

**TRANSACTIONS OF SOCIETY OF ACTUARIES
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MINUTES OF THE REGIONAL MEETING

of the

SOCIETY OF ACTUARIES

**HELD AT THE REGENCY HYATT HOUSE
ATLANTA, GEORGIA
MAY 1-2, 1969**

The meeting was called to order by the President, Mr. Wendell A. Milliman, on Thursday, May 1, 1969, at 9:00 A.M. The following is a summary of the attendance at the meeting:

SUMMARY

Fellows.....	241
Associates.....	77
Guests.....	28
Total.....	<u>346</u>

The President introduced Professor Eli Zubay, Mr. Robert G. Ousley, and Mr. Jack B. Perdue.

The President then introduced Mr. John M. Bragg as moderator of the panel session of "Equity Products." Panel members were Messrs. William A. Ferguson, Robert G. Ousley, and Jack B. Perdue. Following the panel discussion, there were questions from the floor.

At 11:00 A.M. there was a brief recess, after which the meeting re-assembled in three concurrent sessions and one workshop. Concurrent Session 1, "United States Federal Income Tax," was moderated by Mr. Kenneth P. Hinsdale; panel members were Messrs. Paul T. Harkness, Jr., Gilbert W. Hart, and Charles M. Beardsley. Concurrent Session 2, "Management of Professional Personnel," was moderated by Mr. Paul T. Rotter; panel members were Messrs. Henry C. Unruh and Robert S. Yoder. Concurrent Session 3, "Computer Models and Simulation," was moderated by Mr. Burton D. Jay; panel members were Messrs. Harry D. Garber, Robin B. Welch, and Eli Zubay. Workshop 1, "Profit Sharing, Thrift Plans, and Incentive Compensation," was moderated by Mr. Richard S. Wolf, assisted by Mr. Frederick C. Mabry. Written discussions were presented in some cases, and there were questions from the floor. These sessions adjourned at approximately 12:30 P.M.

The meeting reconvened that afternoon at 2:15 P.M. in three con-

current sessions and four workshops. Concurrent Session 1, "Equity-Oriented Products," was moderated by Mr. John Macarchuk; panel members were Messrs. Charles B. Baughman and Harold G. Ingraham, Jr. Concurrent Session 2, "Life Insurance Net Cost Comparisons," was moderated by Mr. Brian L. Daly; panel members were Messrs. Robert G. Braund and Russell R. Jensen. Concurrent Session 3, "Mergers, Acquisitions, and Valuation of Stockholder Equity," was moderated by Mr. Arthur G. Weaver; panel members were Messrs. William A. Brown and D. Alan Little. Workshop 1, "Group Long-Term Disability," was moderated by Mr. Ted L. Dunn, assisted by Mr. Robert O. Martinelli. Workshop 2, "Agents' Compensation and Productivity," was moderated by Mr. L. Jefferson Stulce, assisted by Mr. John K. Roberts. Workshop 3, "Topics for Consulting Actuaries," was moderated by Mr. Charles G. Bentzin, assisted by Mr. Harold W. Black. Workshop 4, "Current Underwriting Problems," was moderated by Mr. George V. Franks, assisted by Mr. Harold E. Ruck. These meetings adjourned at about 4:15 P.M.

On Friday, May 2, 1969, the meeting convened at 9:00 A.M. in general session.

The President introduced Mr. Joe B. Pharr and Miss Sheila Moorhead.

Following this, President Milliman extended a welcome to the new Fellows and Associates who were attending their first meeting of the Society after attaining their present ranks.

President Milliman advised that the Society had received word of the deaths of twenty members since the Annual Meeting: Eleanor A. Abbott, Henry W. Allstrom, James B. Copple, Ernest W. Crowe, Edward A. Dougherty, Rex A. Farrier, William F. Hancock, William C. Johnstone, Annie Mary Lyle, Gordon D. McKinney, Kenneth B. Piper, Simon Shannon, and Mortimer Spiegelman, Fellows; and George W. Bishop, H. K. Dasgupta, James E. Frankland, James R. Gillan, M. Wallace McCutcheon, Frederick A. A. Menzler, and Alan K. Peterson, Associates. The members observed a moment of silence in respect for the memory of these members. Obituaries are printed in this volume of the *Transactions*.

The President introduced the authors of the papers presented at other sessions of this meeting.

