



**SOCIETY OF
ACTUARIES**

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Letter from the Editor

By Ryan Stowe

Welcome to the March 2017 issue of *Small Talk*, the Smaller Insurance Company Section (SmallCo) newsletter. I encourage you to set aside time to read through these articles.

The Chairperson's Corner highlights important events for 2017, including Society of Actuaries (SOA) meeting dates and SmallCo-sponsored webinars. Also, our incoming section chair, Bryan Amburn, shares his vision for SmallCo in 2017.

Marianne Purushotham and Mark Birdsall bring you Part 2 of their article featured in the September 2016 issue of *Small Talk* pertaining to company profitability and risk dashboards. The focus of this article is related to risk management in the realm of assumption-setting for actuarial projection purposes.

Karen Rudolph provides a regulatory update from the National Association of Insurance Commissioners (NAIC) 2016 Fall National Meeting. Topics discussed at the meeting included the companywide exemption; the 2017 CSO and net premium reserves; mortality tables specific to guaranteed issue, simplified issue and pre-need risks; the NAIC PBR survey and pilot study; the LATF Valuation Review Drafting Group; VM-22 developments; and the 2017 Generally Recognized Expense Tables (GRET).

Robert Beal explains what you need to know about the 2013 Individual DI Valuation Table. This table was approved by the NAIC in August 2016 and is now official. Implementation of the



table will not necessarily be easy, given the complexities associated with it. Read his article to find out more.

Jonathan Pollio provides an overview of the 2016 SOA Annual Meeting & Exhibit from his perspective, in case you were unable to attend.

Our last article is also related to the annual meeting. Jenna Fariss provides a summary of a session she spoke about at the meeting related to how small companies can outperform.

As you read through this issue, be sure to think about how you can use these articles to develop your technical and soft business skills. Take this advice from Dr. Seuss, "The more that you read, the more things you will know. The more that you learn, the more places you'll go." Good luck on your professional journey, wherever it may take you. ■



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