

New York Annual Meeting Session Descriptions

Sessions



Sessions available on CD

Monday, November 14

SESSION 1 GS

8:30 AM-10:00 AM

General Session

Stephen G. Kellison, SOA President
Presidential Address

*Keynote Address: Dr. Gro Brundtland
Former Director-General, World Health Organization*

A politician of unusual popularity-Norway's youngest and first female prime minister, renowned doctor and environmentalist, and the first female Director-General of the UN's World Health Organization-Dr. Gro Harlem Brundtland candidly addresses many of the world's most pressing health and social problems.

Realizing the fundamental link between public health and the environment, she called upon the international community to establish good health as a basic human right. After coining the principle of "sustainable development", Dr. Brundtland's efforts involve a philosophy that meets the needs of the present without compromising the ability of future generations to meet their own needs.

A medical doctor and Master of Public Health (MPH), Dr. Brundtland spent 10 years as a physician and scientist in the Norwegian public health system. For more than 20 years she served in public office, 10 of them as Prime Minister while gaining recognition as chair of the World Commission on Environment and Development whose report, *Our Common Future*, set the agenda for global priorities on sustainable development and led to the 1992 Rio Earth Summit. Her unending commitment to health and development led to her appointment as Director-General of WHO in 1998. As Director-General, Dr. Brundtland was most recognized for her efforts containing the SARS pandemic. She stepped down from her position in July 2003, but remains the leading voice behind promoting a healthier nation.

Monday, November 14

SESSION 3 OF

10:30 AM-12:00 Noon

Specialty Track: FR

[PD]



U.S. GAAP Update

Moderator: Darin G. Zimmerman

*Panel: John W. Morris, Deborah Whitmore *, Darin G. Zimmerman*

This open forum focuses on emerging U.S. GAAP issues, with emphasis placed upon implementation issues encountered by affected companies. Discussion topics include:

- SOP 03-1
- SOP on internal replacements
- Sarbanes/Oxley compliance issues
- Emerging GAAP guidance on other GAAP issues including AAA Practice Notes

Attendees gain an understanding of the new accounting standards and guidance and learn how life insurance companies are interpreting and applying these standards.

ME*Follow Up: 35 WS**Coordinator: Darin G. Zimmerman*

Monday, November 14

SESSION 4 PD

10:30 AM-12:00 Noon

Specialty Track: FR,I,E&R,RM

[PD]

**Insurance Industry Mergers and Acquisitions***Moderator: Jim Toole**Panel: John Butler *, Thomas R. Corcoran, R. Thomas Herget*

The United States insurance industry continues to experience substantial merger and acquisition activity. Many actuaries will either participate in or be directly affected by a transaction at some point in their career.

The M&A process is a complex undertaking involving multiple professionals including accountants, actuaries, investment bankers, lawyers and tax experts. Authors of the SOA M&A textbook project share their expertise in:

- The overall M&A process
- Due diligence concerns
- Merger integration issues

The panel highlights their points with references to actual experience and current transactions in the news. Attendees gain a better understanding of the overall M&A process as well as the importance of due diligence and integration in achieving a successful outcome.

Coordinator: Shirley Hwei-Chung Shao

Monday, November 14

SESSION 5 PD

10:30 AM-12:00 Noon

Specialty Track: H

[PD]

**Medicare Modernization Act Update - Part D***Moderator: James E. Drennan**Panel: John P. Burke, James E. Drennan*

Panelists discuss current practices and procedures for:

- Calculating actuarial equivalency for employer sponsored drug plans
- Employer options
- Federal subsidies
- Current experience
- Trends in employer plan designs

Attendees gain insight into these calculations and issues.

ME*Coordinator: Mark E. Billingsley*

Monday, November 14

SESSION 6 PD

10:30 AM-12:00 Noon

Specialty Track: H

[PD]



Health Technologies - Impact on Utilization and the Cost of Health Care

Moderator: Lisa F. Tourville

*Panel: Steven D. Berna, Catherine M. Murphy-Barron, Sadhna Paralkar**

The panel discusses medical and pharmaceutical developments that have been introduced into the marketplace and their short-term and long-term impact on the cost of healthcare. In addition to the direct cost and utilization impact of specific technologies, the panel also discusses offsetting and indirect costs of specific technologies. Also covered are ways to forecast the financial impact of new technologies.

Attendees learn about technologies that have entered the market and how they have affected medical costs. They also gain an understanding of the critical role actuaries play in forecasting the financial impact of emerging technologies.

ME

Coordinator: Lisa F. Tourville

Monday, November 14

SESSION 7 PD

10:30 AM-12:00 Noon

Specialty Track: PD

[PD]



Alternative Pricing Measures

Moderator: Nancy M. Kenneally

Panel: Novian E. Junus, Nancy M. Kenneally, S. Vincent Zink

The competitive marketplace continues to put pressure on profit margins. The desire from shareholders for increased earnings continues to put pressure on increasing profits. This session explores alternative profit measures used in pricing intended to balance competitiveness and profitability.

Panelists discuss:

- Statutory profit measures other than internal rate of return (IRR)
- Pricing on a GAAP basis
- Case studies comparing profit measures

The attendees gain an understanding of nontraditional pricing measures.

ME

Coordinator: Keith A. Dall

Monday, November 14

SESSION 8 PD

10:30 AM-12:00 Noon

Specialty Track: R

[PD]



Managing XXX Reserves

Moderator: Robert J. Reale

Panel: David R. Prickitt, Bradley M. Smith, William R. Wellnitz

In developing and executing XXX financing solutions, insurers and reinsurers face several challenges, including access to capital, concentration of risk, maintaining ratings and new business growth.

Attendees gain insights into the following:

- the current demands of today's environment
- the potential ways to address this issue
- possible regulatory changes that may impact the present paradigm

ME

Coordinator: Robert J. Reale

Monday, November 14

SESSION 9 OF

10:30 AM-12:00 Noon

Specialty Track: HDI

[PD]



The Evolving Disability Market: What Does the Research Say?

Moderator: Warren M. Cohen

*Panel: Gil Lowerre *, Marianne C. Purushotham, Stacy Varney **

Disability actuaries need to understand what the marketplace is saying about the products and services they help develop. At this session, some of the latest market research on individual and group disability insurance is presented. Consumer, employer and producer perspectives are offered.

Topics include:

- Buyer/non-buyer attitudinal differences
- Perceived effectiveness of absence management programs
- Changes in the voluntary/work-site market

Attendees:

- Learn what the marketplace is saying about disability offerings
- Obtain information on how the disability market is changing
- Gain insights as to ways to improve products and services

ME

Coordinator: Warren M. Cohen

Monday, November 14

SESSION 10 OF

10:30 AM-12:00 Noon

Specialty Track: PD, FR

[PD]



What's New and Exciting with Equity Indexed Products

Moderator: Abraham S. Gootzeit

*Panel: Joan E. Boros *, Arthur Fliegelman *, Jack Marrison **

In 2005, equity indexed products came of age. Equity indexed annuities are grabbing an increasingly important share of the industry's fixed-annuity sales, and new equity indexed life products are beginning to show signs of life. At the same time, questions are being raised as to whether these fixed products should be registered as securities.

Listen as industry experts discuss:

- Market changes in 2005, from the perspective of a leading marketplace observer
- Equity indexed annuities and federal security laws
- The value of equity indexed products in an insurer's portfolio, from the perspective of an investment analyst

Attendees gain current knowledge and perspective about this growing and increasingly important part of our industry.

ME

Coordinator: Abraham S. Gootzeit

Monday, November 14

SESSION 11 TS

10:30 AM-12:00 Noon

Specialty Track: I, F

[PD]



Forecasting Economic Variables Using the Delphi Technique

Moderator: Steven W. Easson

*Instructors: Steven W. Easson, Theodore J. Gordon**

A Delphi study is a futurism technique which utilizes an anonymous multi-round survey to collect and synthesize disparate opinions on future events from a multi-disciplinary panel of experts.

In this session, attendees:

- Gain insight into the practical issues involved in conducting a Delphi study on the future trends of key economic variables
- Receive the results of the Society of Actuaries completed Project on the Study of Selected Economic Variables Using the Delphi method
- Participate in a Delphi study on Economic Variables within the session

From this session, participants gain:

- An understanding of how to incorporate expert qualitative judgments about plausible global developments into forecasting economic variables
- An appreciation of the benefits of conducting a Delphi study on Economic Variables as a supplement to more quantitative processes

Coordinator: Steven W. Easson

Monday, November 14

SESSION 12 TS

10:30 AM-12:00 Noon

Specialty Track: LTC

[PD]



A Treasure Chest of LTC Information Resources

Moderator: Michael C. Frings

*Instructors: Michael C. Frings, Dawn E. Helwig, Cathy Klimek **

This session is designed for those with an interest in Long-Term Care (LTC) insurance but with little experience. Our instructors acquaint the attendee with resources that will enable them to quickly gain and expand knowledge. Those with LTC experience will also find many useful nuggets of information.

Topics Include:

- Market Opportunity
- Market Participants
- Regulatory Constraints
- Industry Groups
- Actuarial Topics
- Experience Analysis
- Underwriting
- Claims
- Emerging Issues

Attendees are provided with:

- Key resources of public and private information on LTC
- Strengths and limitations of each resource
- Enough information to continue their independent studies on LTC

Coordinator: Michael C. Frings

Monday, November 14

SESSION 13 TS

10:30 AM-12:00 Noon

Specialty Track: M



For all the Marbles: Effective Negotiation Skills

Instructors: Michael M. Braunstein, David C. Miller

Negotiating is a part of our daily lives. Kids want later bedtimes, husbands want extra minutes to watch the end of a game, car buyers push for that last option. We all make deals, and the actuarial workplace is no different. Some actuaries negotiate internally with management and a sales force on product elements or externally with regulators on compliance or reinsurers on price. But negotiation isn't just about time or money; it's about getting what you want in a world where others' wants must also be considered. "For All the Marbles" includes a Role Play for attendees and will teach, through first-hand experience, the elements that impact a negotiation.

This session:

- Teaches the basic tools of negotiation
- Identifies the most common errors often made during a negotiation
- Offers the opportunity to participate in a mock negotiation
- Explains advanced negotiation techniques
- Provides additional sources for information

Attendees will:

- Be able to negotiate a better deal for themselves and their companies
- Learn how to avoid major pitfalls in a negotiation
- Better understand and appreciate what works and what doesn't
- Know how and when to optimally strategize
- Have fun at this session and whenever they negotiate in the future

Coordinator: Faisal Siddiqi

Monday, November 14

SESSION 14 WS

10:30 AM-12:00 Noon

Specialty Track: MD, PD

[PD]

Capturing the Income-in-retirement Market

Facilitators: Steve P. Cooperstein, Garth A. Bernard, Sr.

Everyone agrees that there is a huge market for helping people with their income needs in retirement. In this workshop we explore what is being done to capture the market and the pitfalls encountered in trying to do so.

Areas explored include, but not limited to:

- Product enhancement, marketing, and improved distribution of payout annuities
- Alternate Programs to capture this market
- Possible effects on this market of Private Accounts or a change in tax law

Attendees gain a better understanding of the issues involved and of possibilities for capturing this market.

ME

Coordinator: Steve P. Cooperstein

Monday, November 14

SESSION 15 SEMINAR

10:30 AM-12:00 Noon

Specialty Track: RM, I, FR

[PD]



Enterprise Risk Management Seminar: Part 1 - An Outside-in Perspective

Moderator: Prakash A. Shimpi

*Panel: Michael J. Barry *, Eric N. Berg *, Prakash A. Shimpi*

Insurance companies are dedicating significant resources and budgets to developing enterprise risk management (ERM) capabilities. Business processes, management procedures and information systems are being retooled to comply with emerging regulations and standards of practice. Nevertheless, there is much to be done in developing both the theory and practice of ERM. This half-day seminar takes a detailed look at ERM from two perspectives - the outside-in and the inside-out.

The Market Perspective

EEM has developed significant momentum in the marketplace. The original impetus was to improve corporate governance and make management accountable for the risks that they undertake. In the insurance industry, there has been a shift away from the focus on compliance to a broader shareholder value creation objective. This segment highlights the market forces that are at play and the possible future directions that ERM may take.

