



**Managing Your Life as an Actuary:
Developments within the SOA**

Presented to
Actuarial Research Conference

By Anna M. Rappaport
President of the Society of Actuaries

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Agenda

- Managing Your Life as an Actuary
- The SOA Today
 - Key challenges facing SOA
 - Key challenges facing our customers
 - Key operating statistics
 - Who we are
- What We Are Doing



Managing Your Life as an Actuary



- Key Issues
- What We Hear from Employers
- Career Planner
- Personal Advice



Key Issues



- Rapid change is order of day
- Career options
- Need for proactive planning
- New exams
 - Should make switching easier



What We Hear From Employers

- Problem solving is important
- Communication skills needed
- Technical competence is assumed
- Employee must take responsibility for career
- Adaptability necessary



SOA Career Planner

- Designed for use throughout career
- Focuses on VISION
- Separates out technical competencies/skills
- Designed for working individually
- Can be done in workshop as group
- Recommendation - work through with students



Personal Advice

- Savings give options
- Think through options
- Network- in and out of profession
- Don't be afraid to think out of box
- Always do a first rate job



SOA Update



Key Challenges Facing the SOA

- Finalizing and implementing revised education and examination system
- Math enrollments dropping - exam enrollments dropping
- Maintaining strong position with traditional employers
- Helping members build strong careers
- Building an identity with potential new customers
- Reinforcing professionalism
- Competition from other professions for roles in consulting and life insurance company management

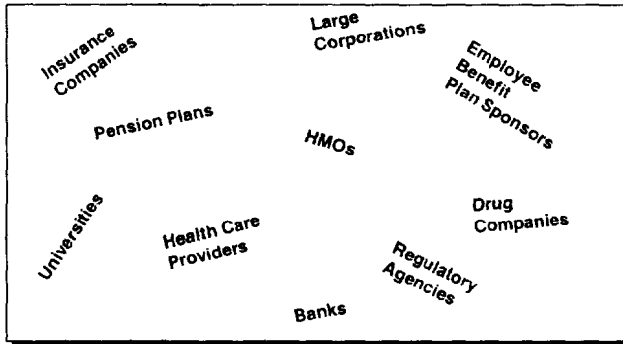


Key Challenges Facing the SOA - continued

- New investment vehicles and products offered by banks, investment companies
- Decline of defined benefit plans
- Solvency concerns
- Health care -- blurring of the roles of providing care and assuming risk; new structures
- Consolidation of entities employing actuaries
- Responding to diverse needs of members and students -- by practice area and geography



Our Customers



Key Operating Statistics*

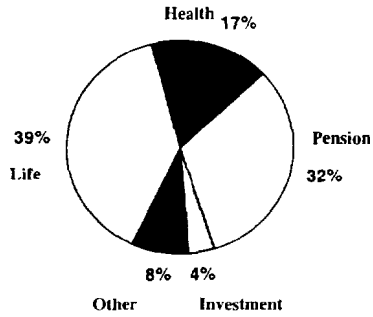
	1993	1992
Staff Size		
Full-time	71	80
Part-time	6	5
Budget	\$1.6M	\$1.6M
Member Equity	\$7.5M	\$7.6M
Foundation Equity	40	\$1.9M
Courses		
ASA	12	18**
FSAI	48	47**
FAC	3	3
Literature Seminar	2	1
Study Notes	400	450
Study Note Orders	29,200	25,400
Library Request	4,100	4,500
Examinations	61,000	67,000
Exam Centers	280	300
Continuing Education Programs	70	50/24
CSA†	N/A	1
Sections		
Number	14	14
Combined Membership	26,000	30,300
Committees & Task Forces	99	112
Research		
Experience Studies	24	28
Research Projects	21	17
Research Budget	\$2.3M	\$2.0M
Hong Kong Office	N/A	1

* Data from 1993 Operational Plan

** Staff reflects change in level of ASA designation

Who We Are

By Practice Area



Sections Are Important to Our Members

Section	Membership May 1998	Section	Membership May 1998
Investment	4,194	International	1,722
Pension	4,005	Nontraditional Marketing	1,496
Product Development	3,902	Actuary of the Future	1,031
Financial Reporting	3,669	Futurism	935
Health	3,456	Education and Research	747
Computer Science	2,284	Smaller Company	726
Reinsurance	1,934		
Total Section Memberships		30,101	
Society Memberships		16,452	



Meeting Your Needs: What We Are Doing



- Basic Education
- Continuing education and career management
- Encouraging people to chose actuarial careers
- Research
- Cooperative efforts with others
- Publications
- Academic initiatives
- Focus on our customers
- International
- Technology



