

## **ENTREPRENEURIAL & INNOVATION**

(Vote for up to three candidates)

Carter Khalequzzaman

Carl Ghiselli

Pei Yang

Angel Zhu

Colby Schaeffer

Arthur da Silva

Han Henry Chen

**Carter Khalequzzaman, ASA, CERA**  
Consultant  
Oliver Wyman  
Toronto, ON

### **Professional Background**

I am a consultant with the Life Actuarial practice of Oliver Wyman located in the Toronto office. I have 6 years of experience in the life and annuity industry. As a consultant, I advise and provide actuarial services to life insurers and reinsurers on various insurance related topics.



A few of my past experiences have included:

- Developing the calculation engine to determine all illustration, transactional, and policy values for the first digital end-to-end ecosystem for life insurance solutions that fueled both advisor and direct customer distribution channels
- Converting a final expense model to Moody's AXIS platform as a part of broader portfolio model implementation with attribution analysis of changes in profitability metrics
- Performing term insurance experience studies to update pricing assumptions by blending company specific and industry data using a credibility weighted approach
- Risk reduction strategy development for improving financial and operational health of client to lift material weakness

Prior to joining Oliver Wyman, I had nontraditional experience in the insurtech space at Haven Life and traditional roles spanning life and annuity products and risk management at MassMutual.

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

Currently a friend of the Entrepreneur & Innovation section council

### **Other Relevant Volunteer Experience**

- Mentor in the Bootcamp for Entrepreneurs program by Business in the Streets, a nonprofit focused on helping underprivileged entrepreneurs
- Presenter at ASNY 2018: *Emerging Technologies in Insurance: Where do Actuaries Fit In?*

**Why are you interested in leading this section?**

I find that actuaries are uniquely positioned to create disruption in the insurance world by leveraging an entrepreneurial mindset and generate more value for the public. Being a member of the Entrepreneurial & Innovation section council allows me to remain leverage my communication skills and network to contribute to the ever-growing actuarial innovation space.

I appreciate the opportunity to contribute to the SOA through service and volunteering. I intend to leverage my professional experience and network to enhance the section's sponsored functions. A few of the ways I expect to contribute are:

- Coordination of article publications and contribute content
- Support industry meetings and forums by identifying high quality speakers
- Seek networking opportunities for section members for business opportunities and professional mentorship

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**Carl Ghiselli, FSA, MAAA**  
**VP & Actuary**  
**Mutual of Omaha**  
**Omaha, NE**

**Professional Background**

Carl brings a varied perspective, having worked in industry as well as consulting, both in the US and abroad. He also has broad experience covering multiple lines of insurance, including health, life and annuity, long term care and disability. His focus has been on how companies can better use technology in their business, including using new tools and techniques to become more efficient and analytic. This work has included actuarial analytics, robo-advice and actuarial transformation applied to pricing, underwriting and financial reporting. He also has experience in establishing a health insurance marketplace in an emerging economy. Most recently he has a more traditional actuarial role in corporate finance, working to transform actuarial data and processes as well as align the broader finance function.



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

Entrepreneurial & Innovation Section Council member  
Member of the Actuarial Innovation & Technology Program Steering Committee

**Other Relevant Volunteer Experience**

American Academy's Health Practice International Committee (previous)  
Advisory board for a Chicago area non-profit (previous)

**Why are you interested in leading this section?**

I am currently an E&I section council member, seeking re-election. I feel as though the Society can do more to support the innovator within each of us. While we are all continuous learners and improvers, we all can also benefit from external influences and bringing a different perspective to our work. I believe that we as actuaries can continue to think differently to not only become more efficient, but also to expand our remit to tasks and industries that we have not had a material role in to date. I enjoy working to incorporate new ideas, tasks and technologies, as well as taking a step back to re-evaluate tasks that have always been done to make them more efficient. In addition, it is important to support those actuaries that feel so strongly about a given idea or approach that they hang out their own shingle. This two-pronged approach, innovating daily and supporting true business entrepreneurs is important for us to support and grow within the Society. Lastly there are a number of sections focusing on innovation as a key tenet – I think it is important for us to support each other and make sure that we all are moving in the same direction.

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**Pei Yang, FSA, CERA, MAAA**  
**Actuarial Assistant**  
**Transamerica Life Insurance**  
**Exton, PA**

**Professional Background**

As an actuary with extensive experience in both life and annuity, Pei has devoted himself in various areas including hedging model development, pricing, valuation and model validation. While working in model development, he could always innovatively transform product requests or assumptions into actionable models.

