FSA, MAAA

Wednesday, June 13
3:30 – 5:00 p.m.

Session 27

Session Sponsors: Entrepreneurial Actuaries, Management and Personal Development

Self-Promotion for Introverts®—Part 2: Your Signature Presence



Moderator: TBD

Presenter: Nancy Ancowitz*

Self-Promotion for Introverts®

Business communication coach Nancy Ancowitz created this four-part Self-Promotion for Introverts® workshop series for actuaries who want to raise their visibility inside companies, as well as those who are building their own businesses. You'll learn to position yourself as a sought-after expert, get heard at meetings, and build your signature presence. Through lively exercises, explore promotional methods best suited to your personality type. Using your untapped advantages as an introvert, you'll learn tips and tools to articulate your strengths, make a plan, set goals, and take action. Come and celebrate your uniqueness, and let the world in on the secret!

This workshop comprises four 90-minute sessions, each on one aspect of promoting yourself. You're welcome to attend any or all of the sessions.

Your Signature Presence

What you say is only a small part of the impact you make on people; in fact, research shows that it's only 7 percent. Yet it's probably what you spend the most time preparing. In this session, we'll focus on your nonverbal cues—from how you use your voice to your body language to what you do with your hands—for maximum impact. Through fun yet informative practice exercises, you'll create a signature presence that authentically reflects the best about you. Enhance your career by boosting your professional image.

About the presenter:

Nancy Ancowitz is a thinking partner and stalwart supporter for her coaching clients, who range from CEOs to emerging leaders in the business and creative worlds. A former marketing vice president at JP Morgan Chase & Co., Ancowitz teaches Self-Promotion for Introverts® and presentation skills at New York University, the 92nd Street Y, and the Smithsonian.

Targeted Value Ladder Stage: Employer/Client

Coordinator: Ruth Ann Woodley, FSA, MAAA

Wednesday, June 13
3:30 – 5:00 p.m.

Session 28

Session Sponsors: Health Disability Income, Joint Risk Management

Disability Insurance and Enterprise Risk Management 
[PD]

Moderator: Jeff Babino*

Presenters: Jeff Babino*; Derek Blum*; Brian C. Fischer, ACAS, MAAA*; Sally Ann Manafi, FSA, MAAA

Enterprise Risk Management (ERM) includes identifying and addressing the major risks that can have a negative impact on a large organization. For many years, ERM was addressed in a decentralized fashion, with different parts of a company addressing those risks most closely related to their own business or functions. Increasingly, however, companies are taking a more formal, top-down approach to ERM. Areas of particular recent interest have included the risk from terrorist attacks and pandemics, although ERM encompasses a much wider variety of considerations.

In this session, the panelists discuss how disability insurance fits into an organization's overall enterprise risk management strategy. Attendees gain an understanding of how their customers view disability insurance in the larger risk management context.

Targeted Value Ladder Stage: Employer/Client

Coordinator: Daniel D. Skwire, FSA, MAAA

Wednesday, June 13
3:30 – 5:00 p.m.

Session 29

Session Sponsor: Health

Theme: Medical Expense Trend

Medical Expense Trend: Future Drivers—What Can We Expect?
[PD]



Moderator: Lisa F. Tourville, ASA, MAAA

Presenter: Nancy Barker Walczak, FSA, MAAA, PhD; Mark Martin Zanecki, ASA, MAAA

An effective trend management process can be thought of as a three-legged stool supported by the following functions:

- Understanding historical drivers of trend;
- Mitigating future trends; and
- Forecasting future trends.

This session focuses on the third leg, forecasting future trends, as the toughest leg of the trend management tool to fortify one's ability to forecast future trends more accurately.

Panelists will present various approaches to building a system to forecast future medical expense trends, which draws on the organization's ability to understand historical drivers of trend, as well as the quantification and monitoring of mitigation action plans and other impacts on trend, such as economic modeling and emerging technologies.

You'll gain an understanding of systematic methods used to forecast trend as well as the trend outlook for upcoming years.

Targeted Value Ladder Stage: Process

Coordinator: Lisa F. Tourville, ASA, MAAA

Wednesday, June 13
3:30 – 5:00 p.m.

Session 30

Session Sponsor: Health

Health Benefits – Fully Insured or Self-Funded?
[PD]



Moderator: Karen Bender, ASA, MAAA, FCA

Presenters: Karen Bender, ASA, MAAA, FCA; Lynn A. Brunner, ASA, MAAA; W. Chandler Lincoln III, ASA, MAAA

Plan sponsors provide health insurance benefits through fully insured arrangements as well as a variety of alternate funding mechanisms that provide full or partial self-funding. This session will provide a discussion on the types of groups that should consider each type of mechanism. Questions to be addressed might include:

- When does it make sense for a plan sponsor to consider self-funding?
- What kind of analysis should be performed?
- What administrative considerations need to be addressed?
- What is the current state of the market?

You'll learn more about the risks associated with fully insured and self-funded products. This will help better define the funding alternatives and provide additional background that plan sponsors and their advisors need in order to make decisions regarding funding approaches. It can also provide additional background and ideas that could be helpful for insurers and reinsurers offering products to plan sponsors.

Targeted Value Ladder Stage: Employer/Client

Coordinator: Barbara P. Niehus, FSA, MAAA

Wednesday, June 13
3:30 – 5:00 p.m.

Session 31

Session Sponsor: Taxation

Update—Recent Tax Guidance for Health Insurers and Products
[PD]



Moderator: Carl A. Friedrich, FSA, MAAA
Presenters: Carl A. Friedrich, FSA, MAAA; Craig Springfield, JD*

United States federal tax law is a complex and constantly changing set of requirements that is of particular interest to actuaries and the companies/firms that employ them. Policyholder income tax, company income tax (insurance company and/or corporate client), estate tax and gift tax all have an impact on product development, product pricing, valuation of liabilities, financial modeling and other disciplines. This session is designed to provide an update on significant developments in the area of tax practice related to health insurance companies, products and services over the last 6 to 12 months.

This session is meant as an update on recent tax guidance for practitioners whose area of expertise is other than tax, e.g., pricing and product development actuaries or chief actuaries. You'll learn the latest guidance on tax matters in order to incorporate them into your work product.

Targeted Value Ladder Stage: Process

Coordinator: Charles Harvey Miller, FSA, MAAA

NEW DAY & TIME

Wednesday, June 13
3:30 – 5:00 p.m.

Session 91

Session Sponsor: Health, International Actuarial Association Health Section

Interaction of Public and Private Healthcare Financing: An International Perspective
[PD]



Moderator: Jim Toole, FSA, MAAA

Presenters: Howard J. Bolnick, FSA, MAAA, HONFIA, Joel Shalowitz, MD, MBA, FACP*

Virtually all healthcare systems are funded using a mix of public financing, private health insurance and private out-of-pocket payments. Some systems emphasize public funding, while others rely much more on private financing. There is also a great deal of variation in which medical care services are funded using public resources and which services are funded using private resources. This session explores the interaction of public and private financing and the underlying factors that affect the shape of a nation's healthcare system. Particular attention will be paid to perpetual stresses that must somehow be managed and how the shape of each nation's healthcare system reflects its social norms and political process.

Targeted Value Ladder Stage: Global

Coordinator: Howard J. Bolnick, FSA, MAAA, HONFIA; Daniel D. Skwire, FSA, MAAA

Wednesday, June 13
6:00 – 7:30 p.m.

General Reception

Roll up your sleeves and get ready to rub elbows with those people you've always wanted to meet by attending this high-energy networking event. Enjoy appetizers and cocktails while learning about your peers' successes and challenges. And bring plenty of business cards to broaden your network of contacts.

Thursday, June 14
7:00 – 7:45 a.m.

Session 33

Session Sponsor: Actuary of the Future

Actuary of the Future Section Continental Breakfast

Chairperson: Janet G. Deskins, FSA, MAAA

We just rolled out our new Web site and now we want you to learn what the Actuary of the Future Section is all about. We will share our mission and our major initiatives for 2007, but more importantly, we want to hear from you. Come and share your ideas for the future.

This breakfast is open to all meeting attendees. If you are interested in attending, stop by the Society of Actuaries' registration desk before 6:00 p.m. on Wednesday to check availability. Tickets will be collected.

Coordinator: Janet G. Deskins, FSA, MAAA

Thursday, June 14
7:00 – 7:45 a.m.

Session 34

Session Sponsor: Education and Research

Education and Research Section Continental Breakfast

Chairperson: Ian G. Duncan, FSA, FIA, FCIA, MAAA

Come to discuss current interest issues of the Education and Research Section Council and enjoy this networking opportunity.

This breakfast is open to all meeting attendees. If you are interested in attending, stop by the Society of Actuaries' registration desk before 6:00 p.m. on Wednesday to check availability. Tickets will be collected.

Coordinator: Charles S. Fuhrer, FSA, MAAA

Thursday, June 14
7:00 – 7:45 a.m.

Session 35

Health Disability Special Interest Group Hot Breakfast

Moderator: Daniel D. Skwire, FSA, MAAA

Presenters: Robert W. Beal, FSA, MAAA; Daniel D. Skwire, FSA, MAAA

This session provides an opportunity for disability actuaries to get together and network on an informal basis. A brief update on activities of the Disability Special Interest Group is followed by a presentation on recent sales and profit trends in the disability market.

