

# Recap of the Life and Annuity Symposium

By Sally Chan



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The 2010 Life and Annuity Symposium held May 17-19 in Tampa, Fla. was a success, with attendee evaluations exceeding prior records for the Product Development Symposium and the Life Spring Meeting. The Actuary of the Future Section was delighted to participate in the Life and Annuity Symposium by co-sponsoring the speed networking reception and sponsoring the Actuaries in Nontraditional Roles session.

## SPEED NETWORKING RECEPTION

The speed networking reception, hosted by Margaret Resce Milkint and Mary Kilkenny of The Jacobson Group, aimed to provide attendees with new perspectives and insights on networking. The reception provided the opportunity for attendees to network and learn from their fellow actuaries through a structured speed networking setup. Similar to speed dating, attendees were initially paired and then rotated to a new partner every 10 minutes.

Networking is an extremely important skill with benefits extending beyond landing a job. It is a critical part of job advancement and ongoing career management. While the ability to network may come naturally for some, most people require significant practice to hone this skill.

Margaret and Mary started the reception by presenting attendees with pointers and techniques to improve their networking skills. Attendees then directly applied the teachings in the speed networking rotations. The general reception that followed enabled attendees to further establish relationships and strengthen connections in a less formal setting. Overall, participants found the event to be a great learning experience.

The Actuary of the Future Section hosted a similar speed networking session at the Annual Meeting in October. We look forward to providing more opportunities for our members to improve this vital skill.

CONTINUED ON PAGE 16

### ACTUARIES IN NONTRADITIONAL ACTUARIAL ROLES – TURNING OVER ALL STONES

“Actuaries in Non traditional Actuarial Roles - Turning over All Stones” involved a panel discussion led by actuaries engaged in nontraditional actuarial roles. The panel consisted of Mark Franzen, principal and managing director of Milliman’s Intelliscript, Inc., and Ron Bachman, president and CEO of Healthcare Visions, Inc.

Mark Franzen discussed his non-standard career path and how it eventually led him to start his own business. He began his career as a math professor, and later assumed various traditional actuarial roles at a health insurance company before pursuing his entrepreneurial interest. Mark leveraged his actuarial credentials and skills to a general business setting in his current role as a business owner and entrepreneur. Based on his experience, Mark believes the areas where actuaries can improve include self-marketing, listening skills and business writing. In addition, he encourages actuaries to step out of their comfort zones whether they plan to pursue a traditional actu-

arial career path or a less traditional one in the general business marketplace.

Prior to his retirement, Ron Bachman served as a principal in the actuarial consulting practice of a major financial company. Since then, Ron has dedicated his time to advocating for mental health, the uninsured and health-care consumerism. He also uses his technical expertise to assist politicians in making decisions on matters containing actuarial or financial implications. The past connections that he developed as a consulting actuary have enabled him to utilize his actuarial expertise to pursue his passion for public welfare and politics.

Actuarial expertise is increasingly valued in areas outside of insurance. As demonstrated by our panelists, opportunities exist for actuaries to apply their skills in nontraditional capacities. While Mark and Ron assumed very different nontraditional actuarial roles, they both followed their passions and capitalized on their actuarial background and skills.

### ACTUARIAL EXPERTISE IS INCREASINGLY VALUED IN AREAS OUTSIDE OF INSURANCE.

The Actuary of the Future Section would like to thank all of the presenters and attendees for their participation in the Life and Annuity Symposium. We plan to continue sharing other nontraditional actuarial stories and networking opportunities with our members in the upcoming months. ☆

**NOVEMBER**

**1**

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Attestation for the 2009-2010 cycle opens November 1, 2010 and closes February 28, 2011.