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

- Active member of the Entrepreneurial & Innovation Section
- Active member of the Actuaries Club of Philadelphia
- Active member of the Joint Risk Management Section
- Active member of the Long Term Care Insurance Section



**Other Relevant Volunteer Experience**

Pei has been volunteering as an academic advisor for high school or college students who are wishing to explore the field of actuarial sciences, and as a career advisor for those in the graduating class who are seeking opportunities in this field. Pei has also been managing the company “Lunch and Learn” section in the local office to create a space where actuaries can share their expertise and skills.

**Why are you interested in leading this section?**

It is a great chance to learn more about new business activities or initiatives within the actuarial area in the Entrepreneurial and Innovation Section. Also, it is a valuable opportunity to connect with other section members and contribute to the community to inspire innovations through my experience.

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**Angel Zhu, FSA, CERA**  
**Director**  
**Prudential**  
**Newark, NJ**

**Professional Background**

Angel is currently a director of capital management and strategy at Prudential. She is responsible for assisting in all aspects of capital management for Individual Life Business, including leading cross-functional projects to improve profitability, prudently manage risk, and grow the Life business. She also supports the life insurance business on product development, pricing, and cost of capital. Angel has more than 10 years of experience in the insurance industry.

Before the current role, she accumulated extensive experience in ALM and modeling both in consulting and asset management industry. Angel was very involved in assisting companies to develop new technologies and transform the existing processes. Angel is proficient in all major asset/actuarial modeling platforms: GGY-AXIS, MG-ALFA, BondEdge and has coding experiences in MatLab and R.

Angel has an MBA from University of Chicago Booth, a bachelor's degree in Actuarial Science from Drake University and is a Fellow of the Society of Actuaries.



### **Society of Actuaries experience (Section and committee memberships and participation)**

- Exam Grader for QFI-QF (2017-now)
- Member of the following sections: Actuary of the Future, Entrepreneurial & Modeling

### **Other Relevant Volunteer Experience**

- English Teacher for Immigrants at Lutheran Services (2009-2011)
- Volunteer reader for elementary school students in Hartford Public School District (2011- 2012)
- Junior Board Members for Microfinance Council at Accion East (2013-2016)
- Founding Council Member for University of Chicago China Forum (2016-2017)
- Committee Member for Women in Finance at Prudential (2017 – Present), Voluntary Committee Member of Annual Capital Management Townhall (2019), Prudential intern mentor (2020), Year-up Career Mentor (2020)

### **Why are you interested in leading this section?**

I am running for a seat in the E&I Section Council to contribute to the promotion of new technologies and innovation for section members.

The insurance industry is at the pivotal point for transformation and modernization. So many incumbents and insurtech are working on developing new technologies and transform the business model to better serve customers. I am excited about the insurance industry and would like to promote awareness of the latest development and technology to our community. In addition, I would like to help develop networking opportunities between actuaries and entrepreneurs.

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## **Colby Schaeffer, ASA, MAAA**

**Director  
Guidehouse  
Pittsburgh, PA**

### **Professional Background**

My 13-year career has focused mostly on healthcare with additional disciplines including software, finance, and employee benefits. My career started in the retirement sector, and after a brief stint with a health insurer, I have spent the last ten years between two health policy and actuarial consulting teams.

Within healthcare, I have focused mostly on Medicaid consulting to state government agencies. Areas of expertise include capitation rate development, health reform and fiscal impact modeling, and regulatory review. I have consulted clients on financial risks including ways to assess and manage operational and regulatory risks within an enterprise. This has extended beyond the traditional actuarial career path to my work in the startup ecosystem.



### **Society of Actuaries experience (Section and committee memberships and participation)**

- Medicaid Subgroup member
- Entrepreneurial & Innovation Section member
- Presented at SOA conferences, moderated formal SOA discussions, and have been involved with writing white papers

### **Other Relevant Volunteer Experience**

- American Academy of Actuaries (Medicaid subcommittee member, Telehealth workgroup)
- 501(3)(c) Non-Profit Charity Board Member
- Board Member of a startup and Advisor/Investor with several startups

### **Why are you interested in leading this section?**

I've always been interested in entrepreneurship. What started as a few hobby websites for education and fantasy sports turned into my first business. I was then able to leverage my actuarial experience by applying these skillsets to de-risking a business venture. With interest in other businesses as a potential investor and advisor. I have also provided fractional CFO services to startups and informally advised or consulted numerous others.

With my involvement in a traditional actuarial space (healthcare – Medicaid), I have seen how structured sub-communities of our professional association can work well. I not only want to see that for the Entrepreneurial & Innovation Section, but I also want to showcase examples of how the actuarial skill set can help new business innovation with non-traditional actuarial practices.