This hot breakfast is open to all meeting attendees. There is a nonrefundable charge of \$10 per person. If you are interested in attending, stop by the Society of Actuaries' registration desk before 6:00 p.m. on Wednesday to check availability. Tickets will be collected.

Coordinator: Daniel D. Skwire, FSA, MAAA

Thursday, June 14
8:00 – 9:30 a.m.

Session 37

Session Sponsors: Health, Joint Risk Management

Theme: ERM for Health Systems

Know Your Exposures—Scenario Planning To Manage Enterprise Risks
[PD]



Moderator: Kara L. Clark, FSA, MAAA

Presenters: Mark J. Jamilkowski, FSA, MAAA; Sudha Shenoy, FSA, MAAA

Specific product line analysis often creates scenarios to stress specific risks. A comprehensive set of scenarios that are consistent throughout the firm will provide information about offsetting risks. This helps management develop tactical and strategic plans to mitigate, avoid or exploit certain risks. Presenters will share examples where combining several risks within one legal structure can provide a “free lunch” through diversification.

You'll be exposed to tools that will enhance your firm's risk management capabilities in ways your board and external stakeholders will find useful. Previous experience with the topic is not required.

Targeted Value Ladder Stage: Process

Coordinator: Max J. Rudolph, FSA, MAAA

Thursday, June 14
8:00 – 9:30 a.m.

Session 38

Session Sponsor: Health

Theme: Consumerism and Transparency

Transforming the Market through Consumerism and Transparency
[PD]



Moderator: Jodie L. Hansen, FSA, MAAA
Presenter: Amita Rastogi, MD, MHA, CHE*

“By the authority vested in me as President by the Constitution and the laws of the United States, and in order to promote federally led efforts to implement more transparent and high-quality healthcare, it is hereby ordered as follows: ...” - Preamble to the Executive Order: Promoting Quality and Efficient Health Care in Federal Government Administered or Sponsored Health Care Programs, issued August 22, 2006.

This session will address the key elements in the administration’s philosophy on transparency, and review the tools used by the administration to promote the agenda. Progress to date will be covered, and predictions of future actions will also be presented. You’ll gain an understanding for the purpose and goals of the consumerism and transparency movement, and be prepared to anticipate future market movements related to fulfilling this agenda.

Targeted Value Ladder Stage: Industry; National

Coordinator: Jodie L. Hansen, FSA, MAAA

Thursday, June 14
8:00 – 9:30 a.m.

Session 39

Session Sponsor: Health

Theme: Serving Senior Markets

An Update on the Medicare Part D Implementation Process
[PD]



Moderator: Beth R. Fritchen, FSA, MAAA

Presenters: Christopher S. Carlson, FSA, MAAA; David L. Driscoll, FSA, MAAA, EA, FCA; John Eggertsen, Esq.*

Medicare Part D was first implemented in 2006. Actuaries have had extensive involvement working with health plans and others in preparing submissions to CMS for approval/acceptance. In addition, actuaries have advised employers in determining if the employer should qualify its plan as a PDP, or whether the employer's plan qualifies for the Retiree Drug Subsidy.

We will provide an overview of lessons learned during the first year of implementation and how things may have changed during 2007. You'll learn more about the actuary's role in supporting the process and will also hear how well the process has functioned and how it has been modified.

Targeted Value Ladder Stage: Process

Coordinator: Barbara P. Niehus, FSA, MAAA

Thursday, June 14
8:00 – 9:30 a.m.

Session 40

Session Sponsor: Health

Theme: Product Development

Designing a New Product
[PD]



Moderator: John C. Lloyd, FSA, MAAA
Presenters: Penny R. Hahn, ASA, MAAA; John C. Lloyd, FSA, MAAA

This session will focus on the processes involved in designing a new product. A case study will be presented covering the creation of a recent consumer-driven product. Actuaries will be able to learn from the experiences of other actuaries in the process of product development.

Any actuary who is involved or expects to be involved in the future in building new health products should participate in this session. As a result of the session, you'll have a broader knowledge of the challenges in building new products with specific examples from an actual product development process.

Targeted Value Ladder Stage: Process

Coordinator: John C. Lloyd, FSA, MAAA

Thursday, June 14
8:00 – 9:30 a.m.

Session 41

Session Sponsors: Entrepreneurial Actuaries, Management and Personal Development

The Search for Entrepreneurial Actuaries—Part 1



Moderator: Ian G. Duncan, FSA, FIA, FCIA, MAAA
Presenter: Dr. Sandra Coyne-Westerkamp*

Innovation and creativity make life worthwhile, particularly in our choices involving where we work, how we work and what we get from our work. Exploring the innovation and passion associated with entrepreneurship affords all actuaries an opportunity to consider how to further empower and challenge themselves as they remain professional and focused. Consider attending two dynamic sessions with a single goal: to make you the entrepreneurial actuary you want to be. The sessions are designed to stand alone, or combined offer a detailed exploration of entrepreneurship within a big box corporation or on a smaller, more intimate scale. Either session focuses your work on the passion and the innovation that marks a strong and directed career!

Part One: So you work for a big box corporation and you wonder how you can inject new energy into the organization? This workshop will unleash your creative and innovative side within your company's environment. What does it mean to be an "intrapreneur" and does this word fit in your world? Come to this session and explore the elements of creativity that influence your professional future, job performance, work/life balance, risk and passion. Become a strategic innovator, aware of the value proposition, and market yourself as the powerful, passionate and innovative actuary you need to be to grow in the world that lies ahead.

All attendees will receive some critical articles on how to start and operate a business on its own or within a corporate structure, details on entrepreneurial thinking and innovative practices and what it takes to start a business today and in our field.

Targeted Value Ladder Stage: Market

Coordinator: Ruth Ann Woodley, FSA, MAAA

Thursday, June 14
8:00 – 9:30 a.m.

Session 42

Session Sponsor: Health Disability Income, International Actuarial Association Health Section

International Developments in Disability Insurance
[PD]



Moderator: Daniel D. Skwire, FSA, MAAA

Presenters: Douw De Jongh*; Susan D. Elliott, FSA, FCIA, FIA; Yoriko Enokido*

Disability insurance (also known as “income protection” and “permanent health insurance” coverage) is a subject of interest to actuaries from around the world. While the specifics of each international market are quite different, the similarities are also striking. In all countries, for example, disability actuaries are concerned with economic, occupational and medical trends—even if the specific factors vary considerably from one country to the next.

In this session, speakers with experience in several different international markets provide an update on the product, experience, and risk management trends that are of the most interest in various countries.

Targeted Value Ladder Stage: Market

Coordinator: Daniel D. Skwire, FSA, MAAA

Thursday, June 14
8:00 – 9:30 a.m.

Session 43

Session Sponsor: Health

Theme: Health Public Policy

Introduction to Public Health
[PD]



Moderator: Jim Toole, FSA, MAAA
Presenter: Bobbie Berkowitz, Ph.D., RN, FAAN*

Public health represents an untapped opportunity for actuaries and the U.S. healthcare system to reduce cost and improve population health. This session will provide a broad overview of public health in the United States. Discussion topics will include:

- What is public health and how does it differ from healthcare?
- History of public health over the last two centuries
- The contribution of the public health system to improving health
- Prevention as an opportunity for system-wide savings

You'll have a greater appreciation for the importance of public health and the role actuaries can play in improving population health in their community. You are encouraged to attend the paired session on the health policy process to gain more perspective on this topic.

Targeted Value Ladder Stage: National

Coordinator: Jim Toole, FSA, MAAA

Thursday, June 14
8:00 – 9:30 a.m.

Session 44

Session Sponsor: Actuarial Standards Board

The Actuarial Standards Board and ASOPs



[PD]

Moderator: Godfrey Perrott, FSA, MAAA

Presenters: Erica Kennedy*; Godfrey Perrott, FSA, MAAA

A presentation explaining the composition and the workings of the Actuarial Standards Board will be given. The processes that the ASB uses will be discussed along with critical issues that are currently facing the Board.

The ASB is in the process of moving to use the ASB web site as its primary distribution medium, and will, in future, only provide printed copies of ASOPs on request. It has also started posting comment letters on its website with the objectives of greater transparency and better discussion of proposed ASOPs. Ms. Kennedy is the ASB Standards Editor, one of the ASB full-time staff. She will conduct a guided tour of the ASB website to help the audience understand where to find what they are looking for.

The session will end with a question and answer period during which individuals are encouraged to give their impressions of the ASOP process and the ASB performance.

Targeted Value Ladder Stage: Professionalism

Coordinator: Cecil D. Bykerk, FSA, MAAA, FCA

Thursday, June 14
8:00 – 9:30 a.m.

