



SOCIETY OF ACTUARIES

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Upcoming M&PD Sessions

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MPD has been working all winter long preparing leadership and business skill professional development sessions. If you get to any SOA meeting this year, be sure to take advantage of a personal growth opportunity by attending one of our sessions.

Here's what's coming up at the SOA's spring meetings. I'd love to receive your feedback on any you attend, and suggestions for other interesting programs.

LIFE AND ANNUITY SYMPOSIUM, MAY 21-22, 2012 – LOS ANGELES, CA

Becoming a Great Negotiator

- Have you ever found it difficult to get what you want?
- Are you sure you're making your requests in the most effective way?

Negotiation is the art of achieving more with others than you otherwise think you should. In this session, we will discuss ways you can negotiate better, both in your professional and personal life. At the conclusion of the session, participants will be able to more confidently communicate their desires and requests to their co-workers, family and friends.

Communicating with Your Regulator

- Have you ever found it difficult to communicate your intentions to your regulator?
- Have you found yourself and your company unable to achieve an understanding with the men and women of our government?

In this session, we will shift our focus to the other side of this discussion and discuss what regulators ideally expect and how an actuary can speak to these expectations in light of professionalism requirements. At the conclusion of the session, participants will be able to more confidently submit

requests and engage regulators in discussions around their products.

HEALTH MEETING, JUNE 13-15, 2012 - NEW ORLEANS, LA

Leadership Book Review

- Of the many of leadership books available, which ones have been impactful to your peers?
- In this session, actuaries will review several leadership books that have added value to their lives and share relevant lessons with the audience.

Improving Yourself and Your Team through Strengths

Made popular by Marcus Buckingham and Donald Clifton's book, *Now, Discover Your Strengths*, discovering and leveraging people's strengths has become a widespread technique for improving individual and team performance and engagement. In this session, Shari Rodriguez, Gallup Strengths Coach, will discuss why it is important for you to know your strengths – and why understanding the strengths of those you lead is essential to maximizing your leadership.

Information Visualization: Using Charts in Effective Presentations

A common challenge for actuaries is how to communicate large amounts of information to audiences with limited time and attention. We also rarely have time ourselves to create data displays that are more complicated than what comes as default in our spreadsheet package. In this session we will help you go beyond the chart wizard to find more effective ways to present information. ●