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The Product Development Actuary's Annual Meeting Playlist

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Nashville is known as Music City. While that nickname does not explicitly mention any particular style of music, Nashville is often further labeled The Country Music Capital of the World. While Nashville is undoubtedly home to several legendary country music venues and has played host to the launch of several successful country artists' careers, this second name undersells the diversity of genres represented in Nashville's vibrant music scene. For those who prefer their music to be sung with less of an accent (or to avoid the use of lyrics altogether), Nashville offers music ranging from rock and roll to classical and everything in between.

In a somewhat similar fashion to the city of Nashville and its remarkable musical culture, product development can sometimes bring to mind a very specific (and somewhat narrow) selection of topics. However, the Product Development Section is sponsoring sessions covering a wide spectrum of subjects, including both more traditional topics such as assumption setting and very recent developments like wellness initiatives and the impact they can have on life insurance. More broadly, look for sessions sponsored by the Product Development Section in the following subject areas:

ADVANCES IN UNDERWRITING

These sessions will provide attendees with information on leading edge developments in the underwriting space with a particular focus on how they will impact traditional actuarial areas of focus such as product design and assumption setting. Plan to attend one or more of these sessions if you want to learn more about Accelerated Underwriting, new types of evidence currently being introduced and being considered for use in the very near future and the effects that new sources of data and their associated tools may have on our industry.

- Session 83PD: Accelerated Underwriting Update—Tuesday at 8:30 a.m.
- Session 116PD: Diving Deeper into Accelerated Underwriting—Tuesday at 2:00 p.m.
- Session 156PD: Evolution of Traditional Underwriting—Wednesday at 8:30 a.m.
- Session 187PD: Impact of New Underwriting Data Sources and Tools—Wednesday at 12:00 p.m.

ANNUITIES

These sessions will provide attendees with more focused information that is of particular relevance to the annuity market. Mark your calendar to attend these sessions if you'd like to hear about strategies to optimize the use of assets available at the end of the accumulation phase, product and market trends in the annuity space and emerging regulatory developments that are expected to impact this market segment.

- Session 97PD: Annuity-based Solutions: Securing the Golden Years—Tuesday at 10:15 a.m.

- Session 172PD: Annuity Hot Topics—Wednesday at 10:15 a.m.

LIFE INSURANCE

These sessions will provide attendees with an update on the current state of the life insurance market and key considerations for successfully navigating that space. Make time for these sessions if you want to learn more about forces and trends that are currently affecting the term life insurance space and how new developments in wellness programs could help improve results for life insurance companies.

- Session 42PD: Using Wellness for Life Insurance—Monday at 1:45 p.m.

- Session 96PD: Term Insurance Update—Tuesday at 10:15 a.m.

PRINCIPLES BASED RESERVES

These sessions will provide attendees with information on recent developments in Principles Based Reserves (PBR). Plan to attend these sessions if you're interested in new rules and constraints around assumption setting under PBR and the process modifications they may necessitate, identifying solutions to potential impasses in the product development process coinciding with the introduction of PBR and possible impacts of the new valuation mortality table.

> Look for PD Section sponsored sessions in the following subject areas: Advances in Underwriting, Annuities, Life Insurance, Principle Based Reserves, In-force Management and Networking.

- Session 59PD: VM-20: Assumption Setting—Theory and Practice—Monday at 3:30 p.m.

- Session 129WS: Pricing under VM-20: Lessons Learned—Tuesday at 3:45 p.m.

- Session 157PD: 2017 CSO Friend or Foe—Wednesday at 8:30 a.m.

IN-FORCE MANAGEMENT

Although not all of the following sessions are offered by the Product Development Section, the desire to develop actuaries involved in in-force management has been embraced by the Product Development Section through forming a subgroup focused on in-force management. A listserv has been created and activities are planned focusing on in-force management. Monday at the annual meeting provides a mini-inforce management symposium including:

- Session 24PD: Inforce Management—Monday at 10:30 a.m.
- Sessions 40OF: Managing Inforce Blocks from a Risk Manager's Perspective
- Session 62PD: May the Inforce Be With You: Transactions for Life and Annuity Business

NETWORKING

These events are geared to inform and interact with peers encouraging discussion and engagement related to the specific topic.

- Session 9: Product Development Section Hot Breakfast (plan to discuss waiver of premium research and being on a Project Oversight Group) —Monday at 7:15 a.m.
- Session 32M: In-force Management Networking Lunch—Monday at 12:00 p.m.
  - *Note: this session requires an additional payment in order to attend*
- Session 140M: Investment, Joint Risk Management, International and Product Development Joint Section Networking Event—Tuesday at 6:00 p.m.
  - *Note: this session requires an additional payment in order to attend*

There is certainly no shortage of compelling topics on offer in the sessions sponsored by the Product Development Section at this year's SOA Annual Meeting. Please join us at these sessions for what is certain to be an insightful look into the current and future state of our industry. ■

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