The Rating Agency Perspective

Rating agencies impose quite a number of requirements on insurance companies. A rating agency representative answers the following questions. How much weight do rating agencies give ERM in the overall rating? How do rating agencies assess the quality of a firm's ERM capabilities? Does ERM give them additional information on a company's credit worthiness?

The Shareholder Perspective

Equity analysts provide shareholders with expert analysis on a firm's prospects. It can be argued that equity analysts already consider the risks of a firm in developing their recommendations. If so, do investors recognize that? One of the reasons cited for the need for ERM is the shareholders' desire for greater transparency. Does ERM fulfill that

promise of greater transparency? Is there a danger of information overload? What ERM-related information do equity analysts utilize and how do they filter that to give investors the most useful information? In this segment we learn what weight an equity analyst puts on this new source of information.

The attendee receives an understanding of ERM and its use in managing, controlling and creating value from risks inherent in life insurance businesses.

ME

Follow Up: 38

Coordinator: Hubert B. Mueller

Monday, November 14

SESSION 16 PD

10:30 AM-12:00 Noon

Specialty Track: RM, I

[PD]



Credit Risk Management Practices

Moderator: Francis P. Sabatini

Panel: Adam Girling, George A. Holt**

Credit risk management practices are evolving with new and more sophisticated approaches being adopted by insurance companies. This half-day seminar describes current practices within the insurance industry and takes a closer look at the various techniques being used to measure and manage credit risk exposure.

Review of Credit Risk Management Practices

This part begins with a review of the evolution of credit risk management approaches used by insurance companies and examines the various techniques.

Yield Enhancement Strategies and Credit Risk

This session illustrates a number of yield enhancement strategies including the use of credit derivatives and the impact on the overall credit risk exposure.

Attendees gain an understanding of the advantages and disadvantages of the different approaches currently applied.

ME

Coordinator: Francis P. Sabatini

Monday, November 14

SESSION 17 SEMINAR

10:30 AM-12:00 Noon

Specialty Track: P



Enterprise Risk Management and Pension Finance: Working in Tandem - The ERM Initiative: Opportunities for Pension Actuaries

Moderator: R. Evan Inglis

Panel: Stephen G. Kellison, Emily K. Kessler, Max J. Rudolph

Enterprise risk management (ERM) is rapidly becoming an important actuarial tool and discipline. Most ERM initiatives by the actuarial profession to date have focused on financial institutions. How can ERM principles be understood and applied to corporations that sponsor defined benefit (DB) pension plans? How can pension actuaries use ERM to help plan sponsors manage, mitigate or retain plan risks as part of a strategy that encompasses all corporate financial and operational risks?

This 2½-day seminar looks at how ERM principles may be applied to DB pension plans and the enterprises that sponsor them. First, we'll overview current SOA efforts to build

expertise in this field. Next, because ERM requires an enterprise-wide view and because DB plans are financial subparts of businesses, the second session will treat the plan and its sponsor as one in preparation for the analysis and management of risk. The second day focuses on how the plan and its risks are viewed by others: equity analysts, credit rating agencies and accounting standard setters. The day concludes with a session that asks how DB plans add value for participants and shareholders. On day three, we'll talk about where we go from here: what are the regulatory constraints that stand in the way of value-added design and risk management? Our concluding session asks how capital markets will react to corporations that manage their DB plan risks in an enterprise-wide framework.

Every session includes substantial time for Q&A.

ERM is rapidly becoming an important actuarial tool and discipline. Most of the profession's ERM initiatives to date have focused on financial institutions. Where do DB pension plans fit in? This session includes an introduction to:

- the SOA/CAS ERM initiative
- ERM for financial institutions

Follow Up: 40, 64, 83, 102, 104, 130, 142

Coordinator: R. Evan Inglis

Monday, November 14

SESSION 18 SEMINAR

10:30 AM-12:00 Noon

Specialty Track: P, IN, F, H

[PD]



**Fertility Projections for Social Insurance Symposium:
A Primer on Fertility Rates**

Moderator: Sam Gutterman

Panel: Robert L. Brown, Stephen C. Goss, Sari L. Harrel

Sponsored by the Committee on Social Security - Retirement and Disability Income Committee

The level of future fertility rates is one of the principal assumptions used in the projection of long-range actuarial costs and revenues for social insurance programs, including the Social Security and Medicare programs in the United States and the Canada Pension Plan and the Quebec Pension Plan in Canada. So far, mortality assumptions have taken the limelight in these actuarial estimates while fertility assumptions have had limited public actuarial discussion. Since the financial effect of these projections influence significant public policy decisions and the public welfare, objectively developed and soundly based projections are extremely important. Moreover, most economically and demographically developed countries face low and uncertain fertility rates. Therefore, the subject is of interest not only in the United States and Canada, but in other developed countries as well.

The Fertility Projections for Social Insurance symposium provides an overview of the importance of fertility rates in social insurance projections relative to other demographic variables and present alternative schools of thought on expected future fertility experience. Drivers of fertility rates are discussed as well as differences in trends by country, with a focus on the United States and Canada. Current projection methodologies used by actuaries and demographers is explored. Finally, the usefulness of stochastic and other approaches is discussed.

The presenters include authors who submitted papers in response to the Society of Actuaries' call for papers on this subject. Leading social insurance actuaries and demographers from the United States and Canada are also speakers.

The objective of this session is to provide a framework for the remainder of the symposium with an overview of the total fertility rate, particularly focusing on

experience in Canada and the United States in comparison with that of the rest of the world. A summary of alternative schools of thought on expected future fertility experience is presented. The relative importance of fertility rates in developing projections of social insurance are compared with other assumptions such as labor force participation, migration and mortality. In addition, the sensitivity of alternative fertility rate scenarios as they operate on the dependency ratio on the social insurance projections is discussed.

Follow Up: 41, 44, 65, 84

Monday, November 14

SESSION 21 PD

12:15 PM–1:45 PM

Specialty Track: R, RM

[PD]



Enterprise Risk Management – the Reinsurers' Perspective Luncheon

Moderator: Francis P. Sabatini

Panel: Douglas W. Brooks, Michael W. Pado, Prakash A. Shimpi, John E. Tiller, Jr.

As enterprise risk management (ERM) becomes the mantra for today's insurance organizations, companies can fail to assess the real impact of reinsurance in the ERM integration process. Reinsurance has historically been an effective risk mitigation tool and should be an integral part of any ERM process. The luncheon speakers draw on their experience as ERM and reinsurance professionals to discuss the role of reinsurance solutions in the ERM framework and the role risk management plays inside a reinsurer.

Attendees learn the following:

- Perspectives on the role of reinsurance in an ERM framework; and
- Reinsurers' alternative approaches to managing enterprise risk

ME

This luncheon is open to all meeting attendees. There is a nonrefundable charge of \$25 per person. Please include the additional fee with your registration.

Coordinator: Craig M. Baldwin

Monday, November 14

SESSION 24 I

2:00 PM–3:30 PM

Specialty Track: A, H, R

Nontraditional Roles

Interviewer: Joseph Paesani

Interviewees: Glenn S. Daily, Aimee Kaye*, John Nusbaum**

Actuaries are increasingly employed in nontraditional roles. A senior executive who has hired actuaries, a consultant who retains actuaries in his insurance practice and a recruiter who places actuaries share their experiences and insights.

Topics include:

- Examples of nontraditional opportunities available to actuaries
- Skill sets needed to compete for and succeed in nontraditional roles

- Some of the “intangibles” of success outside a traditional actuarial setting

Attendee benefits include:

- Increased knowledge of nontraditional opportunities
- An understanding of the skills needed to succeed in a non-traditional role
- What non-actuarial leaders look for in key employees

Coordinator: Paul V. Bruce

Monday, November 14
2:00 PM–3:30 PM

SESSION 25 PD
Specialty Track: FR, IN



The Morris Report - Shakeup in the UK Profession – How Does It Affect You?

Moderator: Henry W. Siegel

*Panel: Cindy Hargadon *, Robert E. Wilcox*

Imagine a profession in which the Actuarial Standards Board and the educational process for actuaries are overseen by a group consisting of non-actuaries! The Morris Report on the Actuarial Profession in the UK recommends these and other significant changes to the way the profession handles education, standards, client relationships, its responsibility to the public and a variety of other areas. This session describes the important recommendations of the report and how those recommendations might impact the profession in North America. The response of the profession in the United States and Canada to those recommendations are covered.

Coordinator: Henry W. Siegel

Monday, November 14
2:00 PM–3:30 PM

SESSION 26 D
Specialty Track: H
[PD]



Medical vs. Pharmacy Trends – Do Higher Prescription Trends Lead to Lower Medical Trends?

Moderator: Lisa F. Tourville

Debaters: Margaret Wood Wear, Mark D. Wernicke

Panelists discuss a link that has been debated for years – the negative correlation between pharmacy and medical trends. They share experiences and analyses as well as models for potential savings. Physician, inpatient and outpatient hospital health cost categories are discussed as well as condition-specific examples.

Attendees gain insight into the negative correlation between medical and pharmacy trends.

ME

Coordinator: Lisa F. Tourville

Monday, November 14

SESSION 27 PD

2:00 PM–3:30 PM

Specialty Track: PD, RM, FR

[PD]

**Universal Life No-lapse Guarantee Update***Moderator: John M. Fenton**Panel: John M. Fenton, Thomas P. Kalmbach*

Universal Life (UL) sales have increased significantly over the last several years, making it the dominant life product sold today. The growth in UL sales is largely due to the popularity of no-lapse guarantee provisions and competitiveness of the premiums. These no-lapse guarantee provisions have also generated controversy with regard to reserving, and concern about aggressive pricing.

Panelists discuss recent developments, including:

- Product and sales trends
- Regulatory developments
- Progress report on the Academy's UL Working Group

Attendees gain a deeper understanding of recent developments impacting the UL marketplace.

ME*Coordinator: Elinor Friedman*

Monday, November 14

SESSION 28 PD/IF

2:00 PM–3:30 PM

Specialty Track: R

[PD]

**Realities of the Quota-share World***Moderator: David A. Rains**Panel: Michael Gerard DeKoning, Joni Lehman **

As the industry deals with the practicalities of the current quota-share environment, all too often there are ambiguities in the terms and conditions under which the parties will work together. This session addresses the need for clarity between parties and the practical application of the perceived terms.

Attendees gain an appreciation for the following:

- Cedants', reinsurers' and retrocessionaires' viewpoints on key terms
- Implementation and administration of these agreements
- Practical knowledge through case studies and interactive discussion

ME*Coordinator: Larry Warren*

Monday, November 14

SESSION 29 PD

2:00 PM–3:30 PM

Specialty Track: TX, H

[PD]

**Current Issues In Health Insurance Taxation**

Moderator: Rowen B. Bell

Panel: Gregory L. Stephenson, Peter H. Winslow**

Many observers have argued that tax considerations have historically been one of the most significant influences in shaping the development of the U.S. health insurance industry. Today, with broad-based tax reform looming on the federal agenda for the first time in 20 years, it is an appropriate time to take stock of the ways in which tax issues are currently affecting our industry and our profession.

The precise subject matter of the discussion depends on current events, but may include such topics as:

- The impact of recent tax code developments on health insurance products (e.g., Health Savings Accounts as a means of encouraging the proliferation of high-deductible high plans)
- The impact of recent judicial decisions & regulatory actions on the tax burdens of health insurers (e.g., IRS challenges to insurers' claim reserve deductions)
- The potential impact on the health insurance market of proposed revisions to the tax code

Attendees leave the session with an enhanced awareness of the recent and prospective impact of tax issues on the U.S. health insurance market from both a product and financial perspective

<ME

Coordinator: Rowen B. Bell

Monday, November 14

SESSION 30 PD

2:00 PM–3:30 PM

Specialty Track: T



Controlling Your Data

Moderator: Frank G. Reynolds

Panel: Kevin J. Pledge, Frank G. Reynolds

Actuaries depend on accurate data in order to effectively perform our work. Our technology-driven environment means that we must deal with exponentially increasing amounts of data, but the data we receive is not necessarily "good" data. We must constantly validate the quality of the data we receive.

This session covers several approaches to helping ensure data quality, including:

- Using tools for comparing large amounts of data
- Using data standards to reduce data handling and mishandling
- Methods for adhering to data quality standards of practice

This session helps attendees learn data handling techniques, understand available tools and gain understanding of technology trends that can contribute to giving you a higher degree of confidence in the quality of data you receive.

