

# News DIRECT



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By Juliet Sandrowicz



Wow! another year has gone by. We are welcoming new council members and saying goodbye to others.

I would like to thank the outgoing council members for their three years of service—Jennifer Brady, Mike Kaster, and Maria, Thomson. Thank you very much for your contributions and support. We look forward to working with you in the future as friends of the council.

I would like to welcome our new 2012 council members Adam, PW, and Rick.

Adam Vanevenhoven: Currently a senior consultant with Deloitte Consulting LLP in Chicago, Adam is focused on life insurance and annuity product development. He currently participates in Marketing and Distribution activities as a friend of the council, and he has previously served on the SOA Life Reserve Working Group modeling committee.

PW Calfas : Another current participant in MaD Section Council activities as a friend, PW is very involved in marketing and distribution management activities at Federal Life Insurance Company in Rosewood, Illinois. PW also helped develop MaD-sponsored meeting sessions and webinars.

Rick Pretty: Rick currently serves as the head product actuary at TIAA-CREF in Charlotte, North Carolina, and he has held senior product management positions with previous employers. Rick's prior broad leadership experiences are well-aligned with the section council's objectives.

The Marketing and Distribution council has been very busy throughout 2011 coordinating webcasts, new research projects, expanding partnerships with non-actuarial organizations, and sponsoring sessions at SOA meetings.

Did you know MaD members receive a discount of \$40 on our next MaD



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Webinars, which will bring your cost down from \$89 to \$49. Mark your calendars for the Nov. 1, 2011 webcast with Professor James Jones on Micro Insurance.

Be sure to check out highlights of the 2011 Annual Meeting sessions and events sponsored by the Marketing and Distribution Section. Thanks to Jennifer and Doug who organized and coordinated these sessions.

2012 planning is well underway. Jeff Johnson will coordinate sessions for the 2012 Life Insurance Conference and Marianne Purushotham will be coordinating sessions for the 2012 Life & Annuity Symposium.

MAD Matters is our new monthly bulletin bringing you breaking news, direct connection to the council, and links to just released research, articles and surveys. This is one more way for you to contact the council with your ideas, your articles, or any comments that you have to make MAD Matters more useful to you.

Enjoy this issue of NewsDirect!

*Juliet Sandrowicz is corporate vice president and actuary at New York Life, Tampa Fla. Juliet may be reached at [Juliet\\_sandrowicz@nylaarp.newyorklife.com](mailto:Juliet_sandrowicz@nylaarp.newyorklife.com).*

475 North Martingale Road, Suite 600 Schaumburg, Illinois 60173  
Phone: 847.706.3500 Fax: 847.706.3599 [www.soa.org](http://www.soa.org)

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