

**RECORD OF SOCIETY OF ACTUARIES
1988 VOL. 14 NO. 2**

CONTENTS

Volume 14, Number 2
Louisville Meeting
of the
Society of Actuaries
May 16-17, 1988

DIGEST OF GENERAL SESSIONS, OPEN FORUMS, AND PANEL DISCUSSIONS	PAGE
Trends in Annuity Product Design	653
Research Activities in Non-Traditional Marketing	681
Pricing Methodologies	701
Marketing of Individual Insurance in Business Markets	737
Are Current Product Illustrations Supportable?	757
Reinsurance Practices Update	777
Making the Most of Your Network -- Relationship Marketing	799
Variable Products Update	803
Investment Strategy for Life Insurance Products	821
Marketing of Non-Traditional Insurance Products	863
Impact of AIDS on Company Operations	883
Impact of Federal Income Taxes on Product Design	915
Marketing and Pricing Considerations of Special Risk Products	941
Managing Change	961
The Future of the Actuary/The Actuary of the Future	985
Current Topics for Individual Life and Annuity Product Development	987
Field Compensation Developments	1003
Contrasting the Product Development Process Between Traditional and Non-Traditional Marketing	1023
Actuarial Student Programs -- Now and the Future	1041
Alternate Methods to Raise Capital	1057
Individual Life Insurance and Annuity Product Development	1073
WORKSHOPS AND OTHER SESSIONS FOR WHICH NO WRITTEN RECORD WAS MADE	1083