ME

Coordinator: Paula M. Hodge

Monday, November 14

SESSION 31 D

2:00 PM–3:30 PM

Specialty Track: PD, RM

[PD]



Annuity Guarantee Costs: What's the Better Measure?

Moderator: Douglas L. Robbins

Debaters: Mark D. J. Evans, David M. Walczak

Annuity product development actuaries are increasingly asked to determine a cost (often in basis points) for guarantees to be offered. They typically accomplish this using one of two pricing methods:

1. A real-world evaluation of costs as used in some basic pricing exercises, and now implicitly required under proposed risk-based capital and reserve standards (with very conservative tail scenarios).
2. A market consistent approach, used when the actuary is considering hedging the benefits, obtaining reinsurance, etc.

How do these two measures work? What are the advantages and disadvantages of each? Which is "better"? Debaters hash this out!

Attendees leave more familiar with both real-world and risk-neutral valuation of guarantee costs. They understand:

- How each pricing method works
- Advantages and disadvantages of each
- Areas where one of the two pricing methods may be more applicable

<ME

Coordinator: Douglas L. Robbins

Monday, November 14

SESSION 32 OF

2:00 PM–3:30 PM

Specialty Track: HDI

[PD]



Individual Disability Income: Challenges in Projecting Morbidity Costs

Moderator: Andronico Lucas Castillo

Panel: James Rick Morris, Arthur J. Verney, Robert F. Wade

Individual disability income actuaries must address many factors in developing projected claim costs. However, company experience may be limited and published tables/experience studies may not be comparable. The panel provides examples of how to address some specific issues. The audience is given the opportunity to share their experiences. Specific topics discussed include:

- Occupational rating classifications
- Unique markets and benefits
- Impact of replacement ratios
- Non-smoker/smoker rating

Attendees:

- Obtain information about factors impacting morbidity

- Gain insights about techniques used to determine the impact of these factors
- Learn how published industry tables and studies can be utilized

ME

Coordinator: Andronico Lucas Castillo

Monday, November 14

SESSION 33 PP

2:00 PM–3:30 PM

Specialty Track: MD, PD

[PD]



Successful Product and Process Innovation: Winners of the Product and Process Innovative Marketing Award

Moderator: Ian G. Duncan

*Presenters: Anand Deo *, Jon Hamilton *, Walter S. Rugland*

The Professional Insurance Marketing Association (PIMA) established a new award called the Product and Process Innovative Marketing Award. PIMA's competition was co-sponsored by SOA's Marketing and Distribution Section. Entries were judged equally on three critical elements: originality, salability, and profitability. Three winners were selected, and all three winning companies present their award-winning innovations in this session.

The three products presented are:

- Telemarketing/do-not-call list
- Mathematical model for agent prospects
- Short-term hospital indemnity product

Attendees learn more about product innovation, designing and developing new products and bringing them to market.

Coordinator: Ian G. Duncan

Monday, November 14

SESSION 34 TS

2:00 PM–3:30 PM

Specialty Track: LTC

[PD]



NAIC Experience Reporting Forms and Reserve Issues

Moderator: Robert K. Yee

Instructors: Catherine A. Charles, Allen J. Schmitz

The NAIC is considering revisions to the Long-Term Care (LTC) Loss Experience Forms that are required for annual supplemental filings. The NAIC's emphasis will be on reserve adequacy rather than on claim experience. This session presents the background for the change and takes an in-depth look at the proposed formats. Examples are used to illustrate the process for completing the forms. Implementation issues facing both large and small companies are highlighted and discussed. Lastly, the session links the new formats with a company's on-going reserve adequacy analysis.

Attendees gain insight and understanding of the new LTC Loss Experience Forms.

ME

Coordinator: Allen J. Schmitz

 Monday, November 14

2:00 PM–3:30 PM

SESSION 35 WS

Specialty Track: FR

[PD]

U.S. GAAP Workshop*Facilitators: John W. Morris, Deborah Whitmore *, Darin G. Zimmerman*

This workshop is a follow-up to the open forum held on the same topic. The workshop focuses on emerging U.S. GAAP issues, with emphasis placed upon implementation issues encountered by affected companies. Discussion topics include GAAP guidance on current GAAP issues, with particular emphasis on SOP on internal replacements and implementation of Sarbanes/Oxley.

Participants discuss personal experience related to the implementation of these accounting standards and how issues are resolved. Additionally, the group shares insights into how the standards may affect the reporting of different product designs, features and transactions. Attendees take away practical solutions for implementing these standards.

*Follow up to: 3 OF***ME***Coordinator: Darin G. Zimmerman*

 Monday, November 14

2:00 PM–3:30 PM

SESSION 36 OF

Specialty Track: H

[PD]

**Medicare Update – Competitive Bidding***Moderator: Damian A. Birnstihl**Panel: Paul I. Spitalnic, Lynette L. Trygstad, Carl B. Wright**Facilitator: Paul I. Spitalnic*

It is November 2005. The 2006 Medicare Advantage and Medicare Part D bidding processes have been completed and contracts have been awarded; we can now take a look back at the bidding process and outcome. Was the process successful from the perspective of Center for Medicare and Medicaid Services (CMS) and current and prospective Medicare carriers? Did any unexpected glitches occur, and if so how will they be addressed going forward? What lessons were learned? Is CMS planning any changes to the process? Are carriers more likely or less likely to stay in the market? Join us for a round-table discussion of these and related questions.

Attendees gain a greater understanding of Medicare competitive bidding in the Medicare Modernization Act environment.

ME*Coordinator: Damian A. Birnstihl*

 Monday, November 14

2:00 PM–3:30 PM

SESSION 37 WS

Specialty Track: SC, RM

[PD]

Avian Influenza: Is Your Company Prepared?

Facilitators: David N. Ingram, W. Howell Pugh, Max J. Rudolph

Since 2003, avian influenza has become rampant in Southeast Asia. Health experts warn that we are on the brink of a new influenza pandemic. Attendees share information and techniques for stress testing their company's preparedness.

- First, on any significant mortality fluctuation, a smaller company has a greater chance of having unusually high claims than does a larger company (and a greater chance of missing it altogether). A small company should think through whether their retention limits are set appropriately to provide for something like a flu epidemic.
- Second, the flu epidemic could be a stress scenario that a small company could use to look at surplus adequacy and operational preparedness. The small company attendees learn about flu scenarios to help them form appropriate stress tests.

Attendees can boost their knowledge of advance reading. Two excellent summaries are:

- World Health Organization, "Avian Influenza: Assessing the Pandemic Threat", can be downloaded by [clicking here](#).
- Max Rudolph, "Influenza Pandemics: Are we Ready for the Next One?", Risk Management Newsletter, July 2004.

ME

Coordinator: W. Howell Pugh

Monday, November 14

38 SEMINAR

2:00 PM–3:30 PM

Specialty Track: RM, I, FR

[PD]



Enterprise Risk Management Seminar: Part 2 – An Inside-out Perspective

Moderator: Prakash A. Shimpi

*Panel: Gideon Pell *, Craig R. Raymond, Michael Slipowitz*

Insurance companies are dedicating significant resources and budgets to developing enterprise risk management (ERM) capabilities. Business processes, management procedures and information systems are being retooled to comply with emerging regulations and standards of practice. Nevertheless, there is much to be done in developing both the theory and practice of ERM. This half-day seminar takes a detailed look at ERM from two perspectives – the outside-in and the inside-out.

The ERM Business Environment

One of the greatest challenges to implementing ERM is organizational inertia. ERM creates its own processes that can impose additional demands on the firm's resources. In order for ERM to deliver value, it must reside within a corporate environment that allows information to flow freely. In this segment we hear from a practitioner who has faced these issues and learn how they were addressed.

The ERM Analytical Framework

ERM processes generate large amounts of data, which needs to be turned into knowledge through an analytical framework. Is there an overarching framework that applies to all risks and all business operations? How useful is economic capital? Does

the analysis provide enough detail at the business unit level? Are there some risks that just cannot be included in the analysis? How does the analysis lead managers to make better decisions? This segment gives us the opportunity to learn from a practitioner who has had to implement such an ERM framework.

Case Study for ERM Implementation

A company representative provides a case study of how their company implemented ERM, including suggestions for the quantification of both financial and operational risks.

The attendee receives an understanding of ERM and its use in managing, controlling and creating value from risks inherent in life insurance businesses.

<ME

Follow up to: 15

Coordinator: Hubert B. Mueller

Monday, November 14

39 SEMINAR

2:00 PM–3:30 PM

Specialty Track: RM, I

[PD]

Credit Risk Management Practices Seminar: Part 2

CANCELED

Monday, November 14

40 SEMINAR

2:00 PM–3:30 PM

Specialty Track: P

Noncore Credit: 90 minutes

[PD]



Enterprise Risk Management and Pension Finance: Working in Tandem - Consolidating the DB Plan and the Corporate Sponsor

Moderator: Michael Walter Peskin

*Panel: Tom Copeland *, Raymond J. Murphy, Cliff Speed **

For a complete description of the seminar, see 17 Seminar.

Equity markets bring DB pension plan assets and liabilities into their pricing. This provides a natural entry point for a discussion of enterprise risk management that includes DB plans. ERM directs a corporation to look comprehensively at its opportunities to add value and at the associated risks. How do DB plans fit into this picture? ERM compares the cost of risk mitigation (for example, by hedging or insurance) to the implied cost of risk retention. Retained risks are "budgeted." What is the risk budget for DB plans?

Follow up to: 17

Follow up: 64, 83, 102, 104, 130, 142

Coordinator: Michael Walter Peskin

Monday, November 14

41 SEMINAR

1:45 PM–3:30 PM

Specialty Track: P, IN, F, H

[PD]



Fertility Projections for Social Insurance Symposium: Drivers of Fertility Rates

Moderator: Neela K. Ranade

*Panel: Alain Belanger *, Robert L. Brown, Gopi Bipin Shah*

Sponsored by the Committee on Social Security - Retirement and Disability Income Committee

For a complete description of the symposium, see 18 Seminar.

There are several significant types of drivers of both level and timing of fertility rates. Among them are the demographic profile of women, including their education, immigrant status, income and cultural backgrounds and labor force participation. Differences in trends by country, focusing on those of Canada and the United States is explored, as their fertility has recently and might continue to diverge. As a result of the historically low rates of fertility worldwide, governments have begun to provide economic incentives to enhance such rates, even though they may not be compatible with short-term economic growth.

Follow up to: 18

Follow up: 44, 65, 84

Annual Meeting registrants can attend some or all of the symposium sessions or you can register only for the symposium. If you would like to attend only the symposium, please visit www.soa.org under meetings & seminars, then events for a registration form.

Monday, November 14

44 SEMINAR

4:00 PM–5:45 PM

Specialty Track: P, IN, F, H

[PD]



Fertility Projections for Social Insurance Symposium: Projection Methodologies

Moderator: Joseph A. Applebaum

*Panel: Christopher David Daykin, Frederick W. Hollmann *, Pierre Plamondon, Alice H. Wade*

Sponsored by the Committee on Social Security - Retirement and Disability Income Committee

For a complete description of the symposium, see 18 Seminar.

Current approaches to long-term forecasts of fertility rates, both regarding total fertility rates and their distribution by age are discussed. Approaches taken by actuaries and demographers are explored by speakers from the United States, Canada and the United Kingdom.

Follow up to: 18, 41

Follow up: 65, 84

Annual Meeting registrants can attend some or all of the symposium sessions or you can register only for the symposium. If you would like to attend only the symposium, please visit www.soa.org under meetings & seminars, then events for a registration form.

Tuesday, November 15

SESSION 47 SM/IF

7:00 AM–8:15 AM

Specialty Track: HDI

Health Disability Income Hot Breakfast - Experience Studies: Ask the Experts

Moderator: Thomas R. Corcoran

Panel: Robert W. Beal, Roger L. Martin, Susan R. Sames

Extensive efforts have been made to produce updated experience studies for individual disability income, group life, and group long term disability. After brief updates from members of the experience committees, the audience is given the opportunity to ask questions and provide input. Discussion topics include:

- Findings to date
- Future directions of the studies
- Ways to increase the value of the studies

Attendees:

- Obtain the latest information on experience studies
- Learn about what will be delivered in the future
- Provide input on how to improve the studies

ME

This session is open to all meeting attendees. There is a nonrefundable charge of \$15 per person for Health Section members and \$20 for all others. Please include the additional fee with your registration.

