



2019 **ANNUAL
MEETING**
& EXHIBIT

October 27-30
Toronto, Canada

Session 010: Leadership & Development Section Breakfast: Achieving Your Professional Goals

[SOA Antitrust Compliance Guidelines](#)

[SOA Presentation Disclaimer](#)

Session 010: Achieving Your Professional Goals

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SOCIETY OF ACTUARIES

Antitrust Compliance Guidelines

Active participation in the Society of Actuaries is an important aspect of membership. While the positive contributions of professional societies and associations are well-recognized and encouraged, association activities are vulnerable to close antitrust scrutiny. By their very nature, associations bring together industry competitors and other market participants.

The United States antitrust laws aim to protect consumers by preserving the free economy and prohibiting anti-competitive business practices; they promote competition. There are both state and federal antitrust laws, although state antitrust laws closely follow federal law. The Sherman Act, is the primary U.S. antitrust law pertaining to association activities. The Sherman Act prohibits every contract, combination or conspiracy that places an unreasonable restraint on trade. There are, however, some activities that are illegal under all circumstances, such as price fixing, market allocation and collusive bidding.

There is no safe harbor under the antitrust law for professional association activities. Therefore, association meeting participants should refrain from discussing any activity that could potentially be construed as having an anti-competitive effect. Discussions relating to product or service pricing, market allocations, membership restrictions, product standardization or other conditions on trade could arguably be perceived as a restraint on trade and may expose the SOA and its members to antitrust enforcement procedures.

While participating in all SOA in person meetings, webinars, teleconferences or side discussions, you should avoid discussing competitively sensitive information with competitors and follow these guidelines:

- **Do not** discuss prices for services or products or anything else that might affect prices
- **Do not** discuss what you or other entities plan to do in a particular geographic or product markets or with particular customers.
- **Do not** speak on behalf of the SOA or any of its committees unless specifically authorized to do so.
- **Do** leave a meeting where any anticompetitive pricing or market allocation discussion occurs.
- **Do** alert SOA staff and/or legal counsel to any concerning discussions
- **Do** consult with legal counsel before raising any matter or making a statement that may involve competitively sensitive information.

Adherence to these guidelines involves not only avoidance of antitrust violations, but avoidance of behavior which might be so construed. These guidelines only provide an overview of prohibited activities. SOA legal counsel reviews meeting agenda and materials as deemed appropriate and any discussion that departs from the formal agenda should be scrutinized carefully. Antitrust compliance is everyone's responsibility; however, please seek legal counsel if you have any questions or concerns.

Presentation Disclaimer

Presentations are intended for educational purposes only and do not replace independent professional judgment. Statements of fact and opinions expressed are those of the participants individually and, unless expressly stated to the contrary, are not the opinion or position of the Society of Actuaries, its cosponsors or its committees. The Society of Actuaries does not endorse or approve, and assumes no responsibility for, the content, accuracy or completeness of the information presented. Attendees should note that the sessions are audio-recorded and may be published in various media, including print, audio and video formats without further notice.

These tips are appropriate for actuaries who want to....

Be promoted.

Develop new skills/capabilities.

Manage a team.

Manage a bigger team.

Start a company / create a new product.

Do a great job every day.

Make a difference.

Be exceptional.