Session 45

Session Sponsor: Health

Premium Deficiency Reserves
[PD]



Moderator: Elaine T. Canlas, FSA, MAAA, FCA

Presenters: Martin E. Staehlin, FSA, MAAA, FCA; Kristen Jeanne Walter, FSA, MAAA; Russell D. Willard, ASA, MAAA

The potential need for premium deficiency reserves on health lines of business has been receiving greater attention in recent years. Actuaries need to understand why and when premium deficiency reserves might be needed for their organization. Panelists in this session describe the environmental changes that have contributed to increased attention on premium deficiency reserves and how health plans have responded.

You'll be better prepared to help your company assess whether premium deficiency reserves might be necessary and be aware of what the next steps would be if it is determined that they are.

Targeted Value Ladder Stage: Employer/Client

Coordinator: Jodie L. Hansen, FSA, MAAA

Thursday, June 14
10:00 – 11:30 a.m.

Session 47

Session Sponsors: Health, Joint Risk Management

Theme: ERM for Health Systems

Catastrophic Event Management—Planning for Extremes
[PD]



Moderator: Peter Robinson, ARM*

Presenters: Derek Blum*; Theresa M. Resnick, FSA, MAAA; Carl Taylor, JD*

All risks can be fit to a statistical distribution. Fortunately for the human population, this is hard to do as severe events do not occur regularly and recorded history does not provide enough data points for the law of large numbers to hold. How should companies, and especially those involved in healthcare, plan for events like hurricanes and pandemics? Presenters will provide best practice tools and discuss actuarial initiatives under way that involve tail risk analysis.

You'll be asked to consider risks not currently considered in most pricing exercises. Previous experience with the topic is not required.

Targeted Value Ladder Stage: Employer/Client

Coordinator: Max J. Rudolph, FSA, MAAA

Thursday, June 14
10:00 – 11:30 a.m.

Session 48

Session Sponsor: Health

Theme: Consumerism and Transparency

Effective Decision-Support Tools for Consumers
[PD]



Moderator: Jodie L. Hansen, FSA, MAAA
Presenter: Jeff Robertson, MD*

The success of the consumer-driven healthcare movement depends in large part on arming consumers with the tools they need to better understand the healthcare system. Often consumer tools present either too little or too much information to drive patients to the information they need to make informed and intelligent decisions.

This session will outline essential elements of an effective healthcare consumerism tool set. Highlights of tool sets in use will be presented, including a review of strengths and weaknesses. Future tool set needs and information elements will also be discussed. You'll gain insight into what makes an effective tool set. Whether you come from a health plan background, a consulting background or an employer background, you should leave with a better sense of the advances needed to continue the improvements in consumer tools.

Targeted Value Ladder Stage: Employer/Client

Coordinator: Jodie L. Hansen, FSA, MAAA

Thursday, June 14
10:00 – 11:30 a.m.

Session 49

Session Sponsor: Health

Theme: Serving Senior Markets

The Current and Future State of Retiree Medical Plans
[PD]



Moderator: John J. Schubert, ASA, MAAA, FCA

Presenters: Ward A. Brigham, FSA, MAAA; Barbara P. Niehus, FSA, MAAA; Dale H. Yamamoto, FSA, MAAA, EA, FCA

Many retirees receive health insurance benefits through their former employer's medical plans. Over the last 5–10 years, the prevalence of retiree medical plans has been impacted by many factors. Topics will include:

- What have been the current trends in providing retiree benefits? What are current employer strategies and how might they be expected to change?
- What will be the impact of GASB 43 and 45? What did we learn from FAS 106?
- What happens to retiree benefits in bankruptcy (Section 1114 Committees)?
- How have product offerings in the marketplace responded to changes such as Medicare Part D?

You'll learn more about the prevalence, nature and anticipated future of retiree medical benefits. This will help better define the forces affecting retiree benefits and provide additional background that plan sponsors and their advisors need in order to make decisions regarding these benefit plans.

Targeted Value Ladder Stage: Employer/Client

Coordinator: Barbara P. Niehus, FSA, MAAA

Thursday, June 14
10:00 – 11:30 a.m.

Session 50

Session Sponsor: Health

Theme: Product Development

Pricing a New Product
[PD]



Moderator: John C. Lloyd, FSA, MAAA
Presenters: Joan C. Barrett, FSA, MAAA; Nancy J. Hubler, ASA, MAAA

This session will focus on the processes involved in pricing a new product. A case study will be presented covering the pricing of a recent consumer-driven product. You'll have the opportunity to learn from the experiences of other actuaries in the process of product development and pricing.

Any actuary who is involved or expects to be involved in the future of pricing new health products, should participate in this session. As a result of the session, you'll have a broader knowledge of the challenges in pricing new products with specific examples from an actual product development process.

Targeted Value Ladder Stage: Process

Coordinator: John C. Lloyd, FSA, MAAA

Thursday, June 14
10:00 – 11:30 a.m.

Session 51

Session Sponsors: Entrepreneurial Actuaries, Management and Personal Development

The Search for Entrepreneurial Actuaries—Part 2



Moderator: William T. O'Brien, FSA, MAAA
Presenter: Dr. Sandra Coyne-Westerkamp*

Innovation and creativity make life worthwhile, particularly in our choices involving where we work, how we work and what we get from our work. Exploring the innovation and passion associated with entrepreneurship affords all actuaries an opportunity to consider how to further empower and challenge themselves as they remain professional and focused. Consider attending two dynamic sessions with a single goal: to make you the entrepreneurial actuary you want to be. The sessions are designed to stand alone, or combined offer a detailed exploration of entrepreneurship within a Big Box Corporation or on a smaller, more intimate scale. Either session focuses your work on the passion and the innovation that marks a strong and directed career!

Session Two: The world is changing and actuaries are often the first to see the challenges and trends of the coming years. The truth is companies like GM and Ford are not succeeding and the "writing is on the wall": nimble, innovative companies or companies that operate as if they are will lead and succeed in the process. Come to this session that takes the entrepreneur in you and reframes your work in terms of launching new ventures. Whether you are self employed or employed in a Big Box Corporation you have to learn to work differently and operate as a small business! Learn about how a different perspective can launch you in a different professional direction, enhance your job dedication and frame your life to include a real life. Re-evaluate the power of risk to drive your inherent value to your organization but most importantly to yourself!

You will receive some critical articles on how to start and operate a business on its own or within a corporate structure, details on entrepreneurial thinking and innovative practices and what it takes to start a business today and in our field.

Targeted Value Ladder Stage: Market

Coordinator: Ruth Ann Woodley, FSA, MAAA

Thursday, June 14
10:00 – 11:30 a.m.

Session 52

Session Sponsor: Long-Term Care

Rehabilitation of Long-Term Care Blocks of Business 
[PD]

Moderator: James C. Berger, FSA, MAAA

Presenters: Jill M. Burns, FSA, MAAA; Kamilla Svajgl, ASA, MAAA; Geoffrey Walton, MHA*

The LTC industry has gone through a period of repricing and consolidation. Several blocks of business have required rate increases. However, large rate increases have met with resistance from some regulators and can invite class-action lawsuits. Often the companies requesting the rate increase were not the companies that set the original rates. This session discusses these issues along with other ways to get LTC blocks back on track, such as commission buy-backs, interest rate hedging and managed care.

You will learn to:

- Understand the possibilities for rehabilitating a LTC block;
- Understand the impact of rate increase and how to avoid the potential pitfalls; and
- Better understand alternatives to rate increases such as commission buy-backs, interest rate hedging and care management practices.

Targeted Value Ladder Stage: Employer/Client

Coordinator: John C. Wilkin, FSA, MAAA

Thursday, June 14
10:00 – 11:30 a.m.

Session 53

Session Sponsor: Health Disability Income

Individual Disability Insurance Market Watch
[PD]

Moderator: Robert W. Beal, FSA, MAAA

Presenters: Jay A. Barriss, FSA, MAAA; Forest A. (Woody) Richen, FSA, MAAA

More than any other segment of the disability insurance business, the individual disability market has seen its share of ups and downs. Sales and profits have fluctuated wildly, and companies have engaged in a constant balancing act as they weigh the need for risk management with the appeal of their products to potential buyers.

In this session, speakers from a variety of organizations share their views of current developments in the individual disability market, including product trends, underwriting considerations, pricing and marketing. Is the market heading in a favorable or unfavorable direction? Come hear the panelists' opinions and share your own views.

Targeted Value Ladder Stage: Market

Coordinator: Daniel D. Skwire, FSA, MAAA

Thursday, June 14
10:00 – 11:30 a.m.

Session 54

Session Sponsor: Health

Theme: Health Public Policy

Making Sense of the Health Policy Process
[PD]



Moderator: Jim Toole, FSA, MAAA

Presenters: Susan Johnson*; Karl Madrecki, ASA, MAAA; John D. Meerschaert, FSA, MAAA; Jim Toole, FSA, MAAA

Health policy has a significant influence over health actuaries' professional work as well as their civic life. This session is designed to give health actuaries greater insight into how health policy is formed and its impact on the healthcare system. Discussion topics will include:

- Goal setting: targeting outcomes and balancing tradeoffs;
- Legislation and regulation;
- Advocacy and health marketing; and
- Monitoring results: How health data is collected and used.

You'll develop a broader understanding of the role of various players in informing and shaping health policy and an appreciation for how they can get involved at various levels. Participants are encouraged to attend Introduction to Public Health in conjunction with this session.