Coordinator: Thomas R. Corcoran

Tuesday, November 15

SESSION 48 SM

7:00 AM–8:15 AM

Specialty Track: I

Investment Section Hot Breakfast: Investment Professionals and Actuaries

Moderator: Catherine E. Ehrlich

*Lecturer: Emanuel Derman **

Emanuel Derman is a professor at Columbia University and director of their program in financial engineering, and is also the Head of Risk at Prisma Capital Partners, a fund of funds. His book, *My Life as A Quant: Reflections on Physics and Finance* was published by Wiley in September 2004, and was one of Business Week's top ten books of the year for 2004.

In 1985, Dr Derman joined Goldman Sachs' fixed income division where he was one of the co-developers of the Black-Derman-Toy interest-rate model. From 1990 to 2000 he led the Quantitative Strategies group in the Equities division, where they pioneered the study of local volatility models and the volatility smile.

Dr Derman was named the IAFE/Sungard Financial Engineer of the Year 2000, and was elected to the Risk Hall of Fame in 2002.

Attendees gain insight into Dr. Derman's vast experience in the areas of investment risk management and model use.

This breakfast is open to all meeting attendees. There is a nonrefundable charge of \$10 per person for Investment Section members and \$20 for all others. Please include the

additional fee with your registration.

Coordinator: Ellen Cooper

Tuesday, November 15	SESSION 49 SM/BG
7:00 AM–8:15 AM	Specialty Track: LTC

Long-Term-Care Section Hot Breakfast: Current Issues In Long-Term Care

Moderator: Allen J. Schmitz

Facilitators: James C. Berger, Keith W. Burns, Robert K. Yee

This session features small group discussions of current Long-Term Care (LTC) topics including:

- Valuation issues: risk based capital, experience reporting forms, potential valuation table
- Pricing issues: meaning of “moderately adverse”, new product designs
- Industry growth issues: current sales results, potential scenarios that could lead to growth or demise of the LTC industry

Attendees learn about current topics and share their thoughts with others in a small group setting

This hot breakfast is open to all meeting attendees. There is a nonrefundable charge of \$10 per person. Please include the additional fee with your registration.

Coordinator: Allen J. Schmitz

Tuesday, November 15	SESSION 50 SM
7:00 AM–8:15 AM	Specialty Track: PD

Product Development Section Hot Breakfast

Chairpersons: Elinor Friedman, Abraham S. Gootzeit

Members of the Product Development Section discuss current issues and section activities over a hot breakfast.

This hot breakfast is open to all attendees. There is a nonrefundable charge of \$10 per person for Product Development Section members and \$15 per person for all others. Please include the additional fee with your registration.

Coordinator: Abraham S. Gootzeit

Tuesday, November 15	SESSION 52 SM
7:00 AM–8:15 AM	Specialty Track: E&R

Education and Research Section Continental Breakfast

Chairpersons: Claire Bilodeau, Thomas P. Edwalds

Outgoing and incoming section chairs present the section's activities of the past year and projects for the coming year. Members of the Education and Research Section discuss current issues over continental breakfast.

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

Coordinator: Leonard A. Asimow

Tuesday, November 15

SESSION 55 SM/RP

8:00 AM–10:00 AM

Specialty Track: T, M

Moderator: Paula M. Hodges

*Panel: Sean Allen *, Paula M. Hodges*

Technology and Management and Personal Development Sections Joint Hot Breakfast: Using Technology for Effective Communications

One key component to managing change, expressing your ideas and implementing a new product is effective communication. This session addresses a broad range of options, and provides suggestions on effective ways to communicate your message using readily available technology.

Topics covered in this session include:

- Effectively using e-mail and voicemail
- Discovering Web-conferencing capabilities
- Introductions to tools for sharing information

Attendees:

- Learn how to effectively filter the vast amounts information that we all receive
- Become aware of the best tools to conduct a meeting with remote attendees
- Understand common communication errors and learning techniques to avoid them

This session is open to all meeting attendees. There is a nonrefundable charge of \$10 for members of the Technology or Management & Personal Development Sections and \$20 for all others. Please include the additional fee with your registration.

Coordinators: Paula M. Hodges, Faisal Siddiqi

Tuesday, November 15

SESSION 57 PD

8:30 AM–10:00 AM

Specialty Track: FR

[PD]



U.S. Statutory Update

Moderator: Kerry A. Krantz

Panel: Larry J. Bruning, Thomas A. Campbell, Gary L. Rose, Stephen J. Strommen

This session provides updates on statutory reporting issues of current interest, including:

- State adoptions of:
 - 2001 CSO mortality table
 - Revised actuarial opinion and memorandum regulation
- Status of the Academy Standard Valuation Law II working group project on principle vs. rule-based valuation
- Reserving for variable products
- Other significant developments at the NAIC

Follow Up: 99 WS

ME

Coordinator: Kerry A. Krantz

Tuesday, November 15

SESSION 58 PD

8:30 AM–10:00 AM

Specialty Track: H

[PD]



Self-funding Strategies in Today's Environment

Moderator: Gregory W. Parker

Panel: Steven J. Abood, Michael R. McLean, David Wilson

The panelists discuss strategies for success in today's self-funded market. Topics include product design, stop-loss insurance, tax advantages and administration.

Attendees learn about the self-funded marketplace with an emphasis on current changes and issues.

ME

Coordinator: William R. Lane

Tuesday, November 15

SESSION 59 PD

8:30 AM–10:00 AM

Specialty Track: H

[PD]



Medicaid Managed Care Plans

Moderator: Lori Weyuker

Panel: Timothy F. Harris, Bryan F. Miller

Panelists discuss current developments within Medicaid managed-care plans, including:

- Government budget shortfalls and impact on Medicaid in various states
- Impact of changes to Medicare on Medicaid
- Innovations in managing Medicaid programs

Attendees gain insight into the latest developments in the Medicaid sector including updates to changes in legislation and regulation, and how this population is being managed given the current environment of governmental budget cutbacks.

ME

Coordinator: Lori Weyuker

Tuesday, November 15

SESSION 60 PD

8:30 AM–10:00 AM

Specialty Track: PD

Core Credit: 60 minutes

[PD]



Mortality at the Older Ages

Moderator: Dieter S. Gaubatz

*Panel: Richard L. Bergstrom, Anna R. Hart *, Allen M. Klein*

The maximum issue age of life insurance products is being pushed ever higher. In the past, products were rarely issued passed age 70. Today, it is not uncommon to see issues up to age 85-90 and some companies issue up to age 85 or 90 years old. While there is a need to price products at these ages, credible insurance experience does not yet exist. So, what does a pricing actuary do to determine the appropriate mortality assumption for older issue ages?

This session covers:

- Why it is inappropriate to assume a level percentage of the SOA 1975-80 table for pricing older ages?
- How and why does the slope of mortality at older ages differ from younger ages?
- Arguments for and against why preferred whether preferred underwriting wears off completely, suggesting select mortality should grade into aggregate, or continues indefinitely, suggesting a less steep slope
- Whether or not mortality is expected to improve over time at these ages

The attendees gain a better understanding of:

- Considerations for developing a pricing mortality assumption for the older issue ages, and
- Drivers of the possible shapes of the select period mortality.

ME

Coordinator: Mary Ann Broesch

Tuesday, November 15

SESSION 61 TS

8:30 AM–10:00 AM

Specialty Track: LTC, PD

[PD]



LTC Combination Products

Moderator: Timothy Edwin Hale

*Instructors: Timothy Edwin Hale, Richard L. Merrill *, Arthur J. Verney*

Insurance companies are increasingly offering combination LTC products that offer several advantages over stand-alone product designs. This session will review and discuss:

- Various combination products offering LTC riders to universal life, variable universal life, whole life, deferred annuities and immediate annuities
- Other living benefit riders such as critical illness and disability income
- The pricing issues associated with developing these riders
- The reserving and taxation issues associated with these products
- The benefit adjudication of LTC and other living-benefit riders

Attendees learn the structure of the combination products as well as the advantages and disadvantages of these products.

ME

Coordinator: Allen J. Schmitz

Tuesday, November 15

SESSION 62 TS

8:30 AM–10:00 AM

Specialty Track: PD, RM

[PD]



Stochastic Pricing

Instructors: Geoffrey Henry Hancock, Craig E. Ryan

Stochastic pricing has become a standard practice for certain benefits such as guaranteed-minimum death benefits and guaranteed living benefits on life and annuity products. Stochastic models are also beginning to be used to determine statutory and GAAP reserves. This session takes the attendees through a case study using stochastic pricing.

The instructors discuss:

- Current uses of stochastic pricing
- Methodology used for stochastic pricing
- A case study for annuity product pricing
- Value added by the use of stochastic pricing
- Additional uses of stochastic pricing model
- Coordination with Asset Adequacy Analysis and principle-based reserving

The attendees gain an understanding of:

- The stochastic pricing process
- The current uses and value added by stochastic pricing
- Whether stochastic pricing is applicable to their jobs

Coordinator: Jeffrey A. Beckley

Tuesday, November 15

63 SEMINAR

8:30 AM–10:00 AM

Specialty Track: RM, I, PD, FR

[PD]



Annuity Risk Management Seminar: Part 1: Annuity Risk Management - Overview

Moderator: Hubert B. Mueller

Panel: Hubert B. Mueller, Denis J. Tauscheck

Annuity products present unique risk management challenges, which are a function of the guarantees, crediting strategies, policyholder behavior and ultimately the investment strategy. Risk management becomes a blend of product design, product management, reinsurance and strategic investing, including implementing hedging programs. This half-day seminar presents case studies illustrating how different risk management techniques can mitigate exposure to risk.

This part presents the key concepts to this topic. The panelists present the implications of recent regulatory changes on product design, pricing and risk management. An

overview of best practices for annuity risk management in a changing and dynamic economic environment is provided. Each major type of annuity product (variable, fixed and equity indexed), is discussed, with a focus on how companies apply these risk management techniques to their overall product management strategy today.

Follow up: 101

ME

Coordinator: Hubert B. Mueller

Tuesday, November 15

64 SEMINAR

8: 30 AM–10:00 AM

Specialty Track: P

Noncore Credit: 90 minutes

[PD]



Enterprise Risk Management and Pension Finance: Working in Tandem - Equity Analyst's View

Moderator: R. Evan Inglis

*Panel: Gordon C. Enderle, Mark Ruloff, David Zion **

For a complete description of the seminar, see 17 Seminar.

How do equity analysts view the risks, costs, and opportunities of DB plan sponsorship? Until recently, the few equity analysts and investors who paid any attention to pensions took FAS 87 pension earnings at face value. How different is it today? An equity analyst tells us how he analyzes pension disclosures today. Two consulting actuaries react to this analysis and discuss their approach to consulting with clients.

Follow up to: 17, 40

Follow Up: 83, 102, 104, 130, 142

Coordinator: R. Evan Inglis

Tuesday, November 15

65 SEMINAR

8: 30 AM–10:00 AM

Specialty Track: P, IN, F, H

[PD]



Fertility Projections for Social Insurance Symposium: The Future - Alternative Approaches, Measurement and Uncertainty

Moderator: J. Bruce MacDonald

*Panel: Sam Gutterman, Felix Koschin *, David R. McKusick*

Sponsored by the Committee on Social Security - Retirement and Disability Income Committee

For a complete description of the symposium, see 18 Seminar.

As shown in earlier panels, historical experience has seen significant ranges in fertility levels. Although it is easy to project a continuation of past recent trends, a wide range of possible future fertility paths exist. What are some of the determinants of this uncertainty and how can a better understanding of fertility-rate drivers translate into both better projections and a better understanding of the significant uncertainty associated with fertility-rate projections? In addition, the relationship among assumptions is explored. The usefulness of stochastic approaches is also discussed.

Follow up to: 18, 41, 44

Follow up: 84

Annual Meeting registrants can attend some or all of the symposium sessions or you can register only for the symposium. If you would like to attend only the symposium, please visit www.soa.org under meetings & seminars, then events for a registration form.

