

**TRANSACTIONS OF SOCIETY OF ACTUARIES  
1988 VOL. 40 PT 2**

MINUTES OF THE REGIONAL MEETING

*of the*  
SOCIETY OF ACTUARIES

HELD AT THE DISNEYLAND HOTEL  
ANAHEIM, CALIFORNIA  
APRIL 13-15, 1988

The meeting commenced on Wednesday, April 13, 1988 at 1:30 P.M. The following is a summary of attendance at the meeting.

SUMMARY

Fellows .....	540
Associates .....	273
Others.....	<u>122</u>
Total .....	935

The meeting convened at 1:30 P.M. in one open forum, four panel discussions, three seminar format sessions, and four workshops.

After a brief recess, the meeting reconvened at 3:30 P.M. in five panel discussions and six workshops.

After a brief recess, the meeting reconvened at 6:30 P.M. in five open workshops.

On Thursday, April 14, the meeting reconvened at 8:00 A.M. in two section meetings.

After a brief recess, the meeting reconvened at 8:45 A.M. in four panel discussions, one seminar format session, and nine workshops.

A "New Associates' Workshop" was also held at 8:45 A.M. under the sponsorship of the Committee on Professional Development.

After a brief recess, the meeting reconvened at 10:45 A.M. in four panel discussions and eight workshops.

A group luncheon was held at 12:30 P.M. for all registrants of the meeting. President Gary Corbett welcomed those attending the meeting and recognized those seated at the head table.

President Corbett reported that this special topic meeting on "Pension and Health" was cooperatively sponsored by the American Academy of Actuaries, the Conference of Actuaries in Public Practice, and the Society of Actuaries.

William David Smith, Chairperson of the Pension Section, briefly addressed the audience.

President Corbett recognized the individuals responsible for this special topic meeting: Program Committee Chairperson Peter J. Bondy and members of that committee; Chairperson William David Smith and Robert G. Utter of the Pension Section; Chairperson Howard J. Bolnick of the Health Section; and the section and committee liaison representatives and recruiters.

President Corbett recognized all the program participants—both Society members and those who were not members of the Society.

President Corbett recognized the following individuals attending this meeting from countries other than the United States and Canada: Peter Horan, Australia; and Willie R. Olivier, South Africa.

President Corbett next recognized and welcomed the new Associates and Fellows who were attending their first meeting of the Society since attainment of their present ranks.

President Corbett recognized 50-year Fellow James B. Gardiner, F.S.A., 1935.

President Corbett recognized Past President Robert J. Myers, who was attending the meeting.

President Corbett presented the report of the Secretary summarizing the nonroutine business transacted by the Board of Governors at its meeting on January 21, 1988 and by the Executive Committee at its meeting on March 8–9, 1988.

John E. O'Connor, Jr., Executive Director, made a few brief announcements.

President Corbett introduced Dr. Arthur B. Laffer, Chairman of A. B. Laffer Associates, who gave the keynote presentation on the "Laffer Curve Performance."

Following the luncheon, the meeting reconvened at 2:15 P.M. in one panel discussion, three seminar format sessions, one teaching session, and two workshops.

A dinner was held at 6:00 P.M. honoring new Fellows attending their first meeting of the Society since attainment of Fellowship. Before the dinner, brief remarks were presented by President Corbett and President-Elect Roland. Following the dinner, Frederick W. Kilbourne addressed the audience.

On Friday, April 15, the meeting reconvened at 8:30 A.M. in one open forum, five panel discussions, and six workshops.

After a brief recess, the meeting reconvened at 10:30 A.M. in one open forum, five panel discussions, and seven workshops.

A group luncheon was held at 12:15 P.M. for all registrants of the meeting. President Corbett welcomed those attending the luncheon and recognized those seated at the head table.

William David Smith introduced Dr. Tony Alessandra, Alessandra & Associates, who gave the keynote presentation on "Relationship Strategies."

Following the luncheon, the meeting reconvened at 2:15 P.M. in one teaching session and eighteen workshops.

After a brief recess, the meeting reconvened at 3:30 P.M. in one teaching session and five workshops.

Luncheon session, open forum, panel discussion, open workshop, workshop, teaching session, and seminar format session topics, and the names of participants for this meeting are printed in the *Record*, Volume 14, Number 1.

ANTHONY T. SPANO  
*Secretary*



MINUTES OF THE REGIONAL MEETING  
*of the*  
SOCIETY OF ACTUARIES

HELD AT THE GALT HOUSE HOTEL  
LOUISVILLE, KENTUCKY  
MAY 16-17, 1988

The meeting commenced on Monday, May 16, 1988 at 8:30 A.M. The following is a summary of attendance at the meeting.