Targeted Value Ladder Stage: National

Coordinator: Jim Toole, FSA, MAAA

Thursday, June 14
11:30 a.m. – 12:45 p.m.

Session 56

General Luncheon

Healthcare continues to evolve at a rapid pace. The SOA is pleased to welcome Paul G. Ramsey, M.D., as our luncheon keynote speaker. Dr. Ramsey, CEO for UW Medicine, executive vice president for Medical Affairs and dean of the School of Medicine at the University of Washington, will share insights on how new physicians are being trained—and what the potential impact for the healthcare system will be in the future.

The general luncheon is included in your registration fee. You may register your guest(s) for the luncheon by including \$50 per person with your registration fee. Stop by the Society of Actuaries' registration desk before 10 a.m. on Thursday to see if space is available.

Thursday, June 14
1:00 – 2:30 p.m.

Session 58

Session Sponsor: Health

Theme: ERM for Health Systems

Health ERM Buzz Group
[PD]



Moderator: Rajeev Maxwell Dutt, FSA, FCIA, MAAA

What steps are leading health companies taking to manage enterprise risk? What steps is YOUR company taking? What tools are available to facilitate the process? Take part in this interactive discussion to find out the latest in a rapidly developing field. Discussion topics include but are not limited to:

- SOA Health ERM Risk Mapping Tool
- Regulatory proposals incorporating ERM
- Financial reporting issues (IASB and FASB)
- Brand and industry reputational risk

Targeted Value Ladder Stage: Employer/Client

Coordinator: Jim Toole, FSA, MAAA

Thursday, June 14
1:00 – 2:30 p.m.

Session 59

Session Sponsor: Health

Theme: Consumerism and Transparency

Provider Payments to Support Transparency
[PD]



Moderator: Jodie L. Hansen, FSA, MAAA
Presenter: Jodie L. Hansen, FSA, MAAA

The transparency movement assumes that widening the lens on provider payment levels will enhance consumers' abilities to make cost-effective healthcare choices. With the methods commonly used for paying providers and facilities today, however, complete transparency of raw payment levels is likely to both confuse patients and drive discount levels down (and prices up). Supporting the transparency movement, therefore, will require adjustments to the way provider payments are structured.

This session will discuss the goals of provider pricing transparency initiatives and present future thinking on adjustments to coding systems, payment mechanisms, and data capturing capabilities that may be required to fulfill the initiative. You'll gain an understanding of the changes needed in the industry to fulfill this part of the national transparency initiative.

Targeted Value Ladder Stage: Industry

Coordinator: Jodie L. Hansen, FSA, MAAA

Thursday, June 14
1:00 – 2:30 p.m.

Session 60

Session Sponsor: Health

Theme: Serving Senior Markets

Update on the Medicare Advantage Process and Plan Performance
[PD]



Moderator: William E. Finch, FSA, MAAA
Presenters: Charles P. Miller, FSA, MAAA; Susan E. Pierce, FSA, MAAA

Medicare Advantage plans have existed under a number of names over the last 20 years. The market has seen its ups and downs over this period, but has been extremely active since the passage of the Medicare Modernization Act in 2003. This session will cover current issues such as new products, enrollment patterns, CMS filings and plan performance. It will also include a discussion of future expectations for the program.

There will be time for you to share your experiences with Medicare Advantage products, as well as ask questions. Through the presentations and audience participation, you'll become more knowledgeable in this area that is expected to continue to grow, particularly with the aging of the population.

Targeted Value Ladder Stage: Process

Coordinator: Barbara P. Niehus, FSA, MAAA

Thursday, June 14
1:00 – 2:30 p.m.

Session 61

Session Sponsor: Health

Theme: Product Development

Matching a New Product to a Market
[PD]



Moderator: John C. Lloyd, FSA, MAAA
Presenters: John C. Lloyd, FSA, MAAA; Kismet Toksu*

This session will focus on the processes involved in determining an appropriate market for a new product. A case study will be presented covering the development of a recent consumer-driven product. Actuaries will be able to learn from the experiences of other actuaries in the process of finding an appropriate market for a new product.

Any actuary who is involved or expects to be involved in the future in the development of new health products should take part in this session. As a result of the session, you'll have a broader knowledge of the challenges in marketing new products with specific examples from an actual product development process.

Targeted Value Ladder Stage: Process

Coordinator: John C. Lloyd, FSA, MAAA

Thursday, June 14
1:00 – 2:30 p.m.

Session 62

Session Sponsors: Entrepreneurial Actuaries, Management and Personal Development

Self-Promotion for Introverts®—Part 3: Stepping Into the Shoes of Non-Actuaries



Moderator: TBD

Presenters: Nancy Ancowitz*

Self-Promotion for Introverts®

Business communication coach Nancy Ancowitz created this four-part Self-Promotion for Introverts® workshop series for actuaries who want to raise their visibility inside companies, as well as those who are building their own businesses. You'll learn to position yourself as a sought-after expert, get heard at meetings, and build your signature presence. Through lively exercises, explore promotional methods best suited to your personality type. Using your untapped advantages as an introvert, you'll learn tips and tools to articulate your strengths, make a plan, set goals, and take action. Come and celebrate your uniqueness, and let the world in on the secret!

This workshop comprises four 90-minute sessions, each on one aspect of promoting yourself. You're welcome to attend any or all of the sessions.

Stepping Into the Shoes of Non-Actuaries

How can you best work with outside clients or with colleagues in sales, marketing, product development, and underwriting who are often so different from you? In this session you'll use your analytical mind as an actuary coupled with your introverted gift of concentration to step into the shoes of non-actuaries. Through role-play and discussion, we'll intuit and assess what matters most to others, how to best communicate with them, and how to get what you need with minimal stress. You'll deepen your awareness, share your insights, and strengthen your working relationships.

About the presenter:

Nancy Ancowitz is a thinking partner and stalwart supporter for her coaching clients, who range from CEOs to emerging leaders in the business and creative worlds. A former marketing vice president at JP Morgan Chase & Co., Ancowitz teaches Self-Promotion for Introverts® and presentation skills at New York University, the 92nd Street Y, and the Smithsonian.

Targeted Value Ladder Stage: Employer/Client

Coordinator: Ruth Ann Woodley, FSA, MAAA

Thursday, June 14
1:00 – 2:30 p.m.

Session 63

Session Sponsor: Long-Term Care

LTC Combination Products
[PD]



Moderator: Carl A. Friedrich, FSA, MAAA

Presenters: Carl A. Friedrich, FSA, MAAA; Lijia Guo, ASA, MAAA, PhD; Wenjie Xue, ASA

The Pension Protection Act of 2006 clarified the tax treatment of LTC/Annuity and LTC/Life products. Will life and annuity products finally realize their potential as efficient funding vehicles for other benefits? Is your company ready to break down its product line silos to combine health and life coverages? Learn about the opportunities and challenges of joining the combo products market.

This session will describe the evolution of these products, including the marketplace, product design, regulatory environment, pricing and internal company management.

You will:

- Increase your knowledge of combination products currently in the market;
- Understand the impact of the Pension Protection Act of 2006;
- Gain insights into the challenges of developing products that cross the usual company lines of business; and
- Explore the possible future direction of these products.

Targeted Value Ladder Stage: Market

Coordinator: John C. Wilkin, FSA, MAAA

Thursday, June 14
1:00 – 2:30 p.m.

Session 64

Session Sponsor: Health

Theme: Health Public Policy

U.S. Healthcare System: A Status Update
[PD]



Moderator: Jim Toole, FSA, MAAA

Presenters: Raymond D. Berry, ASA, MAAA, EA, MSPA; Elaine T. Canlas, FSA, MAAA, FCA; Joel Shalowitz, MD, MBA, FACP*

This fast paced “survey” session will provide a status report on the U.S. healthcare system.

Healthcare systems are typically measured on cost, quality and access. Various presenters will discuss each of these aspects, as well as a smorgasbord of issues looming on the horizon.

The session will be presented in the context of the public health and health policy sessions presented previously, but those sessions are not a requirement for attending this session.

Targeted Value Ladder Stage: National

Coordinator: Jim Toole, FSA, MAAA

Thursday, June 14
1:00 – 2:30 p.m.

Session 65

Session Sponsor: Technology

Structuring Data Systems for Maximum Performance
[PD]



Moderator: Kevin J. Pledge, FSA, FIA

Presenters: Carl Desrochers, FSA, MAAA, FCIA; Kevin J. Pledge, FSA, FIA; Neil Raden*

The vastness and complexity of data that companies must deal with can seem overwhelming. Far too often, however, companies place the “data” cart in front of the “systems” horse. The panelists will discuss both the history and current landscape of building systems to achieve business goals. They will explain how well-constructed systems lay the important groundwork for developing management information.

After this session, you will understand the importance of a solid, integrated systems structure. Developing these robust systems will allow companies to spin the yarn of raw data into the gold of actionable business analytics.

Targeted Value Ladder Stage: Employer/Client

Coordinator: Timothy L. Rozar, FSA, MAAA

Thursday, June 14
1:00 – 2:30 p.m.