Tuesday, November 15

68 SEMINAR

8:30 AM–12:00 NOON

Specialty Track: SCF, CCA, A



Starting Your Own Consulting Business Seminar

Moderator: Daniel P. Cassidy

*Panel: Daniel P. Cassidy, Ian G. Duncan, David Evans *, Michael L. Libman, Emily Neustadt *, David S. Rintoul *, Ruth Ann Woodley*

Have you ever thought about starting your own consulting business someday? Attend this seminar to get an overview of what it takes to get started. Obtain insights from actuarial entrepreneurs who have started their own consulting businesses. Speakers include actuaries and other business professionals from both traditional and non-traditional areas. Topics include the following:

- Do I have the business and actuarial expertise to do this?
- What do I sell and to whom? How do I market to them?
- What insurance coverage should I buy (e.g., professional liability, general liability, employee benefits, other)?
- What are my resources (e.g., legal, accounting, technology, outside industry data sources, internet, disaster-recovery backups)?
- How to manage the intangibles, such as the day-to-day highs and lows of the business.
- How do I know whether my business plan is working?

At the conclusion, attendees:

- understand the general issues and steps involved in starting a consulting business
- gain insights to determine if starting a consulting business makes sense to them
- be better prepared to face the challenges of starting a business
- have participated in an informal networking opportunity with colleagues

Coordinator: Charles E. Ritzke

Tuesday, November 15

SESSION 70 PD

10:30 AM–12:00 NOON

Specialty Track: P

Noncore Credit: 90 minutes

[PD]



Spending Lump Sums: Why do Retirees Do What They Do?

Moderator: Steven C. Siegel

*Panel: Mathew Greenwald *, Anna M. Rappaport, Eric T. Sondergeld*

This session provides the findings from SOA focus group research and a LIMRA survey

on how individuals spend single-sum retirement accounts (generated through a 401(k), IRA and/or defined-benefit-plan lump sum). The SOA research specifically targets individuals who have no annuity income other than Social Security, and how they've made decisions to manage that money, including whether to annuitize. The LIMRA research also explores the decisions individuals make when faced with the opportunity to receive a lump sum.

Tuesday, November 15

SESSION 71 PD

10:30 AM–12:00 NOON

Specialty Track: F, PD

[PD]



Preferred Mortality Research Using Futurism Methods

Actuaries can use nontraditional methods to solve actuarial problems. Recent SOA research has used futurism techniques to determine values used in actuarial subjects and topics.

Panelists discuss:

- How professionals obtain and analyze information using futurist techniques.
- Possible subjects for using futurist techniques

Attendees leave the session with an increased understanding of:

- Applying futurist techniques
- Creating professional research
- Recently completed research

Coordinator: Stephen F. Flick

Tuesday, November 15

SESSION 72 PD

10:30 AM–12:00 NOON

Specialty Track: IN



International Assignments

Moderator: Rejean S. Besner

*Panel: Michael W. Hughes, Aimee Kaye *, J. Elisabeth Starnes*

Experience working outside of North America adds significant value to your resume. Many actuaries would be interested in an international assignment but may not fully appreciate the challenges involved in relocating and working in a different country, even if for a limited period of time. The panelists share their experience of living and working in foreign countries as well as the impact that this experience has on their career.

The participants learn:

- How to gain access to opportunities to work outside of North America
- Practical tips on the challenges associated with working in a different country
- The potential impact of an international assignment on your career

Coordinators: William R. Horbatt, Rejean S. Besner

Tuesday, November 15
10:30 AM–12:00 NOON

SESSION 73 PD
Specialty Track: I, RM
[PD]



Variable Annuity Derivative Based Hedging Programs: A Practical Application

Moderator: Ellen Cooper

Panel: Gary A. Hatfield, Brent P. Martonik, Michelle D. Smith

Attendees examine practical implications through Case Study Examples of Variable Annuity Hedging Programs with a variety of alternative strategies. Emphasis is placed on static vs. dynamic hedge.

The attendees gain an understanding of:

- The difference between the economic cost of a hedge vs. its economic impact on cash flows
- Impact of accounting implications vs. economic cost
- Practical approaches to hedging the exposure of variable annuity guarantees
- Alternative hedge programs

ME

Coordinator: Ellen Cooper

Specialty Track: R, PD
10:30 AM–12:00 NOON

SESSION 74 PD
Specialty Track: F, PD
[PD]



Reinsurance Actuarial Science – Lessons Learned

Moderator: Melville J. Young

Panel: Lawrence S. Carson, Amhlaoibh Lynch, David J. O'Brien

This session deals with many of the major issues facing Actuaries when pricing life and annuity reinsurance transactions. These include:

- The impact on annuity reinsurance of product design, different actuarial assumptions and of resulting differences in product management, as well as various issues specific to reinsurance.
- The impact of XXX reserves, the mixed message from mortality experience studies (particularly older ages), the effect of preferred underwriting on mortality expectations, and the impact on companies' risk profiles arising from the increased popularity of Term Return of Premium riders.

Attendees gain a better understanding of:

- the environment within which they will be seeking reinsurance support
- reinsurer's insights regarding the future of interest rate spreads and mortality measurement
- the availability of capacity from the reinsurance community for these risks

ME

Coordinator: Melville J. Young

Tuesday, November 15
10:30 AM–12:00 NOON

SESSION 75 PD
Specialty Track: TX, FR
[PD]



The New Tax Reserve Textbook

Moderator: Edward L. Robbins

*Panel: Richard N. Bush *, Barbara R. Gold, Kory J. Olsen*

Tax reserves and related items are a vitally important component of the life insurance company tax return. The new textbook, published by the Society of Actuaries in the summer of 2005, is the first comprehensive textbook to deal with this subject matter. The book contains the following material:

- Statutory and tax reserve calculation methodology for most products issued and in force in life insurance companies as of December 31, 2004
- Authoritative guidance for compliance and the various forms of IRS communication
- Tax implications for proper pricing of products
- Approaches to surfacing and evaluating tax concerns
- Identifying tax planning opportunities
- Documentation of best practices

Attendees gain a further understanding of the content of the book, and how it deals with legal, accounting and actuarial issues in this important function.

ME

Coordinator: Edward L. Robbins

Tuesday, November 15
10:30 AM–12:00 NOON

SESSION 76 PD
Specialty Track: T



Your IT Systems - Beyond Valuation Software

Moderator: Brian M. Septon

Panel: Randall Alexander Kaye, Brian M. Septon

Organizations need to understand complex information technology systems and the procurement of those systems to keep up with the frequent improvement in available technology. Actuaries are frequently members of the technology decision-making throughout the lifecycle of the system. This session focuses on providing actuaries with guidance on:

- Evaluating an organization's IT needs
- Learning the key steps in system procurement
- Understanding an actuary's role in implementing systems

After attending this session, attendees:

- Become better informed on systems used in organizations
- Understand the different aspects of evaluating, purchasing and implementing systems
- Learn how to avoid some of the common pitfalls of technology implementations

Coordinator: Brian M. Septon

Tuesday, November 15
10:30 AM–12:00 NOON

SESSION 77 BG
Specialty Track: SC
[PD]

Products of Interest for Small Companies

Moderator: Leon L. Langlitz

Facilitators: Leon L. Langlitz, James R. Makin, Michael A. Mayberry, Anthony G. Proulx

This session provides an opportunity to share product ideas with peers working in small companies.

Attendees break into small groups to discuss products of their choice. Facilitators lead the discussions while all group members have opportunities to contribute. Midway through this session, attendees have the opportunity to rotate to other discussions.

Attendees have the chance to discuss problems and solutions with other small company actuaries and be better able to examine the tradeoffs of the products discussed.

ME

Coordinator: W. Howell Pugh

Tuesday, November 15
10:30 AM–12:00 NOON

SESSION 78 IF
Specialty Track: AAA
[PD]

Before You Accept an Assignment: Are You Qualified?

Moderator: Tom Bakos

*Panel: Tom Bakos, Lauren M. Bloom *, Allan W. Ryan*

The Code of Professional Conduct provides the actuary with general guidance in Precept 2, which states that “An Actuary shall perform Actuarial Services only when the actuary is qualified to do so on the basis of basic and continuing education and experience and only when the actuary satisfies applicable qualification standards.” It is the actuary’s responsibility to use professional judgment in determining whether this requirement is satisfied. More specific guidance exists, for example in the American Academy of Actuaries’ Qualification Standards for Prescribed Statements of Actuarial Opinion.

As the actuarial profession evolves, and the scope of actuarial services expands both internationally, and into nontraditional areas, determining whether one is qualified can be more of a challenge.

This session is structured to encourage audience participation. Panelists discuss situations where actuaries determine if they are qualified. In addition the panelists discuss sources of available guidance, including discussion papers issued by the Academy’s Council on Professionalism.

The discussion papers, located on the Academy’s Web site, provide non-binding guidance to actuaries. These include:

- The Application of Principles and Practices for Actuaries Working in Developing Areas
- Application of Professional Standards in International practice

- The Actuary's Relationship with Users of a Work Product

Attendees share their experiences and leave with a better understanding of "being qualified" in a constantly changing environment.

Coordinator: Allan W. Ryan

Tuesday, November 15

SESSION 79 L

10:30 AM–12:00 NOON

Specialty Track: M, A, IN, PD, FR, P, H



Survival of the Savvy: High Integrity Political Tactics for Career and Company Success – Part 1

Moderator: Daniel L. Shinnick

*Lecturer: Rick Brandon **

The Wall Street Journal bestseller *Survival of the Savvy* (Free Press, 2004), provides ethical but street-smart strategies for navigating corporate politics to gain "impact with integrity." Organizational savvy is a mission-critical skill set for leaders wanting to protect their careers and their companies' welfare, resources, and reputation. In this high-energy, provocative session, the attendee receives an understanding of why political savvy is a survival competency for today's actuary, skills for recognizing two primary organizational politics styles along with each one's strengths and weaknesses, and an overview to the major organizational savvy strategies for better handling corporate politics with integrity.

The attendee comes away with a better understanding of how to handle corporate politics and how to advance their career by being more aware of their corporate environment. Attendees also have the opportunity to purchase the bestseller and purchase a computer-based self-assessment tool, both at discounted prices.

Follow Up: 89 L

Coordinators: Faisal Siddiqi, Sudha Shenoy

Tuesday, November 15

SESSION 80 OF

10:30 AM–12:00 NOON

Specialty Track: G



Education Redesign

Presenters: Stephen A. Eadie, Stuart Klugman

This is your chance to ask questions about the SOA's redesign of its basic education system, scheduled to begin implementation of the new ASA components in 2006. New features include elements that will be validated by educational experience; new internet-based interactive modules to complete both ASA and FSA education; and the introduction of the control cycle as a foundational element in ASA education. The panelists provide a brief overview of the redesign, discuss progress on implementation as well as answer your questions.

Tuesday, November 15

SESSION 81 PP

10:30 AM–12:00 NOON

Specialty Track: E&R

[PD]



The New Math: Unorthodox Methods in Actuarial Science

Moderator: Claire Bilodeau

Presenters: Charles S. Fuhrer, Arnold F. Shapiro, Elias S. Shiu

Stuck in a rut? Need some new ways to think about old problems? Panelists discuss several unconventional mathematical applications to actuarial topics.

- Focus in on fuzzy future and present values as the field of fuzzy logic is applied to insurance. Learn how fuzzy thinking can clarify numerous issues, including underwriting, projected liabilities, asset allocation and investments.
- Stochastic inequalities are applied to the important issue of immunization for asset and liability management, providing an extension of Redington's theory
- Non-parametric statistics are used in the context of health insurance pricing.

Attendees gain new insights in "outside-the-box" thinking with this introduction to some original approaches to actuarial problems.

Coordinator: Leonard A. Asimow

Tuesday, November 15

SESSION 82 TS

10:30 AM–12:00 NOON

Specialty Track: A



Actuary As Expert Witness

Moderator: Michael Lawrence Frank

Instructors: Michael Lawrence Frank, Jeffrey C. Harper

Actuaries are increasingly important as expert witnesses in or out of the court room. This session explores the roles actuaries play in our legal system. Specifically, the session answers questions such as:

- What skills do actuaries possess that would be valuable in a legal contest?
- How do actuaries get started in this kind of practice?
- Who might require the services of an actuary as expert witness and what kind of testimony might be required?
- How does one establish a client base?
- How does one deal with the liability risk?
- How can two actuaries provide conflicting testimony within the constraints of the Code of Professional Conduct?

