



SOCIETY OF ACTUARIES

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Reinsurance Section sponsors educational paper

by Tom Skillman

The Society of Actuaries Reinsurance Section sponsored an educational paper by Diane Wallace entitled, "Risk Transfer in Life Insurance Company Reinsurance Transactions." Copies have been mailed to all members of the Reinsurance Section. Extra copies are available for other SOA members on a first-come, first-serve basis by contacting Lois Chinnock, SOA Section coordinator, at 708/706-3524.

The paper is written for a general business audience familiar with life

insurance accounting but not necessarily involved with reinsurance. It provides good information on key reinsurance topics and will be valuable to non-actuaries and to actuaries outside the Reinsurance Section. Product development actuaries may be exploring expanded use of reinsurance to deal with challenges relating to XXX, a model regulation promulgated by the National Association of Insurance Commissioners. Valuation actuaries may be seeking guidance in accounting for reinsurance.

The paper covers a range of issues, starting with basic definitions and addressing the elusive concept of "risk transfer." It also covers reserve credit regulation, actuarial standards of practice, and common treaty provisions. The paper is an easy, enjoyable read. **Tom Skillman is the director of Financial Reinsurance for Lincoln National Reinsurance Companies in Fort Wayne, Indiana, and a member of the Reinsurance Section Council.**

Career development (continued from page 7)

created a career development program. The program will provide assistance through the Professional Actuarial Specialty Guide (PASG), through a recently updated Actuarial Competencies Grid, and by offering management and personal development topics/issues at SOA conferences.

The SOA or committee members can provide information sources in a variety of areas such as:

- How to write a better business letter
- How to make a better presentation
- How to negotiate for what you want
- How to develop your interpersonal skills and increase your interpersonal effectiveness
- How to identify personality types to help you manage people
- How to recognize opportunity when it is staring you right in the face

Whether or not your future is within your company, or even within the industry, is for you to decide. You make the choice. You take the action. You get the results. Chances are, if you have the right skills, opportunities will be there for the taking. Who knows, maybe one of these days you'll find yourself living at 1600 Pennsylvania Avenue.

For more information on career planning resources, contact the SOA Continuing Education Department or a member of the Committee on Management and Personal Development.

Michael M. Braunstein is president and owner of An Actuarial Recruiter and is a member of the SOA Committee on Management and Personal Development.

Election Committee invitation

The Committee on Elections is beginning to prepare the first ballot for the 1996 election. On that ballot, Fellows nominate other FSAs for Board of Governors' positions. To aid them, the Society of Actuaries provides a list of those eligible for election who have met specific criteria for committee and other service to the profession. In addition, Fellows who have the experience, interest, and time to serve on the Board of Governors may submit their names for consideration. Anyone who would like to do so is invited to summarize his/her accomplishments and background in a letter to R. Stephen Radcliffe, chairperson of the Committee on Elections, and send it to the Society of Actuaries office before December 1, 1995.