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Issue Notes from the Editor

by Bill Ely

In this quarter's issue of *The Independent Consultant*, we continue to explore the changing world of actuarial entrepreneurs.

- In "From the Chairperson," Larry Stern discusses the results from the recent Entrepreneurial Actuarial Section (EAS) survey.
- J. Eddie Smith talks about the interrelationship of social media and risk management.
- Aurélie Hiernaux explores how to use e-blasts to build your business network.
- Michael Oleksak discusses how it's never too soon for actuarial consultants to begin exit planning.
- In this issue, we continue to showcase our selection of submissions we received for the EAS-sponsored Papers Competition last summer. Our featured essay is Charles Preti's "*A Compensation Overhaul for the Sales Development of the Entrepreneurial Actuary.*"

Enjoy the Issue!

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