Basic Education

- Educational restructuring: Implementation continues
 - Supports better theoretical base
 - Supports movement between practices
 - Responds to future needs
 - Joint sponsorship of first four examinations with CAS
 - Innovations: PD, ASA professionalism course



Continuing Education and Career Management

- Strategic plan -- The Continuing Education Coordinating Committee is working on a strategic plan for education, and the development of a catalogue to assist the actuary in better planning for the coming year. Some of the issues being explored in the plan development include:
 - How programs can use distance learning
 - Expanded use of technology
 - Major focus on helping practicing actuaries catch up in the finance and investment areas



Continuing Education and Career Management - continued

- Ongoing major meetings each year
 - Annual meeting (1,300 registrants)
 - Two Spring meetings - specialty focus (1,800 participants)
 - Valuation Actuary Symposium (750 registrants)
 - Research Conference (100 registrants)
 - Seminars and symposia based on current needs



Encouraging People to Choose Actuarial Careers

- Career fair -- 1998 Annual Meeting
- *Actuaries Make a Difference* -- video + materials
- Information on WEB site -- *How Do I Become an Actuary*
- Booth -- joint math association meeting
- Annual Meeting of SOA -- lunch for educators
- Listing of colleges with programs
- Minority scholarships



Research

- Foundation
- Experience studies (28 active in 1997)
- Research project activities
- Evaluation of programs: major study of effectiveness
- Annual conferences -- August 1997 at University of Calgary; August 1998 at Georgia State
- Budget: \$2.6 million including Foundation support; some projects have outside funding



Research - continued

- Social Security Mortality Research
 - A major research project on mortality projection methods; with the SOA working with the governments of the U.S., Canada and Mexico
 - Funding sources include the SOA, the Foundation, the Retirement Research Foundation, and some Sections
 - Results were presented at the American Association for the Advancement of Science in February, 1998, ICA, IIASA
 - Participants are national experts and very multi-disciplinary
 - This is potentially a high impact project



Research - continued

- Risk management in Financial Services
 - Used call for papers
 - Seminar in December, 1997
 - Multi-disciplinary emerging topic
 - Diverse participant group
- Retirement Needs Framework
 - Focuses on post-retirement period
 - Call for papers - 16 papers expected
 - Conference - December, 1998



Publications

- NAAJ -- quarterly journal (new in 1997)
 - Marketed outside of profession
 - Not limited geographically or by practice
 - Non-actuary authors
 - Good flow of papers - backlog at present
- Supporting all publications with WEB site
- Monographs
- Wide range of newsletters
- Record -- electronically published; meeting proceedings
- ARCH -- special non-juried research publication



Cooperative Efforts With Others

- Academia
- NAHDO/NHIRC -- Health data base
- Other organizations - examples:
 - Employee benefits - ACA, International Foundation, EBRI
 - Finance - AIMR/ICFA
 - Life - LIMRA/LOMA
- Other actuarial organizations



Academic Initiatives

- Task Force Looking at University Relationships
- Research
 - Number of projects - 54
 - Number of universities involved in 1996 - 37
- Health care effectiveness
- Modeling symposia -- series initiated December 1996**
- Support for academic participation in SOA activities



Academic Initiatives - continued

Source: Society of Actuaries, 2007. www.soa.org
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Type of Program	Number of Universities	Number of Individuals	Funds
Knowledge Extension Research	20	25	\$177,000
Ph.D. Grants (1995-1997)	13	13	125,000
Finance and Investment Practice Area	2	5	29,000
Health Benefit Systems Practice Area	4	5	289,000
Life Insurance Practice Area	6	7	99,000
Retirement Systems Practice Area	5	7	151,000
Other Academic Research support	--	--	98,000
Total	57	51	\$951,000

Note: Numbers do not add because the same individuals and universities are involved in multiple projects. Knowledge Extension Research and Ph.D. grants are initiated by the researcher. Practice Area Research is initiated by the practice area, which then seeks out a researcher through use of an RFP.



Focus On Our Customers

- Identification of challenges facing customers
- Customer Advisory Panels
- Small consultant survey completed
- Survey of members in new areas being analyzed
- Analyzing life insurance company employment



International

- Growing member of members outside North America
- Working cooperatively with IAA
- IAA recently restructured
- Asia committee represents over 600 SOA members in East Asia
- Financial reporting scenarios
- Initiatives in Latin America



Technology

- Technology advocate on Operations Committee
- Enhancing WEB site
- The staff are all accessible through the Internet
- Electronic publishing is being expanded
- AS400 system supports membership records, meetings, examination registration
- SOA working with NAHDO/NHRIC on health data center
- Training offered -- all SOA meetings



Our Future

- Many good developments today
- Longer term concerns
 - Keyed to customer issues