#10

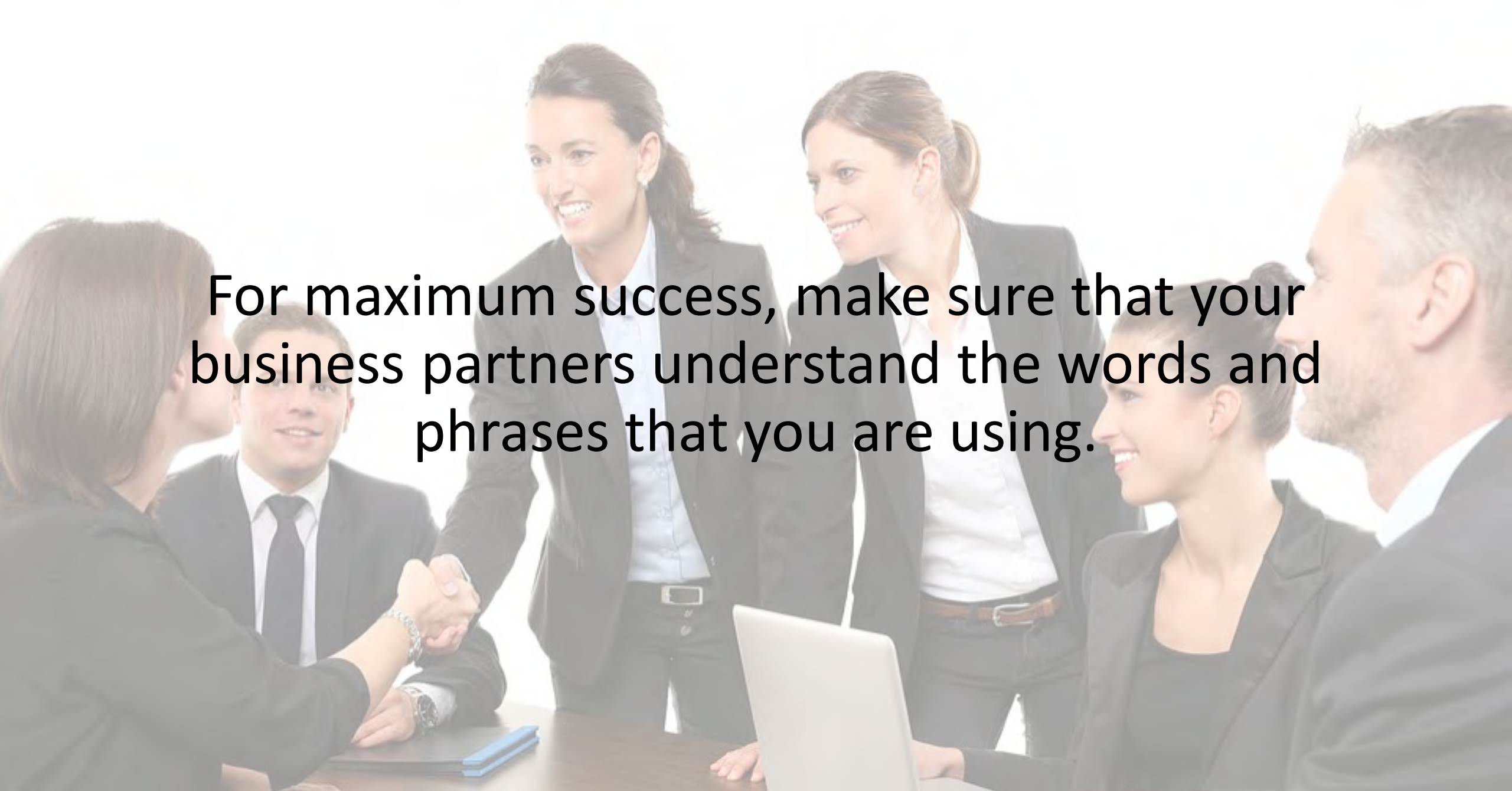
Words matter, choose them wisely.





Stuff Business People Say Tripp and Tyler / Avaya

<https://www.youtube.com/watch?v=8SfoJZxeobM>

A group of five business professionals are gathered around a table in a meeting. One woman is shaking hands with a man. They are all smiling and appear to be in a positive, collaborative environment. A laptop is open on the table.

For maximum success, make sure that your business partners understand the words and phrases that you are using.







A low-angle photograph of two business professionals shaking hands. The person on the left is wearing a grey pinstriped suit jacket, and the person on the right is wearing a dark suit jacket. They are standing in front of several tall skyscrapers with glass facades, reaching towards the sky. The sky is bright and slightly overcast.

M&A: Mergers and Acquisitions

#9

Body language matters too.





Image: YouTube, Positive Body Language, Charan Reddy, 01.21.12



Being chronically late.

Messy desk area.

Doodling.

Checking your phone.

Dialing into a meeting that is happening right
down the hall.



#8

Mirror and match.



Pro-tip: Keep your emails "Twitter length"



To Dear Blog Reader

Cc Bcc

Pro-tip: Keep your emails "Twitter length"

Psst,

Here's what 140 characters looks like in an email. Need more space? Be sure to throw in some easy-to-read titles & bulleted lists.