A panel of actuaries and attorneys addresses the issues above and reviews case studies of work in the field. Join us to learn about this exciting opportunity to expand the bounds of traditional actuarial practice.

Coordinator: Andrew H. Dalton

Tuesday, November 15

83 SEMINAR

10:30 AM–12:00 NOON

Specialty Track: P

Noncore Credit: 90 minutes

[PD]

**Enterprise Risk Management and Pension Finance: Working in Tandem – Rating Agency View***Moderator: Michael Walter Peskin**Panel: Greg Jonas *, Eric J. Klieber, Gordon John Latter*

For a complete description of the seminar, see 17 Seminar.

How do credit analysts look at pension risk? How does a reduction in pension risk affect corporate borrowing costs and capacity? A representative from a rating agency discusses DB pension plans, corporate capital structure and debt ratings. Two consulting actuaries discuss the pensions/ratings concerns of corporate sponsors.

Follow up to: 17, 40, 64*Follow up: 102, 104, 130, 142**Coordinator: Michael Walter Peskin*

Tuesday, November 15

84 SEMINAR

10:30 AM–12:00 NOON

Specialty Track: P, IN, F, H

[PD]

**Fertility Projections for Social Insurance Symposium: Roundtable Discussion***Moderator: Robert L. Brown**Panel: Alain Belanger *, Robert L. Brown, Stephen C. Goss, Jean-Claude Menard*

Sponsored by the Committee on Social Security - Retirement and Disability Income Committee

For a complete description of the symposium, see 18 Seminar.

An open forum, primarily aimed at fostering discussion among and inter-action between panel members and the audience. This session addressed topics already covered in greater depth and additional topics not yet covered.

Follow up to: 18, 41, 44, 65

Annual Meeting registrants can attend some or all of the symposium sessions or you can register only for the symposium. If you would like to attend only the symposium, please visit www.soa.org under meetings & seminars, then events for a registration form.

Tuesday, November 15

SESSION 87 GS

12:15 PM–2:15 PM

Specialty Track: A

Presidential Luncheon

President Stephen G. Kellison passes the gavel of office to Robert M. Beuerlein who delivers his incoming presidential address.

A presentation by Daniel J. McCarthy, FSA, MAAA, EA on the work of the Actuarial Foundation is also scheduled.

The Presidential Luncheon is included in your registration fee. You may register your guest(s) for the luncheon by including \$95 per person with your registration fee. Admission tickets are available for purchase at the meeting as space permits. Refunds will not be given.

Tuesday, November 15

SESSION 89 L

2:30 PM–4:00 PM

Specialty Track: M, A, IN, PD, FR, P, H



Survival of the Savvy: High Integrity Political Tactics for Career and Company Success – Part 2

Moderator: Daniel L. Shinnick

*Lecturer: Rick Brandon **

Following up on the morning session on the bestseller, *Survival of the Savvy*, this session further delves into specifics of each political style and provide attendees with specific strategies they can use to enhance the careers and protect themselves, reflecting their own political styles. The presenter expands on handling power plays, deception and sabotage as explained in his book.

Attendees also have the opportunity to purchase the bestseller and purchase a computer-based self-assessment tool, both at discounted prices.

Follow up to: 79 L

Coordinators: Faisal Siddiqi, Sudha Shenoy

Tuesday, November 15

SESSION 90 PD

2:30 PM–4:00 PM

Specialty Track: E&R, P

Noncore Credit: 90 minutes



Social Security: What are the Facts?

Moderator: Ian G. Duncan

*Panel: Stephen C. Goss, Thomas Saving **

The future of Social Security is arguably the leading domestic policy issue before Congress and the public today. The reform debate stirs strong passions. Some think that the system is the greatest innovation of the 20th century; others think that it is a Ponzi scheme. What are the facts?

This issue is important for actuaries because some of the reform proposals involve market solutions, which could create opportunity for actuarial input.

Panelists address:

- Early history and previous attempts to assure solvency
- Current Social Security trustees' projections for solvency
- The untold story: Implications for public financing and taxation
- The real rate of return on Social Security contributions
- How a funded system helps to avoid future problems

Attendees learn more about Social Security from the perspective of public finance and public policy from the Chief Actuary, Stephen Goss, for the Social Security Administration and economist Thomas Saving, a Trustee of the Social Security and

Medicare Trust Funds.

Coordinator: Leonard A. Asimow

Tuesday, November 15

SESSION 91 PD

2:30 PM–4:00 PM

Specialty Track: FR, IN

[PD]



International Accounting Standards – Current Developments

Moderator: Henry W. Siegel

Panel: Sam Gutterman, Henry W. Siegel

The International Accounting Standards Board (IASB) is currently discussing standards to be applied to the insurance industry. In addition, work continues on reporting for financial instruments and other subjects of interest to the industry. Since FASB and Office of the Superintendent of Financial Institutions (OSFI) have indicated their intention to work with the IASB on these subjects, these deliberations may eventually be of importance to companies throughout the world.

Coordinator: Henry W. Siegel

Tuesday, November 15

SESSION 92 PD

2:30 PM–4:00 PM

Specialty Track: H

[PD]



The Future of Benefit Plan Design

Moderator: Thomas D. Snook

*Panel: Jonathan Mark Hendrickson, Anthony J. Sorrentino *, Kismet Toksu **

With continued pressure on the bottom line, employers experiencing high annual increases in benefits costs are looking for ways to relieve at least a portion of this burden, while still retaining highly valued employees. In this session, panelists discuss current trends in the design of benefits plans and where they may be headed:

- The push towards consumer driven health plans and what fueled it
- Catastrophic-only plans
- Ancillary benefit options tailored to the employer

Attendees gain understanding what has prompted the current environment, changes in industry and environmental trends that will impact the future and the possible plan design outcomes of those trends.

ME

Coordinator: Joel C. Kabala

Tuesday, November 15

SESSION 93 PD

2:30 PM–4:00 PM

Specialty Track: I, IN

[PD]



Multicurrency Asset Portfolios

With U.S. bonds yielding near all time lows and significantly less than non-U.S. denominated bonds; is there an opportunity for insurance companies to diversify their asset holdings into foreign-currency-denominated bonds?

This session examines:

- Acceptable foreign currency risk profile relative to a liability portfolio
- Opportunities for investing in non-U.S. denominated bonds.
- Management of a multicurrency asset portfolio.
- Application of foreign bonds used to back foreign currency denominated medium term notes.
- Currency overlay strategies

Coordinator: Stephen J. Stone

Tuesday, November 15

SESSION 94 PD

2:30 PM–4:00 PM

Specialty Track: I, R

[PD]



Life Insurance Securitization

Moderator: Duncan Briggs

Panel: Sean Patrick Casey, Steven D. Lash

With new deals closing almost every month, life insurance securitization has moved from a theoretical exercise to an effective approach to address capital needs.

Panelists:

- Discuss the basics of life insurance securitization
- Review the various types of life insurance securitizations that have taken place
- Describe the role of investors, financial guarantors and rating agencies
- Provide an outlook for life insurance securitization going forward
- Emerging capital market solutions

Attendees learn:

- When a life insurance securitization is appropriate
- What to expect during the securitization process

<ME

Coordinator: Ellen Cooper

Tuesday, November 15

SESSION 95 L

2:30 PM–4:00 PM

Specialty Track: LTC

[PD]



Quality of LTC Services - an Insurer's Perspective

Moderator: James M. Robinson

Lecturer: James M. Robinson

This session focuses on the following key topics:

- Introduction to LTC quality measurement
- Sources of information (e.g. inspections, quality indicators)
- LTC insurer use of care provider quality information

Attendees learn LTC provider quality measurement including:

- Expected future strain on the quality of LTC
- Possible claim cost implications of provider care quality
- Issues related to LTC provider quality measurement

<ME

Coordinator: James M. Robinson

Tuesday, November 15

SESSION 96 PD

2:30 PM–4:00 PM

Specialty Track: PD

[PD]



Life and Annuity Product Development – Year in Review

Moderator: Nancy Westfall Winings

Panel: Christine E. Dugan, Elinor Friedman

This session is designed to provide an overview of life insurance and annuity product development issues that have arisen over the past twelve months.

Updates to be discussed include:

- Regulatory actions and initiatives
- What is hot and what is not in product development
- Potential changes in the regulatory and product environment over the next 12 months

Attendees become familiar with hot topics in the industry and potential regulatory activity over the next year.

Coordinator: Nancy Westfall Winings

Tuesday, November 15

SESSION 97 PD

2:30 PM–4:00 PM

Specialty Track: SC, MD

[PD]



Protecting A Niche Market

Moderator: Tom Bakos

*Panel: Tom Bakos, Gerry Danielson *, Richard C. Dutton*

Attendees learn how other small companies have built market niches that can center on a product, a distribution channel, a specialized service or other type of specialization.

During the session, attendees discover how to:

- Develop and utilize expertise to be the most efficient provider.
- Develop reputation as a leader in the market.
- Develop empathy for the market so that you are the "go to" company for the

- niche product or service.
- Use sole focus to innovate in the market.
- Protect innovation and niche with patents.

ME

Coordinator: W. Howell Pugh

Tuesday, November 15

SESSION 98 OF

2:30 PM–4:00 PM

Specialty Track: HDI

[PD]



Large Case Group Disability Underwriting: A Need For Change

Moderator: Charles H. Meintel

Panel: John F. McGarry, Charles H. Meintel

The techniques and assumptions used to underwrite and rate large-group disability cases may no longer be valid. Panelists examine assumptions and procedures currently in use and ways they could be modified and updated. Special examples focusing on group disability, but applicable to other group lines, are provided. Topics include:

- Impact of current techniques on pricing and reserves
- Why current methodologies need to be updated and modified
- New procedures and assumptions

Attendees:

- Gain insights regarding shortcomings in current large case underwriting methodologies
- Obtain information on emerging techniques
- Understand the financial impact of different assumptions

ME

Coordinator: Charles H. Meintel

Tuesday, November 15

SESSION 99 WS

2:30 PM–4:00 PM

Specialty Track: FR

[PD]

U.S. Statutory Workshop

Facilitators: Larry J. Bruning, Gary L. Rose

This workshop focuses on emerging U.S. statutory reporting issues. It is a follow-up to the U.S. statutory update session and explores some of the topics in greater detail. Attendees have an opportunity to steer the discussion by asking questions throughout the session. Facilitators answer questions while also encouraging audience members to express their opinions and describe their practices.

Follow Up to: 57 PD

ME

Coordinator: Kerry A. Krantz

 Tuesday, November 15

SESSION 100 WS

2: 30 PM–4:00 PM

Specialty Track: MD

[PD]

Hot Topics in Credit Insurance and Debt Cancellation
Facilitators: Christopher H. Hause, Harvey J. L. Waite

In this workshop, the moderators present information and stimulate discussion about current topics and trends in credit insurance and debt cancellation programs. Expected topics include:

- Credit Disability Study recently completed by SOA's CIEC
- Trends in credit insurance sales
- Regulatory developments in credit insurance
- Trends in debt cancellation sales
 - Products
 - Volume
- Regulatory developments in debt cancellation
- Other topics that the participants wish to discuss

ME
Coordinator: Christopher H. Hause

 Tuesday, November 15

101 SEMINAR

2: 30 PM–4:00 PM

Specialty Track: RM, I, PD, FR

[PD]


Annuity Risk Management Seminar: Part 2 - Stochastic Modeling for Annuity Risk Management
Moderator: Hubert B. Mueller
Presenters: Pritesh H. Modi, Andrew D. Rallis

Annuity products present unique risk management challenges, which are a function of the guarantees, crediting strategies, policyholder behavior and ultimately the investment strategy. Risk management becomes a blend of product design, product management, reinsurance and strategic investing, including implementing hedging programs. This half-day seminar presents case studies illustrating how different risk management techniques can mitigate exposure to risk.

The use of stochastic modeling has increasingly been applied to the unique challenges of annuity product and risk management. The presenters cover various subjects and present case studies regarding stochastic modeling of variable annuities (VA), including guaranteed minimum death benefits, guaranteed living benefits, dynamic hedging of derivative benefits and the application and significance of VA risk-based capital and reserves.