SUMMARY

Fellows .....	352
Associates .....	170
Others.....	<u>76</u>
Total .....	598

The meeting convened at 8:30 A.M. in one open forum, two panel discussions, one seminar format session, and three workshops.

A "New Associates' Workshop" was also held at 8:30 A.M. under the sponsorship of the Committee on Professional Development.

After a brief recess, the meeting reconvened at 11:00 A.M. in three panel discussions and four workshops.

A group luncheon was held at 12:45 P.M. for all registrants of the meeting. President Gary Corbett welcomed those attending the meeting and recognized those seated at the head table.

President Corbett recognized the individuals responsible for this special topic meeting on "Product Development and Non-Traditional Marketing": Program Committee Chairperson Peter J. Bondy and members of that committee; and the liaison representatives and recruiters of the Individual Life Insurance and Annuity Product Development Section, Non-Traditional Marketing Section, Reinsurance Section, Committee on Professional Development, and Seminar Format Sessions.

President Corbett recognized all the program participants—both Society members and those who were not members of the Society.

President Corbett recognized Les W. Webb of England, who was attending this meeting from a country other than the United States and Canada.

President Corbett next recognized and welcomed the new Associates and Fellows who were attending their first meeting of the Society since attainment of their present ranks.

President Corbett recognized the following Past Presidents attending the meeting: Harold G. Ingraham, Jr. and Richard S. Robertson.

President Corbett acknowledged the authors of papers recently published in the *Transactions* April 1988 preprint and recognized one who was attending the meeting: Harry H. Panjer, "AIDS: Survival Analysis of Persons Testing HIV+."

The Secretary presented an oral summary of nonroutine business transacted by the Board of Governors at its meeting on January 21, 1988 and by the Executive Committee at its meeting on March 8-9, 1988.

John E. O'Connor, Jr., Executive Director, made a few brief announcements.

President Corbett introduced Norman L. Phelps, Chairman and Chief Executive Officer of National Liberty Corporation, who gave the keynote presentation on "Making the Most of Your Network—Relationship Marketing."

Following the luncheon, the meeting reconvened at 2:30 P.M. in three panel discussions, two seminar format sessions, and four workshops.

A dinner was held at 7:45 P.M. honoring new Fellows attending their first meeting of the Society since attainment of Fellowship. Before the dinner, brief remarks were presented by President Corbett. Following the dinner, James C. Hickman addressed the audience.

On Tuesday, May 17, the meeting reconvened at 8:30 A.M. in one open forum, four panel discussions, one seminar format session, and four workshops.

After a brief recess, the meeting reconvened at 11:00 A.M. in one open forum, four panel discussions, one seminar format session, and five workshops.

A luncheon of the Individual Life Insurance and Annuity Product Development Section was held at 12:45 P.M. Following the luncheon, Edwin J. Gold, Chairman of the Board of PLANCO, Inc., addressed the audience.

Following lunch, the meeting reconvened at 2:30 P.M. in two seminar format sessions and one teaching session.

Luncheon session, open forum, panel discussion, workshop, teaching session, and seminar format session topics, and the names of participants for the meeting are printed in the *Record*, Volume 14, Number 2.

ANTHONY T. SPANO  
Secretary

MINUTES OF THE REGIONAL MEETING  
*of the*  
SOCIETY OF ACTUARIES

HELD AT THE BOCA RATON HOTEL AND CLUB  
BOCA RATON, FLORIDA  
JUNE 8-10, 1988

The meeting commenced on Wednesday, June 8, 1988 at 2:00 P.M. The following is a summary of attendance at the meeting.

SUMMARY

Fellows .....	556
Associates .....	291
Others.....	<u>65</u>
Total .....	912

The meeting convened at 2:00 P.M. in four seminar format sessions.

On Thursday, June 9, the meeting reconvened at 8:30 A.M. in a general session with President Gary Corbett presiding.

President Corbett welcomed those attending the meeting and recognized those seated at the head table.

President Corbett recognized the individuals responsible for this special topic meeting on "Financial Reporting, Investments and Reinsurance": Program Committee Chairperson Peter J. Bondy and the members of that committee; and the liaison representatives and recruiters of the Financial Reporting Section, Health Section, Investment Section, Reinsurance Section, Committee on Professional Development, and Seminar Format Sessions.

President Corbett recognized all the program participants—both Society members and those who were not members of the Society.

