



SOCIETY OF ACTUARIES

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Winning Strategies for a Changing Game

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This past September, LIMRA, LOMA and the Society of Actuaries jointly sponsored the DI & LTC Insurers' Forum at Planet Hollywood Hotel in Las Vegas. This annual conference is designed for executives and professionals responsible for and interested in individual disability income (DI) and long-term care (LTC) products, sales, distribution, claims, underwriting and administration. New this year was an LTC combination products track, directed at individuals interested in life/annuity and LTC hybrid products.

A few of the highlights this year were separate DI and LTC executive panels, which gave key insights into the status of the industry as well as its future direction, a motivational speech given by Bruce

Boguski, and a 2012 election preview by UNLV professor David Damore, Ph.D.

In contrast to other conferences, the DI & LTC Insurers' Forum is primarily home office and administrative employees. Discussions this year centered on how to solve the looming baby boomer LTC crisis, how to utilize predictive modeling and how technology could benefit your company in various ways. Attendees enjoyed innovative sessions with several networking opportunities during and between sessions.

The 2013 DI & LTC Insurers' Forum will be held in Fort Lauderdale, Fla., on Sept. 18–20. ■