Follow up to: 63
ME
Coordinator: Hubert B. Mueller

 Tuesday, November 15

102 SEMINAR

2: 30 PM–4:00 PM

Specialty Track: P

Noncore Credit: 90 minutes

[PD]

**Enterprise Risk Management and Pension Finance: Working in Tandem - Measuring Pension Plans: Accounting for Risk***Moderator: Jeremy Gold**Panel: Robert Herz *, Greg Jonas *, Ethan E. Kra, Michael Walter Peskin, David Zion **

For a complete description of the seminar, see 17 Seminar.

Third in a series of three sessions featuring other financial professionals' views of DB plans. In this session, FASB Chairman Robert Herz will discuss the future of pension accounting. In a highly interactive session, Mr. Herz will be joined by our equity analyst and ratings agency representative and two actuaries.

*Follow up to: 17, 40, 64, 83***Follow up: 104, 130, 142***Coordinator: Jeremy Gold*

Tuesday, November 15

104 SEMINAR

4: 15 PM–5: 45 PM

Specialty Track: P

Noncore credit: 45 minutes/Core Credit: 45 minutes

[PD]

**Enterprise Risk Management and Pension Finance: Working in Tandem - Value Added Pension Plan Design***Moderator: Michael Walter Peskin**Panel: Jeremy Gold, R. Evan Inglis, Olivia S. Mitchell **

For a complete description of the seminar, see 17 Seminar.

Emerging financial perspectives may cast doubt on some perceived advantages of DB plans, e.g. inexpensive benefits funded by equity risk premiums. How do we promote the real advantages of DB plans? Where is the economic value added for shareholders and participants? Is it through the classic virtues: attraction, retention, motivation, retirement facilitation and annuitization? Are there new ways for DB plans to add value?

*Follow up to: 17, 40, 64, 83, 102***Follow up: 130, 142***Coordinator: Michael Walter Peskin*

Tuesday, November 15

SESSION 107 SM

5: 30 PM–7: 00 PM

Specialty Track: IN

International Section Reception

Join your fellow International Section members for a memorable evening at the Firebird Russian Restaurant. Enjoy cocktails and tantalizing appetizers while you mingle with your peers.

The Firebird, located at 365 West 46th Street (between 8th and 9th Avenue) is a leisurely walk from the Hilton New York. Attendees will convene in the lobby at 5:00 PM for the stroll over to the Firebird.

There is a non-refundable charge of \$50 for International Section members and \$60 for all others. Please include the additional fee with your registration. Space is limited - register early!

Coordinator: Rejean S. Besner

Tuesday, November 15	SESSION 108 SM
6:00 PM–7:30 PM	Specialty Track: FR, I

Financial Reporting and Investment Sections Joint Reception

Come meet the authors of two new textbooks, hot off the presses - the new and improved GAAP textbook and the brand new Mergers & Acquisitions textbook. While you're at it, feel free to network with other actuaries or just come along to enjoy the company of your fellow Financial Reporting and Investment Section members.

This reception is open to members of the Financial Reporting and Investment Sections only and their registered guests. There is a nonrefundable fee of \$10 per person. Please include the additional fee with your registration.

Coordinator: Thomas Nace

Wednesday, November 16	SESSION 111 SM/PD
7:00 AM–8:15 AM	Specialty Track: FR

Financial Reporting Hot Breakfast

Chairpersons: Thomas Nace, Darin G. Zimmerman

Members of the Financial Reporting Section Council update section members on initiatives of the section council. Areas covered include:

- Progress on the section's transition plan as part of the SOA reorganization
- Report on the Section Communication Plan (newsletter, Web site, etc.)
- Results of a member survey
- Report on Section Continuing Education and Basic Education projects
- Report on Research projects
- Treasurer's report

This session is open to all meeting attendees. There is a nonrefundable charge of \$10 per person for Financial Reporting Section members and \$15 for all others. If you plan to attend, you must register in advance to obtain a ticket.

Coordinator: Darin G. Zimmerman

Wednesday, November 16	SESSION 113 SM
7:00 AM–8:15 AM	Specialty Track: F

Futurism Section Continental Breakfast

Chairperson: Michael S. Taht

Members of the Futurism Section Council discuss current issues and section activities over breakfast.

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

Coordinator: Stephen F. Flick

Wednesday, November 16	SESSION 114 SM
7:00 AM–8:15 AM	Specialty Track: M

**Management and Personal Development Section Continental Breakfast:
Review of Recent Literature**

Moderator: Faisal Siddiqi

Panel: Donna K. Ferguson, Faisal Siddiqi

As a section, we review and receive updates about many books to help in your management and personal development. Come to our breakfast session and find out what is hot and some books that you may find appealing!

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

Coordinator: Faisal Siddiqi

Wednesday, November 16	SESSION 115 SM
7:00 AM–8:15 AM	Specialty Track: RM

Risk Management Section Continental Breakfast

Chairpersons: David N. Ingram, Francis P. Sabatini

Members of the Risk Management Section Council discuss current issues and section activities over breakfast.

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

Coordinator: Hubert B. Mueller

Wednesday, November 16	SESSION 116 SM
7:00 AM–8:15 AM	Specialty Track: SC

Smaller Insurance Company Section Continental Breakfast

Chairperson: Terry M. Long

Network with peers working in small companies.

Attendees meet new officers of the section council.

Attendees share ideas for planning section events during the next year.

This session is free and open to members of the Smaller Insurance Company Section only. If you plan to attend, you must register in advance to obtain a ticket.

Coordinator: Terry M. Long

Wednesday, November 16

SESSION 118 SM

8:00 AM–10:00 AM

Specialty Track: H

Health Section Hot Breakfast

Unwarranted Variation in Healthcare: Root Causes and Remedies

Chairperson: Karl G. Volkmar

*Speaker: David Wennberg, MD, MPH **

Dr. David Wennberg is one of the country's leading health researchers and has published in many journals on the topic of unwarranted variation in healthcare expenditures and utilization. He will discuss some of his research in this area, together with some implications and suggested solutions.

This session features:

- A chance to network with other health actuaries
- Section Council Report
- Health Committee Report: New Structure of Practice Areas

In addition to hearing from one of the country's leading healthcare researchers, attendees learn:

- What other health actuaries are doing and thinking
- What some of the Section Council is doing
- How the new SOA structure works

This session is open to all meeting attendees. There is a nonrefundable charge of \$15 per person for Health Section members and \$20 for all others. Please include the additional fee with your registration.

Coordinator: Charles S. Fuhrer

Wednesday, November 16

SESSION 121 PD

8:30 AM–10:00 AM

Specialty Track: HDI

[PD]



Integrated Medical And Disability: What are the Benefits?

Moderator: Karen L. Gervasoni

*Panel: Dan Dunn *, Tom Foran *, William Molmen **

Several recent studies have explored the linkage between medical and disability costs. Theories are emerging concerning the use of medical cost information to enhance underwriting of group disability risks and improve claim management.

Topics include:

- Predictive modeling
- Full cost of health and absence related benefits and lost productivity
- Prevention of future claims and reduction in claim durations

Attendees:

- Obtain the latest information on Integrated Medical and Disability programs
- Learn how Medical cost information might be used to enhance Disability results
- Gain insights into the future in data and health care integration

Coordinator: Warren M. Cohen

Wednesday, November 16

SESSION 122 PD

8: 30 AM–10:00 AM

Specialty Track: I, RM

[PD]



Economic Capital: Investment Implications

Moderator: David Hopewell

*Panel: Keith Buckley *, Jason E. Kehrberg, Benjamin Joe Yahr*

Economic capital is an embedded part of the banking risk management and regulatory framework. The insurance industry has relied on rating agency and regulatory formulas that have been criticized as overcapitalizing and not appropriately differentiating risk drivers in the capital formulation. The emergence of C-3 Phase I and C-3 Phase II have introduced an economic approach to capital in the insurance industry.

Determining economic capital for interest rate, equity and even underwriting risk is a natural extension of much of the work actuaries do. This session explores different techniques for incorporating market and credit risk into an insurance company's economic capital framework.

The attendee receives an understanding of economic capital, how it could be determined and its use in managing life insurance businesses.

Coordinator: Ellen Cooper

Wednesday, November 16

SESSION 123 PD

8: 30 AM–10:00 AM

Specialty Track: LTC

[PD]



Meeting the Need - Demonstrating the Value of LTC Insurance

Moderator: Steven W. Schoonveld

Panel: William A. Dreher, Steven W. Schoonveld, Claude Thau

This session focuses on the following key topics:

- Assessing the value of long-term care (LTC) coverage
- LTC insurance within an overall retirement planning approach

- Case studies - purchasers of LTC

Attendees take home:

- An awareness of the economic and financial variables influencing LTC consumer purchase decisions
- An understanding of the different purchasers of LTC insurance and their needs

<ME

Coordinator: Allen J. Schmitz

Wednesday, November 16

SESSION 124 PD

8:30 AM–10:00 AM

Specialty Track: PD, IN

[PD]



Product Innovation Around the World

Moderator: Nancy Westfall Winings

Panel: Mark Xavier Geske, Bruce A. Lundeen, Nancy Westfall Winings

With innovation comes excitement. This session creates excitement as participants learn about unique insurance products around the world.

Panelists discuss:

- Innovative products designed specifically for women
- Combination products such as the Asian model: Do they work?
- What other unique products or features are being designed around the world
- How you can create an innovative environment for product development

Participants take back to their company some new ideas and food for thought.

<ME

Coordinator: Michael L. Kaster

Wednesday, November 16

SESSION 125 PD/IF

8:30 AM–10:00 AM

Specialty Track: R

[PD]



Reinsurance – Competition and Related Market Trends

Moderator: Gaetano Geretto

Panel: Wayne A. Daniel, Robert A. Diefenbacher, Robert J. Reale, James R. Senn

This session focuses on the evolution of life reinsurance from a cut-throat competitive environment with ample capital capacity, to a new paradigm where shortage of capacity demands that participants find new ways of doing business.

Attendees gain insights into the following questions:

- Why are companies exiting life reinsurance? Will the nature of the life reinsurance relationship change?
- Is the current contraction in capacity permanent? Will the selection of

- quality life reinsurers be limited?
- Will lack of quality data and sound risk management practices continue to cause concern among all risk takers?

ME*Coordinator: Gaetano Geretto*

Wednesday, November 16

SESSION 126 IF

8:30 AM–10:00 AM

Specialty Track: MD, PD

[PD]

Life Settlements for the Senior Market*Moderator: Robert P. Stone**Panel: Roger K. Annin, Steven Aupperle ****Why or Why Not?**

There has been much discussion on the pros and cons of life settlements, but like it or not, a market exists for them. Given the life settlement market's existence, what are its drivers? Who are the key stakeholders? This session addresses the various stakeholders in the life settlements market and what is shaping the market's continued development.

Coordinators: Robert P. Stone

Wednesday, November 16

SESSION 127 IF

8:30 AM–10:00 AM

Specialty Track: RM, I, FR

[PD]

Corporate Governance and Enterprise Risk Management*Moderator: David N. Ingram**Panel: Douglas W. Brooks, Michael Moriarty *, Larry H. Rubin*

Risk management is more than just a set of algorithms and assumptions for calculating value-at-risk or economic capital. To be effective, risk management must have the proper place within the governance system of an enterprise. For actuaries to be effective in the risk management arena, they must have the ability to apply their professional skills and judgement to advise senior management on the nature and extent of risks and liabilities. Company governance issues that relate to risk management and actuarial roles include:

- Reporting relationships of chief risk officer
- Board and CEO involvement in risk management
- Internal distribution of risk position reports
- External disclosure of risk positions and risk management processes
- Independence of actuarial opinions on liabilities and risk
- Coordination of liability and risk measurement
- Audit and risk management committee roles
- Sarbanes-Oxley compliance / impact of risk management

Attendees learn how the success of an enterprise risk management program can be helped or hindered by the corporate governance approach of an enterprise.

<ME

Coordinator: Hubert B. Mueller

Wednesday, November 16

SESSION 128 L

8:30 AM–10:00 AM

Specialty Track: FR, M, A



Effective Presentations for Financial Managers

Moderator: Vincent J. Granieri

Lecturers: Vincent J. Granieri, Michael A. Hughes

The purpose of this session is to help you, the financial manager, better communicate your work and ideas within a broader business framework. You must be able to present your work and your ideas in a manner that will be well-received and actionable. Better communication is just as important as technical skill in order to:

- Be effective financial managers
- Have influence within your organization
- Get that next promotion

The panelists provide insight on how to improve communication (whether it be to senior management or a potential new client), cover the do's and don'ts for making a successful presentation, and provide some of their own war stories.

