



SOCIETY OF ACTUARIES

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Thanks for the Memories

by Julie L. Tani

One of the things that drew me to the editor's job in the first place is the NTM's mission statement...I like this unconventional thinking.



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Time flies when you are having fun. I have enjoyed my time as *NewsDirect* editor, but it is now time to make room for some new blood. I'd like to introduce to you our new co-editors, Brian Louth and Nancy Manning. I am sure they will do a great job and I am looking forward to viewing the future editions!

I thought it might be fun in my last edition to review some of the articles from the past few years. John Kerper's two-part article about non-life insured products sold through auto dealerships (#37 & 38, Summer 2001 & January 2002), showed the application of some familiar concepts to a market that may be a little less familiar to some of us.

Maria Thomson and Adrian Pask gave us interesting looks at the bancassurance market and trends (#39, January 2002 and elsewhere in this edition). Maria also kept us updated on technology to assist with real-time underwriting issues (#39) while David Florian and Simon Walsh gave us insights into instant issue (#39 and #41).

Bill Winterman's article (issue #41) demonstrated the power of leveraging the Internet within alliances in the reinsurance industry. And Rob Winawer's three-part article on the microeconomics of direct marketing kept us grounded in the fundamentals (#40-42). This is just a sample of the fine, wide-ranging topics with which our authors have enlightened us.

These good memories are accompanied by the promise of good things to come. Steve Cooperstein has all along been keeping us abreast with the Internet side of things, not only from the standpoint of the Internet as a distribution and sales tool,

but also as a new medium for the *NewsDirect*. Stay tuned for more information and the evolution of the online newsletter. Our goal is to continue the accessibility of *NewsDirect*, while adding more functionality that we hope you find useful.

I have had fun. I'd like to thank you, the readers, for your contributions, suggestions, and for reading NewsDirect. I'd also like to thank the SOA staff, especially Joe Adduci and Lois Chinnock, who have been so helpful with the publishing. Last but not least, thanks to my fellow editors Chris Hause and Brian Louth, and to the NTM Council and Friends, who gave us so much support.

I am looking forward to watching the progress from the sidelines. ☺