

**RECORD OF SOCIETY OF ACTUARIES
1992 VOL. 18 NO. 2**

**WORKSHOPS AND OTHER SESSIONS
FOR WHICH NO WRITTEN RECORD WAS MADE**

Listed below are the sessions held at the Chicago Meeting for which no written record was made, with the names of those who served as leaders.

Effective Meeting Management

Moderator: Jonathan Rosenblith
Instructor: Andrew Sherwood*

Public Pension Plans

Co-Chairpersons: Sandor Goldstein
Larry A. Johansen

New Associates' Workshop

Chairperson: Judy Feldman Anderson
Speakers: Robert C. Campbell
John E. O'Connor, Jr.†
Walter S. Rugland

Ethics

Chairperson: John O. Nigh

Service Excellence -- What Does This Mean for Actuaries?

Chairperson: Bruce A. Marotta
Co-Chairperson Ben T. Nelson‡

Has Direct Marketing Undergone a Transformation?

Chairperson: Charles R. Haskins
Co-Chairperson: Edward P. Mohoric

Investment Section Breakfast

Leader: Eric P. Lofgren
Speaker: Jess B. Yawitz§

Nontraditional Marketing Section Breakfast

Leader: E. Perry Kupferman
Speaker: Frank S. Polizzi ||

* Mr. Sherwood, not a member of the sponsoring organizations, is President of Andrew Sherwood & Associates Ltd. in Ontario, Canada.

† Mr. O'Connor is Executive Director of the Society of Actuaries.

‡ Mr. Nelson, not a member of the sponsoring organizations, is Department Executive of Harris Trust & Savings Banks in Chicago, Illinois.

§ Mr. Yawitz, not a member of the sponsoring organizations, is Executive Vice President and CIO of National Investment Services in St. Louis, Missouri.

|| Mr. Polizzi, not a member of the sponsoring organizations, is President of Mass Marketing Insurance Group in Wayne, Pennsylvania.

RECORD, VOLUME 18

Dialogue with the Joint Board

Moderator:

Alan J. Schutz

Panelist:

Leslie S. Shapiro*

Small-Plan Issues

Chairperson:

Arthur H. Tepfer

Communicating to Management

Moderator:

Charles Wittenberg

Faculty:

Patricia Barker Mallinder†

Designing & Pricing Considerations for Direct Response Market-Driven Offers

Instructors:

Gary A. Kauffman‡

H. Michael Shumrak

Plan Termination Issues

Chairperson:

Raymond V. Ostfeld

Co-Chairperson:

Richard W. Davids

Coping with the Environment of the 1990s

Chairperson:

Nancy A. Manning

Co-Chairperson:

H. Neil Lund

Maximum Deduction Limit Issues

Co-Chairpersons

Therese A. Marske

Wayne E. Christenson

- * Mr. Shapiro, not a member of the sponsoring organizations, is Executive Director for the Joint Board for the Enrollment of Actuaries of the Internal Revenue Service Department of Treasury in Washington, District of Columbia.
- † Ms. Mallinder, not a member of the sponsoring organizations, is President of Barker & Associates in Naperville, Illinois.
- ‡ Mr. Kauffman, not a member of the sponsoring organizations, is President of the Direct Marketing Advisory Group in Rye, New York.