President Corbett recognized the following individuals attending this meeting from countries other than the United States and Canada: John Howard Greenhalgh, England; Peter H. M. Kuys, Netherlands; Ken Magee, New Zealand; Stephen T. Meldrum, England; and John H. Taylor, Australia.

President Corbett recognized and welcomed the new Associates and Fellows who were attending their first meeting of the Society since attainment of their present ranks.

President Corbett recognized the following Past Presidents attending the meeting: John M. Bragg, Harold G. Ingraham, Jr., and Richard S. Robertson.

The Secretary presented an oral summary of nonroutine business transacted by the Board of Governors at its January 21, 1988 and May 18, 1988 meetings, and by the Executive Committee at its March 8–9, 1988 meeting.

John E. O'Connor, Jr., Executive Director, made a few brief announcements.

President Corbett introduced Gordon Pepper, Director and Senior Adviser of Midland Montagu Ltd., who gave the keynote presentation on "Behavior of Financial World Markets—A British Actuary's Perspective."

After a brief recess, the meeting reconvened at 10:30 A.M. in one open forum, three panel discussions, one seminar format session, and four workshops.

A "New Associates' Workshop" was also held at 10:30 A.M. under the sponsorship of the Committee on Professional Development.

Following lunch, the meeting reconvened at 2:30 P.M. in one open forum, six panel discussions, and two workshops.

A dinner was held at 7:45 P.M. honoring new Fellows attending their first meeting of the Society since attainment of Fellowship. Before the dinner, brief remarks were presented by President Corbett. Following the dinner, Robert D. Shapiro addressed the audience.

On Friday, June 10, the meeting reconvened at 8:30 A.M. in one open forum, three panel discussions, one teaching session, and six workshops.

After a brief recess, the meeting reconvened at 11:00 A.M. in two open forums, two panel discussions, and three workshops.

Following lunch, the meeting reconvened at 2:30 P.M. in one open forum, four panel discussions, one seminar format session, and six workshops.

General session, open forum, panel discussion, workshop, teaching session, and seminar format session topics, and the names of participants for this meeting are printed in the *Record*, Volume 14, Number 3.

ANTHONY T. SPANO  
*Secretary*



MINUTES OF THE ANNUAL MEETING  
*of the*  
SOCIETY OF ACTUARIES

HELD AT THE BOSTON MARRIOTT HOTEL COPLEY PLACE  
BOSTON, MASSACHUSETTS  
OCTOBER 24-26, 1988

The meeting was called to order by President Gary Corbett on Monday, October 24, 1988 at 8:30 A.M. The following is a summary of attendance at the meeting:

SUMMARY

Fellows .....	1,024
Associates .....	219
Nonmembers .....	170
Exhibitors.....	<u>126</u>
Total .....	1,539

President Corbett introduced the Colonial Boys Fife and Drums Corps of New England for presentation of the colors and for the slide show: America the Beautiful and Canada Is.

Richard S. Robertson, Chairperson of the Committee on Elections, reported the election results of Officers and Members of the Board of Governors as follows:

President-Elect:	Allan D. Affleck
Vice-Presidents:	Barnet N. Berin Burton D. Jay Donald R. Sondergeld
Secretary:	Anthony T. Spano
Treasurer:	Michael J. Cowell
Board Members:	Nicholas Bauer Christopher D. Chapman Arnold A. Dicke Sam Gutterman Michael E. Mateja Daniel J. McCarthy

Following announcement of the election results, incoming President-Elect Allan D. Affleck spoke briefly.

President Corbett recognized the following Past Presidents attending the meeting: Preston C. Bassett, Thomas P. Bowles, Jr., Robert H. Hoskins, Harold G. Ingraham, Jr., Barbara J. Lautzenheiser, Robin B. Leckie, Ernest J. Moorhead, Robert J. Myers, Richard S. Robertson, and Henry F. Rood.

President Corbett next recognized the individuals attending this meeting from countries other than the United States and Canada.

President Corbett recognized the individuals responsible for this meeting: Program Committee Chairperson Peter J. Bondy and members of that committee; and the liaison representatives and recruiters of the various sections and committees.

President Corbett recognized all the program participants—both Society members and those who were not members of the Society.

President Corbett recognized and welcomed the new Associates and Fellows who were attending their first meeting of the Society since attainment of their present ranks.

President Corbett next recognized 50-year Fellows Ernest J. Moorhead, F.S.A., 1938, and Henry F. Rood, F.S.A., 1937.

President Corbett advised that the Society had received word of the deaths of forty members since the last annual meeting. Those in attendance at this meeting observed a moment of silence in respect for the memory of these members. Obituaries are printed in this volume of the *Transactions*.