Four papers were presented at this session. Mr. Michael C. Altschuler presented Mr. Ralph D. Maguire's paper and commented on the discussions that had been submitted. Professor Robert W. Batten presented his paper as well as Professor John A. Beekman's and commented on the discussions that had been submitted on both. Mr. Robert J. Myers substituted for Mr. Francisco Bayo in both the presentation of the paper and comments on discussions.

In the absence of the Secretary, the Executive Director read a summary of the business transacted at the Board of Governors' meeting held April 20, 1969:

1. Amended Article VIII, Section 1, of the Bylaws to allow the Board to make future changes in the schedule of membership dues without amending the Bylaws.
2. Adopted the following schedule of membership dues for the calendar year 1969:

\$85. Fellows 5 or more years, Associates 10 or more years, and
 Fellows who were Associates for 10 or more years.
 \$60. Fellows less than 5 years and Associates 5-9 years.
 \$35. Associates less than 5 years and Fellows and Associates not
 residing in the United States or Canada.

3. Approved the Executive Committee's recommendation that medallions and plaques be offered for sale to Fellows. The medallions (Society's seal) will be available for \$8.50 in either bronze or a silver-colored metal with name and date of enrollment inscribed on the back. Plaques, consisting of a medallion and an inscribed metal plate mounted on a framed blue background, will be available for \$13.50. Information will be sent in the near future by the Society office.
4. Approved the following sites and dates for future meetings subject to the condition that the Secretary attempt to reschedule at least one of the 1974 regional meetings after the week of the Society's examinations:

1973 Regional (3d)	San Francisco	June 7-8
1974 Regional	Boston	March 25-26
1974 Regional	Montreal	May 2-3
1974 Regional	Dallas	May 9-10
1974 Annual	New Orleans	October 21-23

5. Approved the following recommendations of various committees:
 - a) The recommendation of the Education and Examination Committee and the Advisory Committee on Education and Examinations that certain changes be made in the examination syllabus.
 - b) The recommendation of the Committees on Mortality and Morbidity among Lives Individually Insured that the availability of the results of an annual intercompany mortality study be publicized in the *Reports Numbers* and that coding of contributing companies be changed annually.

- c) The recommendation of the Committee on Professional Conduct that drafts of two interpretative opinions on the Guides be given exposure to members by being published in *The Actuary*.
6. Approved a request by the Public Relations Committee that it be given authority to spend up to \$4,000 on a project to furnish actuarial career information to over 15,000 high school guidance counselors.
7. Approved the President's request to appoint the following three ad hoc committees: Committee on Liaison with Local Actuarial Clubs, Committee To Study Education Facilities for Actuaries, and Committee To Study Fiscal Policy of the Society.

Following this, Mr. Robert J. Myers reported on current developments in the United States Social Security Act; Mr. Ernest J. Moorhead reported on some of his recent contacts with actuarial organizations in New Zealand and Australia; and Mr. George H. Davis presented some comments on current legislative developments.

After thanking all the participants, President Milliman adjourned the meeting at 10:05 A.M.

The meeting reconvened at 10:15 A.M. in two concurrent sessions and four workshops. Concurrent Session 1, "The Changing Role of the Actuary," was moderated by Mr. Edwin B. Lancaster; panel members were Messrs. Morrison H. Beach, Sylvester J. Huse, and Chandler L. McKelvey. Concurrent Session 2, "Final-Pay Pension Plans," was moderated by Mr. Robert H. Little; panel members were Messrs. Blackburn H. Hazlehurst and Kenneth K. Keene. Workshop 1, "Ordinary Dividends and Asset Shares," was moderated by Mr. John W. Lincoln, assisted by Mr. Fred G. Letwin. Workshop 2, "Group Ordinary," was moderated by Mr. Don F. Fackler, assisted by Mr. Carlton Harker. Workshop 3, "Combination Sales: Mutual Funds and Life Insurance," was moderated by Mr. DeLos H. Christian, assisted by Mr. Robert B. Goode. Workshop 4, "Operations Research," was moderated by Mr. James Lee Lewis, Jr., assisted by Mr. William J. Taylor. These meetings adjourned at 12:30 P.M.

The meeting reconvened that afternoon at 2:00 P.M. in a panel session. This session, "Marketing Trends—Smaller Companies," was moderated by Mr. William R. Battle; panel members were Messrs. William J. Bryan, Jr., and John M. Loftis. The meeting adjourned at approximately 4:15 P.M.