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Chairperson's Corner

By Brock Robbins

I can almost hear the steel guitar, banjo, fiddle and drums in the background as we prepare to attend the 2018 SOA Annual Meeting & Exhibit in Nashville on October 14–17. I look forward to seeing many of you during this year's meeting. I'd also like to remind you about the sock drive that the SOA is hosting during the meeting to benefit homeless people served by Nashville Rescue Mission. A warm pair of socks is the most sought-after item among the homeless population, and an extra pair or two of socks won't take up too much room in your luggage.

In this issue of *Product Matters!*, we announce the winners of our wearable technology essay contest. Congratulations to Al Klein, whose humorous article, "A Day in the Life of Adorable," illustrates what one day in the life of a wearable wearer might be like. Imagine a wearable named Adorable which talks to its owner as it monitors the wearer's daily living activities. This smart watch (some might even say smart aleck watch) announces the wearer's sleep disorders and medication compliance while also broadcasting his blood pressure and heart arrhythmia. Accessories for the wearable allow the wearer to scan an eye for macular degeneration, test saliva for infection and monitor alcohol consumption, tobacco usage, driving experience and physical activity levels. Don't miss this award-winning forecast into what might be a not-too-distant future.

I would also like to congratulate our second place winners of the essay contest, who are:

- Kyle Nobbe, Kristen Kenney and Kaitlyn Fleigle for "Knowledge is Power"
- June Quah for "The Future is Now: Wearables for Insurance Risk Assessment"



Other topics in this issue include:

- Section sponsored sessions at the annual meeting
- Risk-reward analysis for optimizing your CPPI investment strategy
- Annual survey insights into the Universal Life and Indexed UL market
- In-force management polling results
- Why IUL income streams need to be managed (Part 1 of 2)

Thank you to all our contributors for this final 2018 issue of *Product Matters!* I hope you have a wonderful holiday season and look forward to working with more of you as newsletter contributors, committee members and section leaders in 2019. ■



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