



SOCIETY OF ACTUARIES

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ReFocus2011
SEE THE FUTURE FIRST

ReFocus 2011 See the Future First is a distinctive, one-of-a-kind conference for senior-level life insurance and reinsurance executives, jointly sponsored by the American Council of Life Insurers and the Society of Actuaries.

ReFocus 2011 builds off the success of its previous conferences with more top-notch speakers, forward-looking sessions and superior networking opportunities, where you can interact with the who's who of the international life insurance and reinsurance industry. This meeting promises to be exceptional, with discussions on hot topics in reinsurance and life insurance that will prepare you to take on the greatest challenges in your career and at your company. This year's program revolves around "Solving Industry Issues" (e.g., distribution) and we are confident that you will find the conference enriching.

The featured keynote speaker will be **Michael Lewis**, author of *The Blind Side* and *The Big Short: Inside the Doomsday Machine*

Here is an outline of the sessions, topic, and speakers:

General Sessions

Reinsurance CEO Panel

Chris Stroup, Wilton Re (moderator)
Mike DeKoning, Munich Re
Donna Kinnaird, Swiss Re
Peter Schaefer, Hannover Life Re
Greig Woodring, RGA

Managing Distribution in Today's Perilous World

Doug French, Ernst & Young (moderator)
Butch Britton, ING
Fred Jonske, M Group
Dave O'Maley, Ohio National

Overcoming the Challenges of a Multi-Line Distribution

S. Michael McLaughlin, Deloitte (moderator)
Peter Golato, Nationwide
Jim Hohmann, FBL Financial Group, Inc.
Eric Smith, USAA
Matt Winter, Allstate

International Reinsurers Assisting Clients with Distribution

Paula Ferreira, Aon Benfield (moderator)
David Howell, Pacific Life Re
Ross Mayne, AllFinanz

How to Succeed Distributing Life Products through Financial Institutions

Jack Gibson, Towers Watson (moderator)
Chris Hilger, Securian
Tom Marra, Symetra
Jon Curley, Wells Fargo

A Breakfast for Champions Only

Monica Hainer, London Re (moderator)
Ken Frino, AM Best
Greg Gaskel, Standard & Poor's
Doug Meyer, Fitch
Robert Riegel, Moody's

Concurrent Sessions

New Financial Reform – So What Else Is New?

Can Banks Solve The Ills of Insurers And Reinsurers?

How to Reach The Mid-Market

Do Guaranteed Benefits Sell Life Insurance Policies And Annuity Contracts?

Bank Solutions – How Do They Rate With Regulators And Rating Agencies?

Does Mortality Experience Support Life Insurance Preferred Risk Selection?

Do You See What I See? – Is there A Future For Reinsurance?

Mark your calendar!

Plan to attend!

Register now at www.refocusconference.com/registration.asp ■



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