Session 66

Session Sponsor: Health

Predictive Modeling Tools & Techniques
[PD]



Moderator: Ian G. Duncan, FSA, FIA, FCIA, MAAA

Presenters: Randy Axelrod*; Jonathan P. Polon, FSA; Mark Martin Zanecki, ASA, MAAA

Predictive modeling used to be considered cutting edge, but is now part of the mainstream for many companies. Why do predictive modeling? What's its value? Should a company buy or build? Are you getting the full value from your approach? Speakers will also cover the generalized linear model versus artificial intelligence models versus commercially applicable (grouper) models.

You'll get new ideas about how to apply predictive models in your own business and information on what alternatives to consider when buying or building a model.

Targeted Value Ladder Stage: Employer/Client

Coordinator: Ian G. Duncan, FSA, FIA, FCIA, MAAA

Thursday, June 14
3:00 – 4:30 p.m.

Session 68

Session Sponsor: Health

Theme: Consumerism and Transparency

Benefit Designs to Support Consumerism and Transparency
[PD]



Moderator: Jodie L. Hansen, FSA, MAAA
Presenters: TBD

Studies have shown that HSAs and other consumerism-focused benefit designs have been slow to catch on with consumers. A survey by the Kaiser Family Foundation reports only 4 percent of covered workers were enrolled in such plans in 2006. The main turnoff of consumer-directed health plan designs has been the high deductibles generally associated with such plans. In order for consumer-directed health plans to increase in popularity, the market will likely demand changes to increase the attractiveness. Without such changes, the consumerism movement could grind to a halt.

This session will provide an overview of traditional plan design features of CDHPs and the successes and failures of those plan design features. Future benefit design changes will then be discussed, including an assessment of price impacts and market acceptance expectations. You'll leave with ideas for improving the marketability of consumerism-focused plans.

Targeted Value Ladder Stage: Industry

Coordinator: Jodie L. Hansen, FSA, MAAA

Thursday, June 14
3:00 – 4:30 p.m.

Session 69

Session Sponsor: Health

Theme: Serving Senior Markets

Medicare Supplement Industry Overview and Profitability
[PD]



Moderator: Kenneth L. Clark, FSA, MAAA

Presenters: John S. Cathcart, FSA, MAAA; Kenneth L. Clark, FSA, MAAA

This session provides an overview of the Medicare Supplement industry as well as an understanding of the keys and challenges to a profitable product line. Issues to be addressed might include:

- Overview of the current Medicare Supplement marketplace
- Recent developments and impact on the market
- What does the future hold for this market?
- Keys and considerations to pricing a profitable product
- Challenges to managing a Medicare Supplement product line to profitability

You'll learn more about the Medicare Supplement marketplace and what it takes to be successful in that marketplace. This will be useful information to anyone currently participating or considering participation in this marketplace.

Targeted Value Ladder Stage: Market

Coordinator: Barbara P. Niehus, FSA, MAAA

Thursday, June 14
3:00 – 4:30 p.m.

Session 70

Session Sponsors: Entrepreneurial Actuaries, Management and Personal Development

Self-Promotion for Introverts®—Part 4: Your Networking Advantage



Moderator: Richard J. Marchel, FSA, MAAA
Presenters: Nancy Ancowitz*

Self-Promotion for Introverts®

Business communication coach Nancy Ancowitz created this four-part Self-Promotion for Introverts® workshop series for actuaries who want to raise their visibility inside companies, as well as those who are building their own businesses. You'll learn to position yourself as a sought-after expert, get heard at meetings, and build your signature presence. Through lively exercises, explore promotional methods best suited to your personality type. Using your untapped advantages as an introvert, you'll learn tips and tools to articulate your strengths, make a plan, set goals, and take action. Come and celebrate your uniqueness, and let the world in on the secret!

This workshop comprises four 90-minute sessions, each on one aspect of promoting yourself. You're welcome to attend any or all of the sessions.

Your Networking Advantage

You'd rather listen than talk. You're good at building one-on-one relationships. You're trusted, accountable, and a core contributor. People look to you for your expertise. You have these benefits in the networking arena, yet you're not a schmoozer. You value your space and quiet time. And you'd rather go home and read than join your colleagues for an after-work drink. Still, you have distinct advantages as an introvert in building a powerful professional network to support you throughout your career. In this session, you'll discover those advantages, and you'll get to create and practice an "elevator pitch" to help you present yourself with impact and confidence.

About the presenter:

Nancy Ancowitz is a thinking partner and stalwart supporter for her coaching clients, who range from CEOs to emerging leaders in the business and creative worlds. A former marketing vice president at JP Morgan Chase & Co., Ancowitz teaches Self-Promotion for Introverts® and presentation skills at New York University, the 92nd Street Y, and the Smithsonian.

Targeted Value Ladder Stage: Employer/Client

Coordinator: Ruth Ann Woodley, FSA, MAAA

Thursday, June 14
3:00 – 4:30 p.m.

Session 71

Session Sponsor: Actuary of the Future

Mega-Trends and Mini-Pops—Effects on an Actuary’s Future

Facilitators: Kimberly J. Dwornick, ASA, MAAA; Sudha Shenoy, FSA, MAAA

Terms like marketplace relevance, non-traditional and re-branding are now part of the SOA’s everyday language when talking about the future of our profession. Global trends (outsourcing) and local community events (a company being acquired) can both have effects on what we do with our traditional training, and affect the future for those currently being trained.

The Actuary of the Future Section has championed the Personal Actuary concept and has raised public awareness of non-traditional actuarial roles, including such diverse areas as pet insurance, predictive modeling and Enterprise Risk Management. In the future, careers like these may be the norm, not the exception, for those with actuarial training.

The Actuary of the Future has undertaken an environmental scanning initiative in order to identify “the next big opportunity” for individual actuaries and to help the profession prepare for emerging markets for our skills and threats to our relevance. Learn what happens when you combine a futurist’s view with the results of environmental scanning, what the actuary of the future might look like, and how the Actuary of the Future plans to keep you armed with useful actionable information.

Targeted Value Ladder Stage: Global

Coordinator: Janet G. Deskins, FSA, MAAA

Thursday, June 14
3:00 – 4:30 p.m.

Session 72

Session Sponsors: Health Disability Income, Education and Research

Advanced Topics in Group Disability Experience Rating
[PD]

Moderator: Jeffrey L. Schuh, FSA, MAAA

Presenters: Jared S. Benedetti, FSA; Paul R. Lavalley, FSA, MAAA; Jeffrey L. Schuh, FSA, MAAA

Large group disability cases are generally priced through experience rating, where the premium charged is a reflection, in whole or in part, of the historical experience on the case. Experience rating can be a complicated process, however, involving a variety of technical considerations.

This session provides you with an opportunity to discuss a variety of considerations in the experience rating of group disability cases. Sample topics for discussion include reserve calculations, trending, plan modifications, credibility, data integrity, and risk pooling. The session is designed for attendees with moderate experience in group disability, and you'll have a high degree of participation.

Targeted Value Ladder Stage: Task/Technical

Coordinator: Daniel D. Skwire, FSA, MAAA

Thursday, June 14
3:00 – 4:30 p.m.

Session 73

Session Sponsor: Health, International Actuarial Association Health Section

IAAHS Survey on Actuarial Issues and Practices
[PD]



Moderator/Presenter: Jonathan L. Shreve, FSA, MAAA

To improve the sharing of actuarial best practices in medical expense policies internationally, the International Actuarial Association Health Section (IAAHS) has sponsored a survey to gather input on key international actuarial practices (e.g., projection of claim costs) and issues (e.g., regulatory limits on rating). The survey included two parts, first gathering data on the most important issues, and then conducting interviews about the approaches used to address these items. The results of this survey will be published and available to all members of the international community. A large number of IAAHS members volunteered their time and efforts to help perform this survey.

Targeted Value Ladder Stage: Global

Coordinator: Jonathan L. Shreve, FSA, MAAA; Daniel D. Skwire, FSA, MAAA

Thursday, June 14
3:00 – 4:30 p.m.

Session 74

Session Sponsor: Health

ROI Models for Disease and Care Management
[PD]



Moderator: John M. Stenson, FSA, MAAA
Presenter: Michael Cousins*

There are many disease and care management programs and vendors in the marketplace today. There is also a mixed view of their effectiveness and efficacy. Some of this mixed view is based upon differences in results as well as different measurement paradigms.

In this session we will hear about the direction disease and care management programs are heading. Representatives from stand-alone companies and individuals responsible for these programs at carriers will be presenting. We will also hear how these programs are impacting the commercial versus government program sector.

Targeted Value Ladder Stage: Employer/Client

Coordinator: John M. Stenson, FSA, MAAA

Thursday, June 14
3:00 – 4:30 p.m.

Session 75

Session Sponsor: Health

Theme: Consulting to Employers

Consulting to Self-Funded Employers on Data Analysis and Cost Drivers 
[PD]

Moderator: Jonathan Mark Hendrickson, FSA, MAAA

Presenters: Jeffrey Chanin, FSA, MAAA, EA; Jeffrey T. Gavlik, FSA, MAAA, FCA

Few self-funded employers harness the power of their data to help in the design and control of their health care benefits to employees. Often these employers do not have the time, expertise or data-handling expertise to perform the most impactful and insightful analyses themselves.

