# THE INDEPENDENT CONSULTANT







#### **CONTENTS**

From the Chair Essay Contest—
A Success Story
by David V. Axene

<u>Drum Roll, Please ...</u> by Bill Ely

Longevity Risk Solutions for Small Canadian Pension Plans by John Melinte

A New Model for Determining
Salaries for NHL Players
by Luc Berlinguette

Project Management: Sticky
Situations Series Topic 2—
Change (the Not–So–Innocent
Enemy)
by Doris Orr

# ENTREPRENEURIAL ACTUARIES SECTION

Entrepreneurial Actuaries
Section Leadership

William Ely, Editor

#### **SOA Staff**

Meg Weber, Staff Partner

Jacque Kirkwood, Staff Editor

Sue Martz, Section Specialist

### Drum Roll, Please ...

by Bill Ely

The Entrepreneurial Actuaries Section sponsored a Papers Competition this summer on a topic related to being an entrepreneur. This competition was open to all SOA members. We are pleased to include the first and second place award-winning papers in this issue. Enjoy reading the first place (John Melinte) and second place (Luc Berlinguette) papers from the EAS papers competition. Melinte took home \$5,000; Berlinguette, \$3,500.

In future issues of *The Independent Consultant*, we will be publishing other submissions received for the papers competition. Please join us in congratulating our authors and meet some of them at the EAS breakfast at the SOA 09 Annual Meeting & Exhibit, Wednesday, October 28, in Boston.

## OTHER SITES OF INTEREST

Entrepreneurial Actuaries

Newsletter

Resource Center

Member Benefits



475 North Martingale Road, Suite 600, Schaumburg, Illinois 60173 Phone: 847.706.3500 Fax: 847.706.3599 www.soa.org