President Corbett announced the 1989 Annual Prize winners for the best papers published in the *Transactions* as follows: Harry H. Panjer for his paper "AIDS: Survival Analysis of Persons Testing HIV +," to be published in the *Transactions*, Volume XL, and Louis J. Lombardi for his paper "Relationships between Statutory and Generally Accepted Accounting Principles (GAAP)," to be published in the *Transactions*, Volume XL. Mr. Panjer and Mr. Lombardi accepted their awards.

President Corbett announced that the Triennial Prize winner for the period covering 1985–1988 was Jacques F. Carrieri for his paper "The Bounds of Bivariate Distributions that Limit the Value of Lost-Survivor Annuities," which was published in the *Transactions*, Volume XXXVIII. Mr. Carrieri was not present at the meeting to accept his award.

President Corbett next announced that the 1988 Halmstad Prize winner for actuarial research was Ragnar Norberg from the University of Oslo, Oslo, Norway for his paper "A Contribution to Modelling of IBNR Claims," which was published in the *Scandinavian Actuarial Journal* in 1986. Professor Norberg was not present at the meeting to accept his award.

President Corbett announced the 1988 AERF Practitioners Award winners for practical actuarial research performed during 1986 or 1987 that has not been published, as follows: Charles S. Fuhrer was awarded the top prize for his paper "A Method for the Calculation of Aggregated Stop-Loss Premiums"; honorable mention awards were presented to David L. Creswell for his paper "Required Surplus with Emphasis on C-2 Risk" and to David N. Ingram for his paper "Unreleased Capital Gains on Common Stock as Required Surplus." Messrs. Fuhrer, Creswell and Ingram accepted their awards.

John E. O'Connor, Jr., Executive Director, made a few brief announcements.

President Corbett gave his presidential address on "The Future of the Actuary/The Actuary of the Future," which is printed in this volume of the *Transactions*.

After a brief recess, the meeting reconvened at 10:30 A.M. in three open forums, five panel discussions, and eleven workshops.

A "New Associates' Workshop" was also held at 10:30 A.M. under the sponsorship of the Committee on Professional Development.

Two sections held luncheon meetings at 12:00 noon.

Following lunch, the meeting reconvened at 1:30 P.M. in three open forums, three panel discussions, one teaching session, and twelve workshops.

The Exhibit Hall was open to all registrants at various hours throughout the meeting.

A dinner was held at 7:30 P.M. honoring new Fellows attending their first meeting of the Society since attainment of Fellowship. Before the dinner, brief remarks were presented by President Corbett and President-Elect Roland. Following the dinner, John C. Angle addressed the audience.

On Tuesday, October 25, the meeting reconvened at 7:45 A.M. in three section meetings and at 8:30 A.M. in five panel discussions, one seminar format session, one teaching session, and eight workshops.

After a brief recess, the meeting reconvened at 10:30 A.M. in one open forum, four panel discussions, and twelve workshops.

Two sections held luncheon meetings at 12:00 noon.

Following lunch, the meeting reconvened at 1:30 P.M. in three open forums, three panel discussions, and twelve workshops.

After a brief recess, the meeting reconvened at 3:45 P.M. in one workshop.

On Wednesday, October 26, the meeting reconvened at 8:15 A.M. in a general session of the American Academy of Actuaries, which was holding its annual meeting in conjunction with the Society's meeting.

President Corbett presided over the general session of the Society of Actuaries that convened at 9:00 A.M.

President Corbett introduced John G. Stoessinger, Ph.D., Director of the Advanced Institute for American Leaders, who gave the keynote address on "The United States: Its Allies and the World Economy."

The Secretary presented an oral summary of nonroutine business transacted by the Board of Governors at its October 22-23, 1988 meeting.

Treasurer Michael J. Cowell summarized the financial report, which is printed in this volume of the *Transactions*.

The gavel was passed to President-Elect Rolland. President Rolland called upon Richard S. Robertson, who presented an oil portrait of Mr. Corbett to Mr. Corbett on behalf of the Society in appreciation of his service as President.

President Rolland then spoke briefly and adjourned the general session.

After a brief recess, the meeting reconvened at 11:00 A.M. in four open forums, two panel discussions, one seminar format session, two teaching sessions, and ten workshops.

Following lunch, the meeting reconvened at 2:00 P.M. in two open forums, two panel discussions, and five workshops.

General session, open forum, panel discussion, section meeting, workshop, teaching session, and seminar format session topics, and the names of participants for the meeting are printed in the *Record*, Volume 14, Numbers 4A and 4B.

ANTHONY T. SPANO  
*Secretary*