This session will address the types of data analysis that are essential for employers to perform and understand, including but not limited to cost driver analysis. Also covered will be the essential data needed to perform such analysis, and recommendations for effective communications that employers can understand and use to improve their business operations. You'll leave with ideas for serving your employer customers better and more thoroughly.

Targeted Value Ladder Stage: Employer/Client

Coordinator: Karin M. Swenson-Moore, FSA, MAAA

Thursday, June 14
3:00 – 4:30 p.m.

Session 76

Session Sponsors: Health, Education and Research

A Health Predictive Modeling Software Guide—Results of New SOA Study!
[PD]



Moderator: Steven C. Siegel, ASA, MAAA
Presenters: Syed Mehmud*; Ross A. Winkelman, FSA, MAAA

Come hear the results of the Health Section's recently published report that compares available health predictive modeling tools and the current state of the art. This session will provide a basic overview of the types of tools available and the methodologies they use. You will also learn the limitations and areas for future improvements.

Targeted Value Ladder Stage: Employer/Client

Coordinator: Steven C. Siegel, ASA, MAAA

Friday, June 15
7:00 – 7:45 a.m.

Session 78

Session Sponsor: Health

Health Section Council Hot Breakfast

Chairperson: William R. Lane, FSA, MAAA

Join this open meeting of the Health Section Council and get an update on current section activities and finances. All members of the Society of Actuaries Health Section are invited to attend and enjoy this hot breakfast buffet. This session also provides you with a forum for discussing items of interest and meeting your section council representatives.

This hot breakfast is open to all meeting attendees. There is a nonrefundable charge of \$10 per person. If you are interested in attending, stop by the Society of Actuaries' registration desk before 4:30 p.m. on Thursday to check availability. Tickets will be collected.

Coordinator: Jodie L. Hansen, FSA, MAAA

Friday, June 15
8:00 – 9:30 a.m.

Session 80

Session Sponsor: Health, International Actuarial Association Health Section

Global Developments in Critical Illness
[PD]



Moderator: Darrell D. Spell, FSA, MAAA

Presenters: Susan D. Elliott, FSA, FCIA, FIA; Gary Mooney, FSA, FCIA; Darrell D. Spell, FSA, MAAA

Critical illness insurance (also known as "dread disease") is a subject of growing interest for actuaries and non-actuaries from around the globe. It had its original origins in South Africa in the early 1980s, although cancer riders had previously been sold in the United States, Japan and Israel. It has developed in other regions such as Asia Pacific, Australia, Canada, the UK and the United States in various guises with varying degrees of success in each of these regions. The specifics of each market can be quite different but similarities are emerging. In all countries, for example, critical illness actuaries are concerned about the potential impact of medical advances, increasing consumer awareness and increasing legal challenges, all of which need to be factored into any long-term pricing decisions and product development.

In this session, speakers with experience in several different international markets provide an update on the product, experience and risk management trends that are of the most interest in various countries.

Targeted Value Ladder Stage: Market

Coordinator: Susan D. Elliott, FSA, FCIA, FIA; Daniel D. Skwire, FSA, MAAA

Friday, June 15
8:00 – 9:30 a.m.

Session 81

Session Sponsor: Health

Designing Care Management Programs to Improve Outcomes
[PD]



Moderator: John M. Stenson, FSA, MAAA

Presenters: Denise Christian, MD*; Holly Michaels Fisher*; John M. Stenson, FSA, MAAA

Care management programs have traditionally been designed and managed by clinical personnel. However, as they become more expensive and healthcare costs continue to escalate, actuaries are becoming more involved in the design and assessment of these programs. Panelists in this session cover:

- The use of predictive models in identifying appropriate cases;
- Understanding the interventions and their value; and
- The role of data and technology in improving outcomes.

You'll be able to go back to your company with new tools and techniques for improving care management program operations.

Targeted Value Ladder Stage: Process

Coordinator: John M. Stenson, FSA, MAAA

Friday, June 15
8:00 – 9:30 a.m.

Session 82

Session Sponsor: Health

Theme: Consulting to Employers

Helping Employers Understand the Value of Their Benefits
[PD]



Moderator: Karin M. Swenson-Moore, FSA, MAAA
Presenters: Suzi Haugen*; Tim McDonald*

Employee benefits are a major component of total compensation packages. For many employers the cost of providing employee benefits, especially health benefits, is rising at a faster rate than salary increases. Helping employers understand the value of their benefits will not only help employers manage their benefit packages better, but will also aid them in selling the value of their benefits to their employees.

This session will identify the elements of benefit packages that bring the most value, both from an actuarial perspective and from an employee relations perspective. You'll leave with information to aid your employer clients in better understanding the value inherent in their benefit packages. In addition, you'll gain a fresh perspective on how to help your employer customers improve the value of benefit packages.

Targeted Value Ladder Stage: Employer/Client

Coordinator: Karin M. Swenson-Moore, FSA, MAAA

Friday, June 15
8:00 – 9:30 a.m.

Session 83

Session Sponsor: Health

Managed Medicaid Update
[PD]

Moderator: Gregory Sean Winkler, FSA, MAAA

Presenters: Mary J. Murley, ASA, MAAA; Kathleen A. Tottle, FSA, MAAA; Gregory Sean Winkler, FSA, MAAA

What's the current status of the managed Medicaid market? How is the market faring? How has it changed over time and how might it change going forward? Panelists will provide an update on the managed Medicaid market and attendees will have a significant opportunity to ask questions and interact with others that are involved in this unique market segment.

You'll gain a greater understanding of the state of the managed Medicaid market.

Targeted Value Ladder Stage: National

Coordinator: Craig S. Kalman, FSA, MAAA

Friday, June 15
8:00 – 9:30 a.m.

Session 84

Session Sponsor: Health

Theme: Health System Demand Management

Demand Forecasting for Health Care Delivery Systems 
[PD]

Moderator: Thomas Jacob Leibowitz, FSA, MAAA

Presenters: Thomas Jacob Leibowitz, FSA, MAAA; James F. Walbridge, FSA, MAAA; Steven G. Wright, ASA, MAAA

This topic is important for insurers, providers and governments (both state and federal). Each of these constituents needs to know where to put resources for new programs, buildings and personnel, and forecasting plays a critical role in the decision-making process. This presents an opportunity for actuaries to expand into new areas and link them with current areas of expertise. For example, the forecast will affect decisions on provider negotiations which in turn drive premium rates for a health carrier.

As a result of this session, you should be more effective in understanding and analyzing the effects of different scenarios of healthcare demand on behalf of your employers or clients.

Targeted Value Ladder Stage: Process

Coordinator: John W. C. Stark, FSA, MAAA

Friday, June 15
8:00 – 9:30 a.m.

Session 85

Session Sponsors: Health Disability Income, Education and Research

Practical Applications of Stochastic Modeling for Disability Insurance
[PD]



Moderator: Richard Carlson Leavitt, ASA, MAAA

Presenters: Keith E. Gant, FSA, MAAA; Richard Carlson Leavitt, ASA, MAAA; Yidong Liu, FSA, MAAA

Stochastic modeling techniques have become an increasingly powerful and popular way to understand the complex dynamics of insurance products. At times, however, it can be difficult to apply these complex models in a practical fashion. In this session, the speakers provide a variety of examples of how stochastic modeling can be used for disability insurance. Examples may be related to both pricing and valuation work.

The specific examples and applications discussed are designed to be practical in nature. You'll gain an understanding of situations where stochastic modeling offers particular value, and how such models can be applied to your own business.

Targeted Value Ladder Stage: Process

Coordinator: Daniel D. Skwire, FSA, MAAA

Friday, June 15
8:00 – 9:30 a.m.

Session 86

Session Sponsors: Entrepreneurial Actuaries, Management and Personal Development

Focus Your Time for Superior Results



Moderator: Ian G. Duncan, FSA, FIA, FCIA, MAAA
Presenter: Doris Orr, CA*

This session will cover some basic business and communication skills that are especially important for actuaries running their own small business, but also useful in a large company setting. The topics covered will include time management, sending effective e-mails, managing information clutter and project management basics.

In a small business or consulting firm, it's essential that you use your time and resources wisely. You don't have time (or client budget) to go back and repeat a task, or correct something that's done incorrectly. And employees of large companies also struggle to find enough time and staff to work on the many priority projects. This session will show you how to:

- Manage your time most effectively to make every hour productive and billable;
- Issue clear e-mails that the recipient will understand and act upon;
- Manage your information so that it is accessible and usable; and
- Effectively manage projects so you always know where you are relative to budget and deliverables.

Targeted Value Ladder Stage: Task/Technical

Coordinator: Ruth Ann Woodley, FSA, MAAA

Friday, June 15
8:00 – 9:30 a.m.

