



Article from

Product Matters!

April 2019

Issue 112

Happy First Birthday, In-force Management Subgroup!

By Jennie McGinnis

It's been one year since the Product Development Section Council approved the formation of a subgroup on in-force management. As outlined at the time, the purpose of the group is to advance the practice of in-force management through the fostering and promotion of networking among professionals, facilitation of continuing education and support of research opportunities.

So, one year in, how are things going?

FOSTER AND PROMOTE NETWORKING AMONG PROFESSIONALS

Our main channel of communication is a Listserv,¹ which nearly 300 individuals have joined. This has not been leveraged as much as originally anticipated, so we enter 2019 with a new approach in mind. Stay tuned!

In August, we hosted an open discussion with the theme of "What does it take to manage in-force?" While leveraging a similar platform as that used for webcasts, the intent of these sessions is to be much more interactive. As such, attendance was limited and we saw registration fill within 24 hours!

Three presenters of varied backgrounds shared their thoughts on the theme based on each presenter's extensive experience related to in-force management. Discussion ensued around topics that included how and where in-force teams should be placed within an organization, metrics used to measure success (both financial and nonfinancial), and considerations when managing nonguaranteed elements.

Our other key networking event during the year was a luncheon at the SOA Annual Meeting & Exhibit, co-sponsored with the Joint Risk Management Section. This was a truly active and participatory session, with the nearly 50 attendees regrouping with each new discussion topic to maximize mingle opportunity!

After introductions while eating, participants grouped by practice area to discuss shared obstacles and experiences in overcoming them. The meeting app was leveraged to share findings across tables, which allowed us to soon see that the challenges faced are quite agnostic to line of business. The attendees then shifted both their seats and their thinking to consider the possibility of one day offering an In-Force Management Symposium. While it's not clear if or when this may become a reality, this exercise provided much food for thought regarding how we might focus our continuing education offerings in the new year.

FACILITATE CONTINUING EDUCATION

A number of sessions related to in-force management were held throughout 2018.

As highlighted in a previous article,² two sessions with topics related to in-force management were offered at both the Life Insurance Conference and the Life & Annuity Symposium.

The subgroup coordinated one session at the Valuation Actuary Symposium ("Valuation and Reporting of Nonguaranteed



Elements”) and four sessions at the SOA Annual Meeting & Exhibit. Three of these four were held on Monday to align with the luncheon, creating an unofficial in-force management day. Topics included “In-Force Management,” “Managing In-Force Blocks From a Risk Manager’s Perspective” and “May the In-Force Be With You: Transactions for Life and Annuity Business.” The fourth, held on Wednesday, revisited the topic from the Valuation Actuary Symposium but with a different panel and, therefore, a different take on the subject.

My sincere thanks to all who have turned the idea of a subgroup into a reality.

Planning is well underway for a webcast in February, with hopes for two additional offerings throughout 2019. We are also well aligned with SOA meeting planning committees to ensure in-force management content is made available at the logical flagship meetings.

SUPPORT RESEARCH OPPORTUNITIES

While it wasn’t anticipated that the subgroup would have involvement in research within its first few years, an opportunity presented itself and work is now jointly underway with the Reinsurance Section on a project related to recapture provisions. While not a topic that all in-force managers address, retention management and the recapture option are well within the scope

of in-force management opportunities. A report is expected in the first half of 2019.

We otherwise anticipate contributing to the sharing of knowledge on in-force-related topics through the continued publication of content in *Product Matters!*

ONGOING SUPPORT

My sincere thanks to all who have turned the idea of a subgroup into a reality. From signing up for the Listserv to helping deliver any of the activities noted above, you have not only provided a year’s worth of support but have helped lay the groundwork for many years to come! If you are interested in participating in a new or different way, please don’t hesitate to contact me. Here’s to another successful year ahead! ■



Jennie McGinnis, FSA, CERA, MAAA, is the leader of the In-Force Management Subgroup and senior vice president and in-force portfolio manager at Swiss Re. She can be reached at Jennifer_McGinnis@swissre.com.

ENDNOTES

- 1 Go to <https://www.soa.org/News-and-Publications/Listservs/list-public-listservs.aspx>, find “In-Force Management Listserv” and select “JOIN.”
- 2 McGinnis, Jennie. Introducing the In-Force Management Subgroup. *Product Matters!* June 2018, <https://www.soa.org/Library/Newsletters/Product-Development-News/2018/june/pro-2018-iss110.pdf> (accessed February 13, 2019).