



# THE INDEPENDENT CONSULTANT



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## Issue Notes from the Editor

by Bill Ely

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

- Chairperson James Ramenda discusses the need for big companies to remain connected to the spirit of innovation in his article, "The Job of Chief Entrepreneurial Actuary." Jim also appeals to the EAS membership to volunteer-sharing time, talent and expertise with the section.
- Wayne Bidelman introduces the value of business coaching in his article, "Entrepreneurs as Successful Business Leaders."
- In "Chocolate and Performance: Fuel-Proof Strategies for More Effective Transformation," Laura Stone and Scott Lacy discuss author David Rock's book on brain chemistry and transformational change.
- Libby Wagner walks us through the ins and outs of developing business relationships in her article, "Influencing for All Seasons: Creating and Influencing Specific Business Relationships."
- We are pleased to present two additional essays from the 2010 EAS-sponsored Papers Competition, "An Entrepreneurial Approach to Bending the Health Care Cost Curve," by Ken Beckman and "On Counting, Modeling & Beans," by Syed M. Mehmud.

[Beans](#)

by Syed M. Mehmud

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