—

<https://www.lyfemarketing.com/blog/email-marketing-tips/>

Emails.

Meetings.

Formality.

Directness.

Check-ins.



"Well, I would have exhibited more leadership qualities if someone would have told me to."

#7

Dress the part.







#6

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Be present (even when you're not present).



A man in a dark suit and light blue shirt stands in the center of a conference room. He is holding a briefcase. The room features a large, polished wooden conference table surrounded by several black leather office chairs. The walls are a neutral color, and there is a framed picture on the wall to the right.

A Conference Call in Real Life Tripp and Tyler / Upside

https://www.youtube.com/watch?v=DYu_bGbZiiQ



Make sure there is a good connection.

Speak clearly.

Stay engaged.

Don't multi-task.

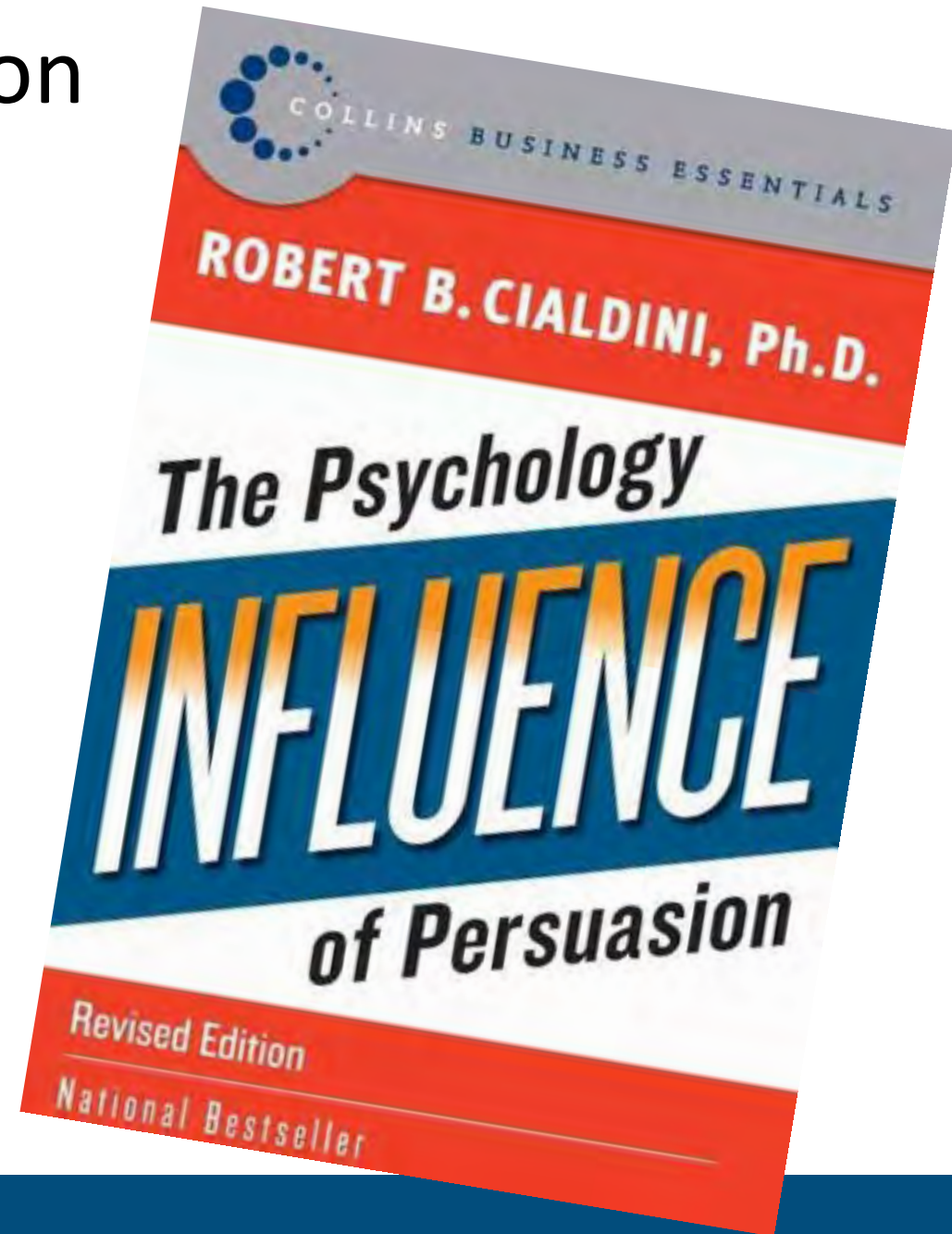
Minimize background noise.