By the end of this session attendees gain an understanding of practical guidelines for improving communications thus making their presentations reflective of a manager who has the ability and the know-how to influence the organization.

ME

Coordinator: Thomas Nace

Wednesday, November 16

SESSION 129 OF

8:30 AM–10:00 AM

Specialty Track: AAA, FR

[PD]



Do Actuaries Wear Sox?

Moderator: Eric R. Schuering

Panel: Mark E. Alberts, Eric R. Schuering, Shirley Hwei-Chung Shao

The Sarbanes-Oxley Act of 2002 (SOX) has expanded the scope of most public company audits to include not only an independent audit opinion on the financial statements, but an independent opinion on the effectiveness of controls over financial reporting. In addition, management must make their own assessment as to the effectiveness of controls, and a written certification from the CEO and CFO is required. The independent auditors additionally must opine on management's assessment. For life insurance companies, this means an expanded role for company financial reporting actuaries, as well as actuaries providing audit support.

Panelists examine the responsibilities of actuaries involved in SOX audits as well as the professional standards affecting their work. Attendees share their experiences as panelists discuss the SOX-related aspects of actuarial work. Topics include:

- Can SOX require a prescribed statement of actuarial opinion (PSAO)?
- Relevant actuarial standards of practice, including ASOP No. 21, Responding to or Assisting Auditors or Examiners in Connection with

Financial Statements; ASOP No. 23, Data Quality, and ASOP No. 41,
Actuarial Communications

- American Academy of Actuaries Discussion Paper, The Actuary's Relationship with Users of a Work Product

Attendees gain additional insight into their responsibilities related to Sarbanes-Oxley, and to applicable actuarial standards of practice.

ME

Coordinator: Allan W. Ryan

Wednesday, November 16	130 SEMINAR
8: 30 AM–10:00 AM	Specialty Track: P
Noncore Credit: 45 minutes/Core Credit: 45 minutes	[PD]



Enterprise Risk Management and Pension Finance: Working in Tandem - Pension Plan Design and Risk: Challenging the Regulators

Moderator: Jeremy Gold

*Panel: Steven A. Kandarian *, Lawrence J. Sher, Frank Todisco*

For a complete description of the seminar, see 17 Seminar.

Corporate-sponsored pension plans are limited by rules and regulations. What are the constraints that reduce our ability to manage risk and add value? What would we ask of Congress and the FASB if we had a clean slate? How may the ASB reassure the public as we move towards value-added design and pension-inclusive ERM?

Follow up to: 17, 40, 64, 83, 102, 104

Follow up: 142

Coordinator: Jeremy Gold

Wednesday, November 16	SESSION 133 PD
10: 30 AM–12:00 NOON	Specialty Track: FR
	[PD]



SVL 2 Project – Principle vs Rule-Based Reserves

Moderator: Shirley Hwei-Chung Shao

Panel: David E. Neve, David K. Sandberg

The goal of the SVL 2 Work Group is to develop a set of analytic, communication and reporting principles to be reflected in a proposed standard valuation and capital adequacy framework for insurance companies in the United States. This session provides an overview of the project as well as an update on recent developments. In addition, the presenters will stand back and discuss the much broader issue of rule-based reserves vs. a principal-based reserve system, which underlies the SVL 2 project.

Attendees gain an understanding of the SVL 2 project and what implications this might have for financial reporting actuaries in the near future. The concept of peer review will be critical to the movement to a principal-based reserve system and attendees learn the responsibilities and the mechanism of a peer-review process.

ME*Coordinator: Shirley Hwei-Chung Shao*

Wednesday, November 16

SESSION 134 PD

10:30 AM–12:00 NOON

Specialty Track: H

[PD]

**What Can Be Done To Make Prescription Drugs More Affordable?***Moderator: Charles S. Fuhrer**Panel: Sean Brandle *, Margaret Wood Wear*

Panelists discuss the new developments, which slow the rapid increase in drug costs, including:

- Plan design
- Better deals with pharmacy benefit managers
- Direct intervention programs such as disease management
- Deals with drug manufacturers

Attendees gain:

- A better understanding of where drug plans are headed
- Knowledge of methods they can use to help employers reduce their drug costs

Coordinator: Charles S. Fuhrer

Wednesday, November 16

SESSION 135 PD

10:30 AM–12:00 NOON

Specialty Track: H

[PD]

**Provider Contracting***Moderator: Craig S. Kalman**Panel: David V. Axene, David Fagan *, Thomas C. Kravis **

Panelists discuss:

- How payors and providers analyze their contracts and negotiations
- What type of changes are being seen in contracts
- How to evaluate the impact of Chargemaster

Attendees gain:

- An understanding of how contracting continues to evolve
- How actuaries contribute to this process
- How provider negotiations impact claims costs, trends, and pricing

ME*Coordinator: Craig S. Kalman*

Wednesday, November 16

SESSION 136 PD

10:30 AM–12:00 NOON

Specialty Track: IN

[PD]



Hot Topics In International Markets

Moderator: William R. Horbatt

Panelists discuss current issues in international markets, such as:

- Sarbanes Oxley compliance for international operations
- Impact of new International Accounting Standards

Other topics are selected as late as possible to make the session most topical to participants

The participants learn:

- Practical solutions to issues affecting all international operations
- Market developments to enhance or detract from country attractiveness

ME

Coordinator: William R. Horbatt, Rejean S. Besner

Wednesday, November 16

SESSION 137 PD

10:30 AM–12:00 NOON

Specialty Track: I

[PD]



Performance Attribution Techniques

Moderator: Michael J. O'Connor

*Panel: Jim Bachman *, Phil Galdi **

This session introduces attendees to the concepts and practices of investment performance evaluation, this session includes a discussion to identify and construct appropriate investment benchmarks and how to perform an attribution analysis, especially in an asset liability matching context. These concepts are framed relative to the evaluation of an investment manager's performance.

Attendees learn:

- What attribution analysis is and how it can be used to evaluate investment performance
- How to choose and construct appropriate investment benchmarks
- How to evaluate the performance of investment managers, both internal and external
- Be able to construct better benchmark investment portfolios for liabilities
- Better communication approaches with investment professionals on portfolio performance, construction and activity

ME

Coordinator: Michael J. O'Connor

Wednesday, November 16

10:30 AM–12:00 NOON

SESSION 138 IF

Specialty Track: PD, MD

[PD]

An Inside View of Life Settlements*Moderator: Michael J. LeBoeuf**Panel: Michael Lawrence Frank, Michael J. LeBoeuf, David J. Weinsier*

Life settlements are receiving increased attention by the industry and regulators...

The attendee learns:

- How the life settlement industry works
- Actuarial skills and tools needed to work successfully in the field of life settlements

The attendee leaves the session with a better understanding of:

- The operational and economic workings of the life settlement industry
- The need for actuarial skills in the life settlement industry

Coordinator: Michael J. LeBoeuf

Wednesday, November 16

10:30 AM–12:00 NOON

SESSION 139 PD

Specialty Track: PD, R

[PD]

**Reinsurance Market Landscape – from the Perspective of the Direct Writer***Moderator: Kelly A. Levy**Panel: Mary Ann Broesch, Kevin J. Howard*

For the reinsurance industry, 2003 and 2004 were years of consolidation. New entrants are competing for positions in the new business pools of both large and small life insurance companies. Product development actuaries continue to be heavily involved in the purchasing of reinsurance to support their products. Currently, the cost of reinsurance is only one of many issues considered in product development.

The panel discusses:

- The reinsurance market landscape: capacity, price satisfaction, retention shifts and alternatives to first dollar reinsurance
- Am I Covered?: underwriting exceptions and audits, treaty language and claims adjudication
- Partnerships: working with your reinsurers on an increased level of data and administration requirements

Attendees are made aware of the current trends and hot topics to be considered by the direct writer as they establish new or evaluate existing relationships with their reinsurers.

ME*Coordinator: Kelly A. Levy*

 Wednesday, November 16

10:30 AM–12:00 NOON

SESSION 140 PD

Specialty Track: RM, I

[PD]



Operational Risk – Recent Trends

Moderator: Samir Shah

*Panel: Joel Aronchick *, Raj Mittal **

Operational risk management continues to receive increased attention as companies struggle to develop the appropriate tools and techniques. This session focuses on recent trends in operational risk management including qualitative- and quantitative-assessment methods. We learn from companies who have made progress in managing their operational risks, as well as from external solutions providers who continue to develop new tools and methods.

Attendees receive an understanding of current practices for measuring and managing operational risk.

ME

Coordinator: Hubert B. Mueller

 Wednesday, November 16

10:30 AM–12:00 NOON

SESSION 141 TS

Specialty Track: LTC

[PD]



LTC Experience Analysis

Moderator: James C. Berger

Instructors: James C. Berger, Patricia Prusha

This session focuses on internal experience studies - methods and results:

- Challenges in getting data and pitfalls leading to wrong conclusions
- Controllershship via benchmarking, early-warning indicators and general risk analytics
- Presentation of actual results from experience studies

Attendees learn:

- The issues in getting data from a raw form into useful information
- How to benchmark actual experience in their own studies

ME

Coordinator: James C. Berger

 Wednesday, November 16

10:30 AM–12:00 NOON

Noncore Credit: 90 minutes

142 SEMINAR

Specialty Track: P

[PD]



Enterprise Risk Management and Pension Finance: Working in

Tandem - Capital Market Reaction

Moderator: R. Evan Inglis

*Panel: Richard Berner *, Jon Exley *, D. Don Ezra **

For a complete description of the seminar, see 17 Seminar.

In the last session, we'll pull together the previous discussions about risk in the plan from various points of view and look at how the capital markets will understand and react. Will capital users supply the securities that risk-managed DB plans demand?

Follow up to: 17, 40, 64, 83, 102, 104, 130

Coordinator: R. Evan Inglis

Field Trips

Although sessions are officially ending at 12:00 noon on Wednesday, November 16, stay around and enjoy what New York City has to offer. We have provided three options for you to take advantage of.

Wednesday, November 16

143 FT

12:30 PM

United Nations Field Trip

Visit the United Nations, the site of some of the most significant events in recent history. The guided tour of the United Nations starts with a brief overview of the Organization and its structure. The main part of the tour consists of a visit to the chambers of the Security Council, the Trusteeship Council and the Economic and Social Council, which are located in the Conference Building. The cost for this trip is \$45 and includes round-trip transportation as well as an hour guided tour of the United Nations. Buses will depart the Hilton New York at 12:30 PM. The tour will begin at 1:30 PM You will need to have a photo ID as you enter through security at the UN.

www.un.org/tours

Wednesday, November 16

144 FT

12:45 PM

MOMA Field Trip

Visit the Museum of Modern Art (MOMA), dedicated to being the foremost museum of modern art in the world. Founded in 1929 in order to help people understand and enjoy the visual arts of our time, [The Museum of Modern Art](http://www.moma.org) in New York City was the world's first museum dedicated to the education and enjoyment of modern art. MoMA's rich and varied [collection](#) constitutes one of the most comprehensive and panoramic views into modern art in the world, and has grown to include over 135,000 paintings, prints, photographs, drawings, sculptures, films, and design objects. The Museum also maintains an active schedule of exhibitions highlighting significant recent developments in the modern visual arts and new interpretations of major modern artists and art historical movements. The one hour guided tour will begin at 1:20 PM and the cost is \$27 per person. Please meet in the lobby of the Hilton New York at 12:45 PM for the walk over to MOMA. www.moma.org

Wednesday, November 16

145 FT

1:00 PM

CNN Field Trip

Take a trip to CNN for a 45 minute detailed behind-the-scenes tour of CNN's studios. Inside CNN is a 45-minute guided walking experience of the CNN Studios located in the new Time Warner Center at Columbus Circle. Take a journey through the history of journalism, uncover secrets about the news gathering process, discover exciting facts about CNN journalists and the coverage of events and see actual CNN studios and newsrooms. The cost for the group tour is \$13 per person. Please convene in the lobby of the Hilton at 1:00 PM for the walk over to CNN studios. www.cnn.com/insidecnn

[Back to top](#)