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**Arthur da Silva, FSA, ACIA**  
**Senior Manager**  
**Deloitte**  
**Toronto, ON**

**Professional Background**

Arthur is a Senior Manager in Deloitte Canada's Actuarial, Rewards & Analytics practice and has served numerous clients in Canada, US, UK, Europe, and Asia. His focus is on helping insurers with insurance & actuarial modernization, predictive analytics and data visualization, IFRS 17, and design and implementation of actuarial processes and systems.

Arthur has led, managed, and delivered engagements relating the modernization of actuarial & insurance processes and systems. This has involved enhancements to modelling processes, data definitions and transformations, systems conversions, and impact assessments & issue resolution of both upstream and downstream processes. Moreover, Arthur is driving the integration of modern technologies – such as Robotic Process Automation, Natural Language Processing, Connected Reporting, Machine Learning, Data Visualization tools, etc. – into actuarial & insurance processes and envisions an era where employees are increasingly focused on complex initiatives as opposed to repetitive manual tasks.



Furthermore, Arthur has been extensively involved with predictive modelling and data visualization engagements and research at Deloitte, where he has applied predictive analytics concepts to various insurance functional areas, modernized processes to prepare for analytics applications, as well as researched the latest machine learning techniques, software, and external data sources that can be utilized to enhance companies' own data.

Arthur is a Fellow of the Society of Actuaries and an Associate of the Canadian Institute of Actuaries. He holds a double Bachelor's degree in Mathematics & Business Administration from the University of Waterloo and Wilfrid Laurier University, respectively.

**Society of Actuaries experience (Section and committee memberships and participation)**

- Member and Friend of the Predictive Analytics & Futurism council
- Member and Friend of the Entrepreneurial & Innovation council

**Other Relevant Volunteer Experience**

- Executive of the Actuarial Club of Toronto, hosting various networking and informative sessions for the actuarial community in Toronto
- Regularly a volunteer speaker at various actuarial conferences (e.g. CIA Annual Meeting, Canadian Reinsurance Conference, etc.)
- Lead of Deloitte committee responsible for global actuarial knowledge sharing webinars and townhalls
- Advisor for Deloitte internal innovation initiative
- Volunteer for several Deloitte operational committees

**Why are you interested in leading this section?**



I am running for the E&I section council to help educate actuaries on the emerging technologies and practices that will potentially affect the actuarial profession – such as machine learning, robotic process automation, etc. – with the goal of integrating such tools into the actuarial toolkit. I see a wave of change heading towards our profession, which is occurring in other industries with the proliferation of Data Scientists and more sophisticated algorithms, and would like to proactively play a role in preparing the actuarial profession so that we can equip these tools rather than be replaced by them.

With these new tools and technologies, I envision an era where our actuaries are equipped to tackle more analytics problems outside of our current domains. I hope that my role on the section council can enable that by providing resources and education for entrepreneurial and innovative actuaries that wish to drive change and add value to their day-to-day activities and organizations.

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**Han Henry Chen, FSA, FCIA, MAAA**  
**Manager**  
**Ernst & Young LLP**  
**Chicago, IL**

**Professional Background**

Henry is a manager in EY's Insurance and Actuarial Advisory Services organization. He has more than 9 years of experience in the insurance industry, including time spent in both consulting and industry-based roles. Current areas of focusing include actuarial transformation, actuarial risk and governance, process automation, and innovation within the actuarial functions.

Henry has also been serving with various positions with SOA.

**Society of Actuaries experience (Section and committee memberships and participation)**

- Vice Chair, Actuarial Innovation Technology Steering Committee (2018 - )
- Council, Technology Section (2017 – 2020)
- Annual Meeting Program Committee (2017- Present)
- Life and Annuity Symposium Committee (2016 - Present)
- Exams and Curriculum Committee (2017- Present)
- Active member of the following sections: Technology, Entrepreneurial & Innovation, Actuary of the Future, Predictive Analytics and Futurism



**Why are you interested in leading this section?**

Technology, innovation, and evolutionary change are challenging the actuarial profession in the insurance industry. As we are experiencing a period of extreme technology disruption, it becomes increasingly important for actuaries to help the industry embrace changes and innovation in order to develop and share a clear vision of the impact of innovation on our actuarial profession. I am keen to strengthen the presence of the E&I section of the SOA and bring fresh ideas and vision from my experience serving at SOA Technology section as well as the Actuarial Innovating Technology steering committee.

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