#5

Help others.



Reciprocity for Persuasion






#4

Remain ethically strong.





What we should do vs what we can do.
Proxies for disallowed variables/features.
Securing data.
Viewing data.
How we treat each other.

#3

Create experiences.



HOW TO AUDITION ▶

OPEN CALLS ▶

WATCH AUDITION VIDEOS ▶

Application Complete

Thank you for submitting your application to Survivor Casting. Your information has been sent to a casting director and we will be in touch!

Thank you,

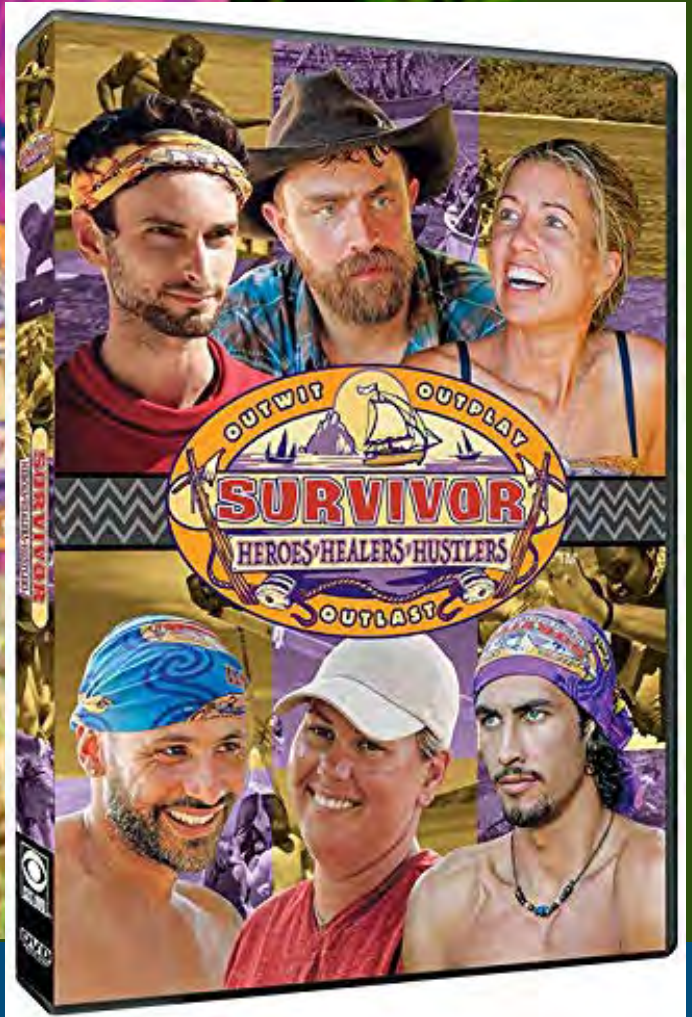
Survivor Casting Team

2001

2016

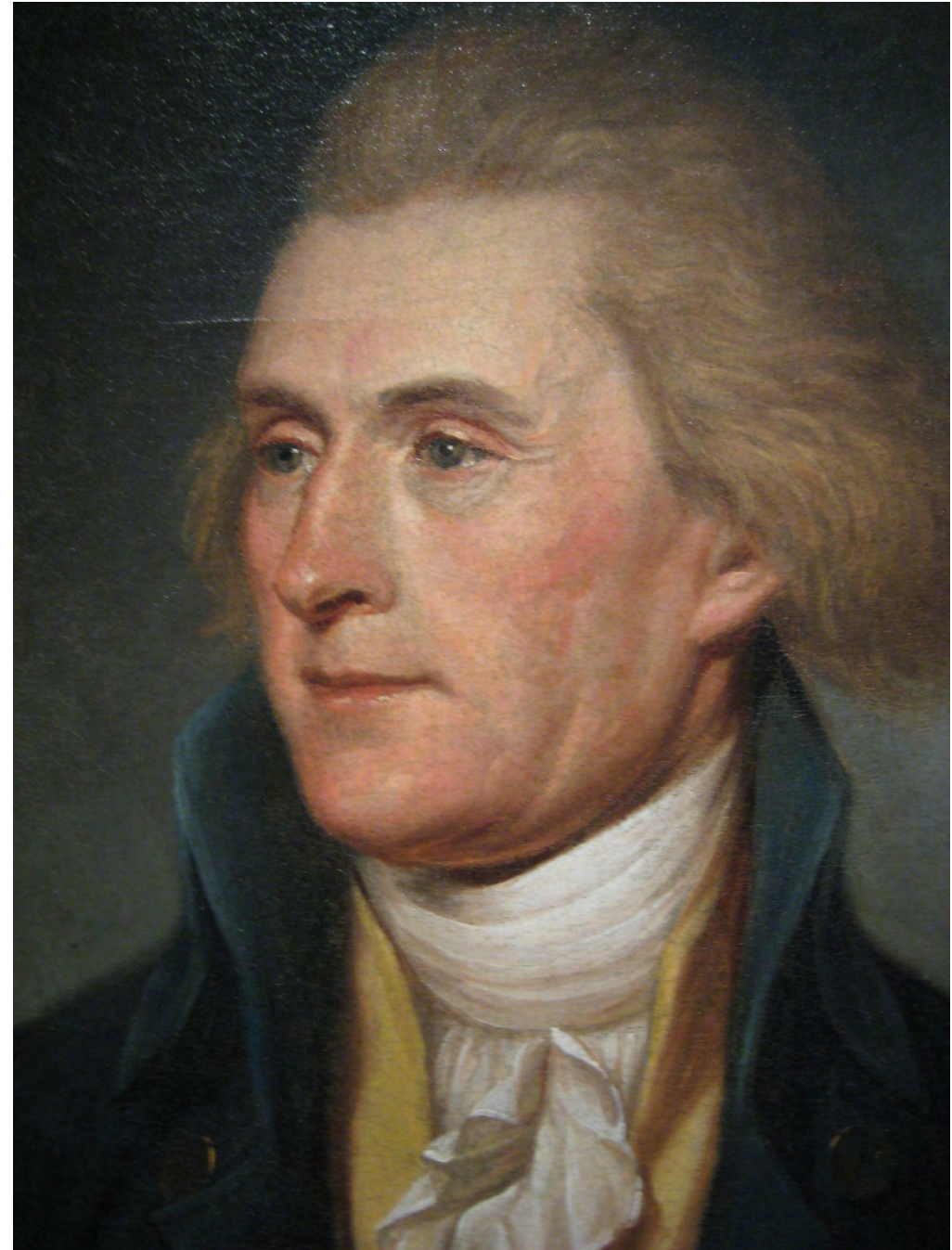


HOME • HOW TO APPLY • VIDEO • APPLY • OPEN CALLS • FAQ