Session 87

Session Sponsor: Health, Actuary of the Future

Health Impact Assessments—A Quantitative Approach to Assessing Policy Tradeoffs
[PD]



Moderator: Jim Toole, FSA, MAAA

Presenters: Brian Cole, Ph.D.*; Gerald F. Kominski, Ph.D.*

Common in Britain and Canada, Health Impact Assessments (HIAs) are emerging in the United States as a critical quantitative component for evaluating health policy. The underlying strength of an HIA lies in the creation of a reliable modeling tool. This enables informed policy decision-making based on insight into potential health impacts, while incorporating health awareness into policy making at every level. As HIAs become more accepted, they have the potential to make concern for improving public health a routine part of all public policy development.

Dr. Kominski is co-principal investigator for the project at UCLA School of Public Health. The project began as a joint endeavor of the Washington, D.C. based Partnership for Prevention and researchers at the UCLA School of Public Health with funding from the Robert Wood Johnson Foundation. The aim of this project is to assess the feasibility of HIA and to develop prototype HIAs to demonstrate how HIA methodologies can be applied to policy decisions in the United States.

Targeted Value Ladder Stage: National

Coordinator: Jim Toole, FSA, MAAA

Friday, June 15
8:00 – 9:30 a.m.

Session 88

Session Sponsors: Health, Reinsurance

Reinsurance for Health Plans
[PD]



Moderator: Jib Martens*

Presenters: Samantha E. Engel, ASA, MAAA; Ruan Sexton*; Todd R. Watson, FSA, MAAA

Health plans need to have a viable reinsurance market available to them. How has the reinsurance market changed due to market consolidation, catastrophic events of recent years and other industry forces? How do changes in the reinsurance market impact the strategy and management of a ceding company? Panelists from both a reinsurer and ceding company will present their views on these topics.

You'll gain a greater understanding of the symbiotic relationship between a reinsurer and ceding company and how to manage it through changing market conditions.

Targeted Value Ladder Stage: Market

Coordinator: Jodie L. Hansen, FSA, MAAA

Friday, June 15
8:00 – 9:30 a.m.

Session 89

Session Sponsor: Health

CDHP Experience Update
[PD]



Moderator: James J. Murphy, FSA, MAAA, FCA

Presenters: Jean-Francoise Beaulé, FSA, MAAA; Penny R. Hahn, ASA, MAAA; Mark E. Litow, FSA, MAAA

Consumer-driven health plans have received considerable attention over the past few years, yet there hasn't been a significant uptake of these plans in the marketplace. Many stakeholders may be in a "wait and see" mode. Well, it's been a few years since these plans came on the market. Have we waited long enough? Presenters will review experience-to-date with these plans. You'll have the opportunity to discuss as a group what that experience suggests and where the industry might go from here.

Targeted Value Ladder Stage: Industry

Coordinator: Jodie L. Hansen, FSA, MAAA

Friday, June 15
10:00 – 11:30 a.m.

Session 92

Session Sponsor: Health

Pharmacy Based Disease Management
[PD]



Moderator: John M. Stenson, FSA, MAAA
Presenters: TBD

Pharmaceutical spend is still growing at rates greater than overall healthcare spend. These continually increasing costs are putting pharmacy spending under the spotlight to demonstrate a positive cost benefit analysis. Pharmaceutical companies are some of the major sponsors of disease management programs. Many disease management programs use pharmaceutical products as a core component of program delivery or member identification and stratification.

What kind of impact is Part D having on disease management for the senior population? Is some of the negative press on “big pharma” impacting their presence in the disease management market? Come hear speakers talk about the ongoing role “big pharma” will have in the future and the role pharmacy product usage plays in today’s and future disease management programs.

Targeted Value Ladder Stage: Market

Coordinator: John M. Stenson, FSA, MAAA

Friday, June 15
10:00 – 11:30 a.m.

Session 93

Session Sponsor: Health

Theme: Consulting to Employers

Worksite Wellness Programs
[PD]



Moderator: Edward B. McEllin, FSA, MAAA
Presenters: Bradley A. Cornish, FSA, MAAA; Tim McDonald*

Support for health promotion programs in the workplace often cites injury reduction, healthcare cost containment and reduction of long-term disability incidence. More companies than ever are implementing health and wellness strategies with the hopes of achieving these results.

This session will provide an overview of the various types of worksite wellness programs and discuss which types of programs work best for various types of workplaces. Data on the effectiveness of workplace wellness programs will show demonstrated and/or projected outcomes and financial results. You'll leave with a better understanding of trends in workplace wellness programs and the various arrangements that may work for your employer customers.

Targeted Value Ladder Stage: Employer/Client

Coordinator: Karin M. Swenson-Moore, FSA, MAAA

Friday, June 15
10:00 – 11:30 a.m.

Session 94

Session Sponsor: Health

Impact of Advertising and Media on Healthcare Demand
[PD]



Moderator: TBD
Presenter: Joseph Gifford*

This is an important and wide-ranging topic. Two of the more obvious aspects are the ads in the different media and the news reports of pandemics. The effects of the drug company campaigns are well-known, but how do they compare with advertising for more invasive procedures such as gastric bypass? This issue is at the heart of actuarial work, and it gives actuaries an opportunity to broaden their skills and visibility in the clinical area.

The main goal of this session is to raise awareness of this issue; as a result, actuaries should consider how to measure the effects of advertising, how problems with non-covered procedures affect costs, and how this affects providers. Employers and clients would want their actuaries to attend this session in order to be able to analyze and quantify the risk associated with advertising.

Targeted Value Ladder Stage: Process

Coordinator: John W. C. Stark, FSA, MAAA

Friday, June 15
10:00 – 11:30 a.m.

Session 95

Session Sponsors: Education and Research, Health

Stochastic Modeling in Health Benefits
[PD]



Moderator: Lijia Guo, ASA, MAAA, PhD
Presenters: Charles S. Fuhrer, FSA, MAAA; Lijia Guo, ASA, MAAA, PhD

Many advanced statistical techniques are available for use in modeling health benefits. A few examples are generalized additive models, generalized linear models and non-parametric models. These methods are well known to most statisticians but not most actuaries. The presenters will show how these methods can improve health insurance analyses in applications such as projecting health insurance claims and pricing health benefits. At the conclusion of this session, you'll have an understanding of how stochastic modeling can get more accurate results or even some new results for your employer and/or clients.

Case studies will be provided to help you gain a basic understanding of how to perform the techniques in product strategy, pricing, underwriting and enterprise risk management.

Literature/reference will be shared with you for more thorough understanding.

Targeted Value Ladder Stage: Task/Technical

Coordinator: Charles S. Fuhrer, FSA, MAAA

Friday, June 15
10:00 – 11:30 a.m.

Session 96

Session Sponsors: Health, Actuary of the Future

Planning and Reporting the Community Benefit for Non-Profit Providers
[PD]



Moderator: Jim Toole, FSA, MAAA
Presenter: Julie Trocchio*

Local communities are paying closer attention to their tax bases. Some are asking their non-profit providers to make available a closer accounting of their community benefit. Federal politicians are paying attention to the issue and several measures have been presented before Congress. One may reasonably anticipate that interest in this issue will increase in the future. Actuaries are well positioned to help non-profit providers plan, report and evaluate community benefit programs, and ideally would be involved in all stages of the process.

Planning for community benefit programs should be as serious and visible as planning for any other strategic initiative for a non-profit institution. Defining community benefit and developing standard approaches to accounting and reporting are essential to the effectiveness of these programs. Using standardized principles and policies helps organizations account and budget for community benefits and tell the community benefit story. Finally, evaluating community benefit programs by establishing specific objectives, measuring effectiveness, and making warranted adjustments is fundamental to managing effective community benefit programs.

Targeted Value Ladder Stage: Employer/Client

Coordinator: Jim Toole, FSA, MAAA

Friday, June 15
10:00 – 11:30 a.m.

Session 97

Session Sponsor: Health

When a Brand Goes Generic
[PD]

Moderator: Laura Elizabeth Barrows, FSA, MAAA, FCA

Presenters: Laura Elizabeth Barrows, FSA, MAAA, FCA; Joel Shalowitz, MD, MBA, FACP*

A number of brand name drugs have come off patent recently. What happens when a brand goes generic? Panelists at this session will discuss the issue from a number of different perspectives, including those of the brand pharmaceutical company, their competitors, the providers, the payers, and the patients.

You'll better understand the various ways in which a single change can impact the various stakeholders in the healthcare market and how to prepare your clients in advance.

