SMALLER INSURANCE COMPANY

(Vote for up to three candidates)

Scott Haglund

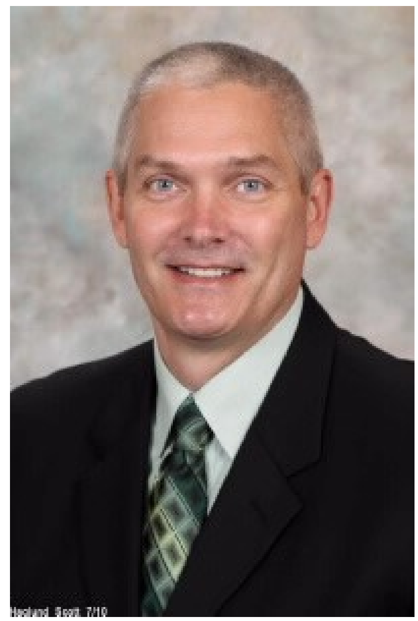
Marc Altschull

Brett Mushett

Scott Haglund, FSA, MAAA

VP & Director of Actuarial Services – Life
Federated Insurance
Owatonna, MN

Professional Background



I have 35 years of experience in the insurance industry in a variety of roles and products. My perspective on the insurance industry is formed by being involved with several companies and roles, working directly with stock, mutual and fraternal insurance organizations both as an employee and as a consultant. This variety of experiences has helped me gain a global perspective of the opportunities that are present due to the risks involved with insurance products. Throughout my career, I have been actively involved with both group and individual products. My primary areas of experience are group disability (long and short-term), group life, group medical, administrative services only plans (life and disability focused), individual disability, individual life and individual annuities. Within those products, I have performed pricing, rate and form filings, modeling, product development, reserve adequacy, valuation, experience analysis, reinsurance analysis and negotiation and compliance. I have had the opportunity for both customer and broker presentations, and regular interaction with marketers of the products (career agents, independent agents, brokers). Other areas that I have worked with significantly are underwriting, claims, marketing, accounting, finance and information services. Within the profession, I am a frequent speaker at industry meetings, written articles for industry newsletters and been actively involved with volunteering in various areas. Currently I am the vice president and director of life actuarial services at Federated Mutual Insurance Company in Owatonna, MN.

Society of Actuaries Experience (Section and committee memberships and participation)

- Health Section Council
- Smaller Insurance Company Section Council
- Leadership and Development Section Council
- Newsletter editor, Smaller Insurance Company
- Exam writer and grader

Other Relevant Volunteer Experience

- Board – Rachel's Light
- Small Group ministry lead
- Executive Team Chair, Good Shepherd Lutheran Church

Why are you interested in leading this section?

I have been fortunate to have a variety of experiences within my career, so can bring different points of view to topics under consideration. I enjoy learning from others and guiding others, so will bring that enjoyment of people into the council. Collectively, we can learn from each other, and make each other better.

Marc Altschull, FSA, MAAA, CFA
Senior Consulting Actuary
Actuarial Risk Management
Austin, TX

Professional Background

As a Senior Consulting Actuary at Actuarial Risk Management, Marc Altschull is responsible for leading an initiative offering insurance asset management solutions for clients to cope with the current, persistently low interest rate environment. Additionally, he is enhancing the marketing capabilities of the firm's actuarial resources, particularly within the life insurance industry. Before joining Actuarial Risk Management, he held various positions at Voya Investment Management including Head of Strategic Implementation, Head of Business Risk, and Fixed Income Chief of Staff. Marc returned to Voya from Pacific Life, where he had originally ventured as the Director of Total Company Risk Management before moving to the position of Assistant Treasurer and eventually AVP – Marketing & Sales Operations at Aviation Capital Group. Prior to joining Pacific Life, he was with ING US Financial Services in a liaison role with Investment Management. Marc began his career as an actuarial consultant at Tillinghast – Towers Perrin where he specialized in ALM and conducting appraisals of life insurance companies. He received his Bachelor of Science in Actuarial Mathematics and Economics from the University of Michigan. In addition to his undergraduate studies, Marc also is a Chartered Financial Analyst and a Fellow of the Society of Actuaries.

