



THE INDEPENDENT CONSULTANT



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Issue Notes from the Editor

Bill Ely

In this quarter's issue of *The Independent Consultant*, we offer several interesting articles for the actuarial entrepreneur.

- Chairperson James Ramenda discusses the procurement professional as he continues to discuss how the small entrepreneur must operate in a world of large companies.
- John Vogt helps us build a local consulting practice in his article, "Top Ten Steps to a Thriving Local Consulting Practice Without Travel."
- In "Building Your Business Through Social Media Networking," Connie Golleher walks us through how to use social media to grow your business.
- Rod Bubke in "How to Become a Better Actuary" provides a path to do just that using the Competency Framework and a new Self-Assessment Tool.
- We are pleased to present two additional essays from the 2010 EAS-sponsored Papers Competition, "Medical Loss Ratio: An Entrepreneurial Approach to Health Care Reform," by Mark Florian and "An Annuity Clearinghouse Proposal," by Beverly J. Orth.

Enjoy the Issue!

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