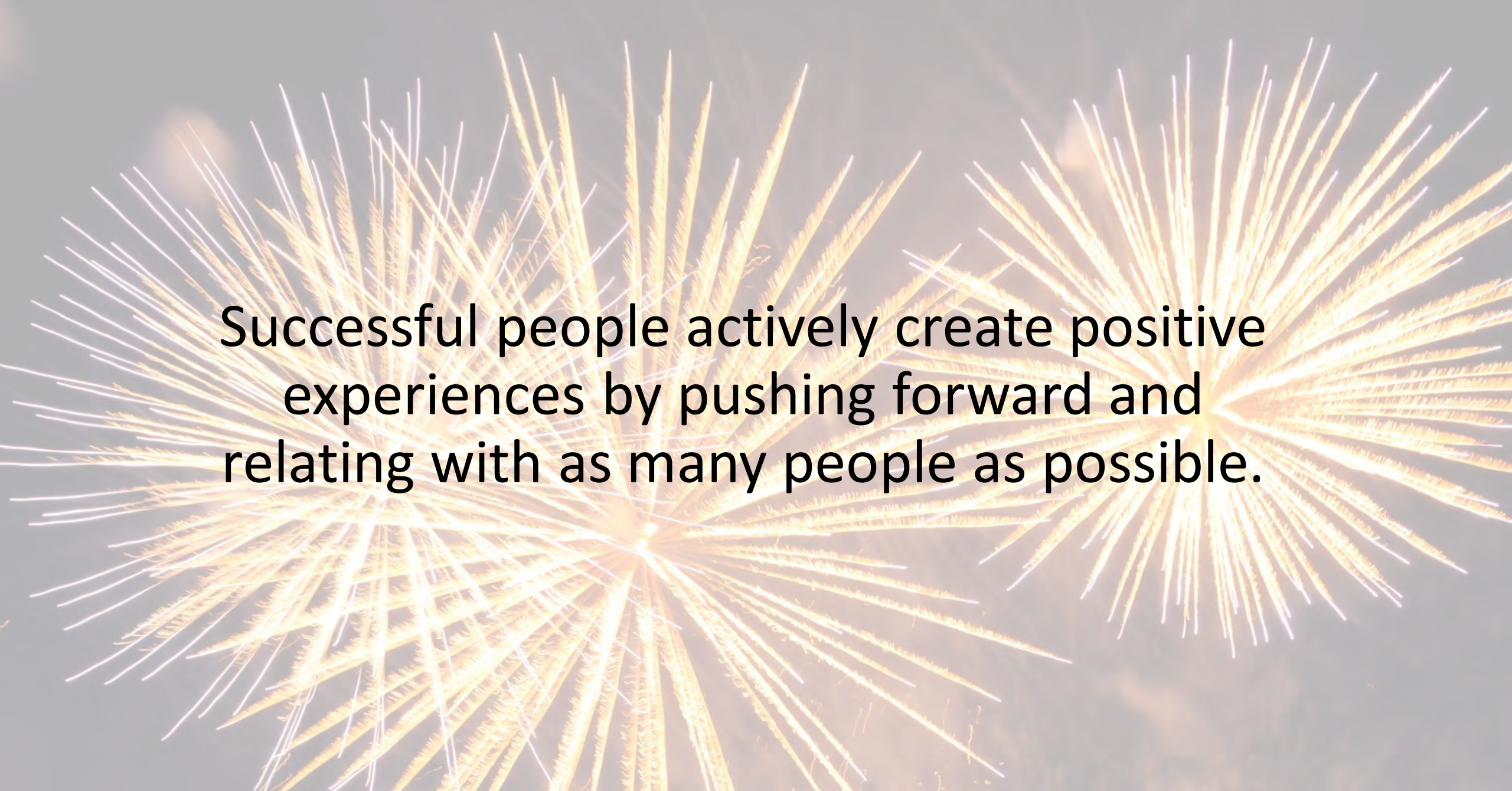


*“I am a great believer in luck,
and I find the harder I work,
the more of it I have.”*

- Thomas Jefferson



https://upload.wikimedia.org/wikipedia/commons/0/0e/Thomas_Jefferson_Portrait.jpg



Successful people actively create positive experiences by pushing forward and relating with as many people as possible.

"YOU MISS 100% OF THE
SHOTS YOU DON'T
TAKE. - WAYNE GRETZKY"

- MICHAEL SCOTT



Image: The Office

#2

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Push yourself to do even the scary stuff.



Introverts – gain/restore energy by being alone.

Extroverts – gain/restore energy by being with people.



CHRISSEY



#1


It's not what you know...

It's not who you know...

It's who knows you.



- #10 – Words matter. Choose them wisely.
- #9 – Body language matters too.
- #8 – Mirror and match.
- #7 – Dress the part.
- #6 – Be present (even when you're not present).
- #5 – Help others.
- #4 – Remain ethically strong.
- #3 – Create experiences.
- #2 – Push yourself to do even the scary stuff.
- #1 – It's not who you know. It's who knows you.



Enable others to learn your great value.

Questions?

Thank you!

Let's connect!

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 TheRealChrissyH

 TheRealChrissyHofbeck

 Chrissy Hofbeck Survivor 35



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