Society of Actuaries Experience (Section and committee memberships and participation)

- Investment Section Council (2007 – 2009 and 2019 - present)
    - Treasurer (2021)
    - Chairperson (2009)
    - Vice-chairperson (2008)
    - Represented Investment Section on the 2007 Society of Actuaries Annual Meeting Planning Committee
- Friend of the Smaller Insurance Company Section Council (2021)
    - Webcast Committee (2021)
- Actuary of the Future Section Council (2002 - 2005)
    - Newsletter Editor (2004 - 2005)
    - Friend of the Council (2005 - 2006)
- Course 8-Finance Exam Committee (2001 - 2004)
    - Vice Chair (2003 - 2004)
- Assisted in the development of the FSA Module on Advanced Investment Topics

Other Relevant Volunteer Experience

Trustee for CFA Society Atlanta since 2016
- Treasurer (2017 – 2021)
- President (2021 – present)

Why are you interested in leading this section?

Having been a Friend of the Smaller Insurance Company Section Council for this past year, I am looking forward to enhancing my leadership of this important section of the Society of Actuaries. Identifying efficient ways for smaller insurance companies to compete in the ever changing regulatory environment, my consulting practice is particularly attuned to the needs of these companies from an investment perspective. This past year I coordinated the development of investment focused webcasts leveraging my roles with the SOA Investment Section Council and the CFA Institute. I am excited to continue to evolve those relationships for the benefit of smaller insurance companies.

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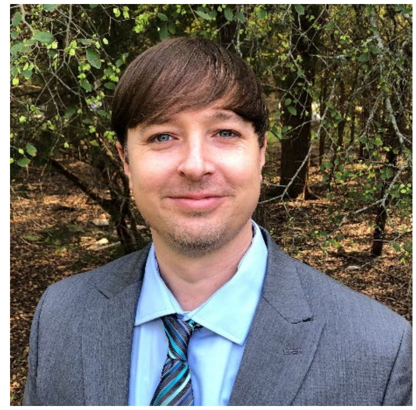
Brett W. Mushett, FSA, MAAA
Founding Partner
Trilogy Actuarial Solutions
Austin, TX



Professional Background
Brett is a founding partner of Trilogy Actuarial Solutions, a consulting firm based in Austin, TX. Prior to launching Trilogy in September 2020, he acquired over 12 years of industry experience within two insurance carriers and an actuarial consulting practice. During this time, Brett had the opportunity to develop a broad skill set across a wide range of responsibilities including:

- Product development and maintenance
- Cash flow testing/asset adequacy analysis
- Gross premium valuation and premium deficiency reserve testing for accident and health business
- Development of quarterly and annual financial statements
- Statutory reserve calculations for life, health, and annuity business
- Business projection models
- Actuarial examination of insurance carriers on behalf of state departments of insurance and audit firms

Brett graduated from The Ohio State University with a BSBA in Finance. He is a Fellow of the Society of Actuaries and a Member of the American Academy of Actuaries.

Society of Actuaries Experience (Section and committee memberships and participation)

- Friend of the Council, Smaller Insurance Company (2021-)
- Member of the following sections: Reinsurance, Health, Entrepreneurial & Innovation

Other Relevant Volunteer Experience
None

Why are you interested in leading this section?
I founded Trilogy Actuarial Solutions out of a desire to collaborate with small to mid-size insurance companies to achieve their desired future. My professional background has afforded me the opportunity to work directly with small companies and gain an understanding of the unique challenges they encounter. Some of these challenges are limited personnel resources, lack of peer groups, speed to market capabilities, and timely updates to existing products and processes. As a Section Council representative, I will engage with the membership to identify current and emerging challenges and strive to identify practical solutions that can be efficiently implemented. As a consultant with a robust professional network, I believe that I am well positioned to bring ideas to the Section that perhaps individual companies have not considered. Throughout my career, I have been well served by my strong drive to succeed and this is a trait that I will continue to employ as a member of the Smaller Insurance Company Section Council. I look forward to contributing to a collaborative and team-oriented Section.

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