Targeted Value Ladder Stage: Employer/Client

Coordinator: Craig S. Kalman, FSA, MAAA

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LISTING OF GUEST PRESENTERS

Ancowitz, Nancy – 19, 27, 62, 70
Business Communication Coach
New York, NY

Axelrod, Randy – 66
Medai, Inc.
Orlando, FL

Babino, Jeff – 28
Senior Vice President
Guy Carpenter and Co.
North Yarmouth, ME

Berkowitz, Bobbie - 43
Director, Center for the Advancement of Health Disparities Research
University of Washington School of Nursing
Seattle, WA

Blum, Derek – 28, 47
Vice President, Emerging Risk Models
Risk Management Solutions, Inc.
Newark, CA

Boklage, Eric – 16
Deloitte Consulting LLP
Chicago, IL

Bourdon, Theresa W. – 5
Managing Director
Aon Risk Consultants Inc.
Columbia, MD

Christian, Denise – 81
Chief Medical Officer, AmeriChoice
United Health Group
Philadelphia, PA

Cole, Brian – 87
Project Manager, Health Impact Assessment Project
UCLA Center for health Policy Research
Long Beach, CA

Cousins, Michael – 74
Senior Consultant
Reden & Anders
Duluth, GA

LISTING OF GUEST PRESENTERS (continued)

Coyne-Westercamp, Sandra – 41, 51
Faculty, Business College
Bay Path College
Longmeadow, MA

De Jongh, Douw – 42
Life Actuary
Munich Reinsurance Company of Africa
Johannesburg, South Africa

Eggertsen, John – 39
Part D Advisors, Inc.
Plymouth, MI

Enokido, Yoriko – 42
Vice President, Research Division
Dai-ichi Life International (USA), Inc.
New York, NY

Essaye, Tim – 8
Towers Perrin Risk Capital, Inc.
New York, NY

Fischer, Brian C. - 28
Senior Vice President
Guy Carpenter
Philadelphia, PA

Fisher, Holly Michaels – 81
Senior Consultant
Reden & Anders
New York, NY

French, Scott – 21
Senior Clinical Consultant
Reden & Anders
Priest River, ID

Gifford, Joseph – 94
Chief Medical Officer
Regence BlueShield
Seattle, WA

Hameed, Adam – 18
Senior Vice President
Ingenix
Eden Prairie, MN

LISTING OF GUEST PRESENTERS (continued)

Haugen, Suzi – 82
Director of Human Resources
Milliman, Inc.
Seattle, WA

House, Gabriel – 20
Assistant Vice President
Disability RMS
Westbrook, ME

Johnson, James – 8
Senior Vice President, Research and Consulting
Caiteur Group Inc.
Toronto, ON Canada

Johnson, Susan – 54
Director
King County Health Action Plan
Seattle, WA

Kennedy, Erica – 44
Standards Editor
Actuarial Standards Board
Washington, DC

Kominski, Gerald F. – 87
Associate Director
UCLA Center for Health Policy Research
Los Angeles, CA

Marquardt, Kent – 17
Executive Vice President, Chief Financial Officer
Premera Blue Cross
Mountlake Terrace, WA

Martins, Jib – 88
Chief Operating Officer
Risk & Reinsurance Advisory Services, LLC
San Francisco, CA

McDonald, Tim – 82, 93
Director
Ingenix
Eden Prairie, MN

Mehmud, Syed – 76
Milliman, Inc.
Denver, CO

LISTING OF GUEST PRESENTERS (continued)

Orr, Doris – 86
Senior Vice President, Project Director
XL Insurance
Vancouver, BC Canada

Paralkar, Sadhna – 25
Senior Consultant
Reden & Anders
Eden Prairie, MN

Raden, Neil – 65
President
Hired Brains Research
Santa Barbara, CA

Rastogi, Amita – 38
Senior Director, Clinical Analysis
Ingenix
Munster, IN

Robertson, Jeff – 48
Chief Medical Officer
Regence
Seattle, WA

Robinson, Peter – 47
Chief Executive
Risk & Reinsurance Advisory Services, LLC
San Francisco, CA

Sexton, Ruan – 88
Underwriting Manager
Berkley Accident and Health
Hamilton Square, NJ

Shalowitz, Joel – 64, 91, 97
Professor and Director, Health Industry Management Program
Kellogg School of Management - Northwestern University
Evanston, IL

Springfield, Craig – 31
Partner
Davis and Harman
Washington, DC

Stehno, Chris – 6
Senior Manager
Deloitte Consulting
Denver, CO

LISTING OF GUEST PRESENTERS (continued)

Taylor, Carl – 47
Assistant Dean & Director, Center for Strategic Health Innovation
University of South Alabama College of Medicine
Mobile, AL

Toksu, Kismet – 61
Senior Consultant
Reden & Anders
McLean, VA

Trocchio, Julie – 96
Senior Director, Community Benefit and Continuing Care
Catholic Health Association of the United States
Washington, DC

Walton, Geoffrey – 52
CEO
Security Independence, Inc
Scottsdale, AZ

Meeting Registration

Advance registration is now closed. You may still register for the meeting on site at the Society of Actuaries' registration desk located in the Grand Ballroom Foyer, 2nd Floor beginning on Tuesday, June 12 at 5:00 p.m.

Fee Schedule

	Full Meeting June 13-15 By May 11	Full Meeting June 13-15 After May 11	Wednesday Only June 13 By May 11	Wednesday Only June 13 After May 11	Thursday Only June 14 By May 11	Thursday Only June 14 After May 11
Meeting Fee	\$1,025	\$1,125	\$550	\$650	\$500	\$600
Guest Fee	\$75	\$75	\$60	\$60	\$25	\$25

- 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 or Thursday 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, sessions and program materials.

Thursday-Only Registration includes the SOA-sponsored breakfast, refreshment breaks, general luncheon, 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 or Thursday only. A guest (**or non-business 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. Spouses or guests who attend the meeting and who are members of an actuarial organization must pay the regular member meeting fee.

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

Fee Waivers

You are entitled to a registration fee waiver (excluding all extra-cost activities) if you are a 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 2007
2. A **full-time academic** who has not yet exceeded the \$1,500 limit in total fees waived in 2007 or
3. A member whose dues are waived in accordance with the SOA's **Waiver of Dues** Policy (i.e., retired, unemployed members), and has not yet attended a continuing education program in 2007. Refer to the SOA Web [site](#) to see if you qualify.

Society of Actuaries
Health 2007
SPRING MEETING

JUNE 13-15, 2007

Seattle Sheraton Hotel & Towers
Seattle, WA

Registration Information (continued)

*Please note: A \$75 processing/food and 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 Customer Care at 888-697-3900.

Confirmation

Confirmations are e-mailed upon completion of registration. Please check your confirmation to ensure your information is accurate. If you need to make any changes, send an e-mail to updateregistration@soa.org

Refunds

All convention cancellations and refund requests must be put in writing and received by the Society of Actuaries' Meetings & Events Department no later than May 11. 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 11. You may e-mail your cancellation requests to cancel@soa.org.

Hotel Information

Sheraton Seattle Hotel & Towers
1400 Sixth Avenue
Seattle, WA 98101
Phone: 206.621.9000
Fax: 206.621.8441
www.sheraton.com/seattle

Toll-free reservations: 800.204.8441

Rates

Guest room rates (taxes not included) at the Sheraton Seattle Hotel & Towers are as follows:
\$212 single/double occupancy.

Reservations

Make your reservations by the reservation deadline of Friday, May 11. Reservations made after this deadline are subject to space and rate availability. To make your reservation, call the hotel directly at 206.621.9000 or toll-free at 800.204.8441. Make sure you mention you are attending the Society of Actuaries' Health Spring Meeting. Or, make your reservations quick and easy online at the following link:
<http://www.starwoodmeeting.com/StarGroupsWeb/booking/reservation?id=0612283522&key=C0722>

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 Sheraton?

We realize there are many hotel options available to you as make plans to attend the 2007 Health Spring Meeting. We encourage you to stay at the Sheraton Seattle Hotel & Towers 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 Sheraton Seattle Hotel & Towers, you are helping fulfill our contractual obligations with the hotel, and ultimately reduce 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 Seattle, 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 Sheraton Seattle Hotel & Towers is located in the center of downtown Seattle and 15 miles from Seattle/Tacoma International Airport. Estimated taxi fare is \$40. Airport shuttle service is available for approximately \$20 round trip; \$10.25 one way.


GENERAL INFORMATION

Attire

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

Missed a session at the SOA Health 2007 Spring Meeting?

As a special service to SOA members, MP3 downloads are available for purchase. You are able to purchase the entire meeting or select individual sessions. The recordings provide an excellent recap and are a great training tool and information source. Take advantage today! 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 Douglas Room, 2nd Floor. Cyber City will be open:

Tuesday, June 12	5:00 – 7:00 p.m.
Wednesday, June 13	7:00 a.m. – 6:00 p.m.
Thursday, June 14	7:00 a.m. – 4:30 p.m.
Friday, June 15	7:00 – 11:30 a.m.

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.

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.

Attendee List

The [attendee list](#) is currently available on our web site. There will also be one copy available at the registration desk for viewing.

GENERAL INFORMATION (continued)

Presenter Lounge

Presenters are encouraged to utilize the lounge located in Juniper Room, 2nd Floor to discuss their sessions or check audiovisual presentations. Basic audiovisual equipment is available for presenters' use. The hours are:

Tuesday, June 12	5:00 – 7:00 p.m.
Wednesday, June 13	7:00 a.m. – 6:00 p.m.
Thursday, June 14	7:00 a.m. – 4:30 p.m.
Friday, June 15	7:00 – 11:30 a.m.

Reception

Attendees and their registered guests are invited to a reception on Wednesday, June 13 from 6 - 7:30 p.m. The reception will take place in the Grand Ballroom. Meeting badges are required for attendees and their registered guests.

Weather

The average daytime highs are near 70, with nighttime lows in the 50s during our stay in Seattle.