



SOCIETY OF ACTUARIES

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# The Stepping Stone

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# Ins and Outs

by Michael M. Braunstein

**T**he time for me to step down as newsletter editor for *The Stepping Stone* has come.

Though sad for me in that these last two years have been fun, I am happy to report that David Duncan has agreed to tackle the role.

David Duncan, FSA, MAAA, is vice president of national accounts pricing & underwriting for Great-West Life & Annuity Insurance Company. Over the last 25 years, Dave has held professional and executive-level positions with insur-

ance and consulting organizations. In addition to being a profitability and productivity improvement specialist, Dave is also a keynote speaker. Dave is also a member of Toastmasters International, Gateway Human Resource Association, Gateway Industrial Organizational Psychologists and the American Society of Training and Development.

During my time, members of the Management and Personal Development Section Council, other members of the section and readers in general were most supportive by sending in occasional articles for inclusion in the newsletter. This is the lifeblood of the newsletter, and I

would ask that all of you continue to support Dave and *The Stepping Stone* in similar fashion. So thank you from me for all you have done and thank you from Dave for all that you will do as *The Stepping Stone* grows.



Michael Braunstein

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## Upcoming 2002 Annual Meeting Sessions

### **Boston Image**

October 28,

10:30 a.m. - 12:00 noon

A strong technical foundation is a "necessary but not sufficient" condition for success in today's economy. Personal success is directly and increasingly related to your image and presence, or how well you project confidence, competence and credibility to others.

### **Help Wanted—Recruiting The Best People**

October 28,

2:00 p.m. - 3:30 p.m.

Another job opening in your area? You've got to get someone in the position, but you don't have time to locate and interview candidates. And even if you had the time, where do find the candidates? And if, by some

chance, you have the candidates, how do you determine the best individual for the job? And what if there is no best individual? Do you settle for someone less than your ideal?

### **Management and Personal Development Section Breakfast: Are You A Strategic Leader?**

October 29,

8:00 a.m. - 10:00 a.m.

Rapid changes in the business environment have underscored the vital role of effective leadership in helping organizations not just survive, but thrive. What kind of leader are you? What kind of leader do you want to be?

### **Hail To The Chiefs! Developing The Skills of a CEO/CFO**

October 29,

10:30 a.m. - 12:00 noon

The out of the box actuary does not look like, smell like, feel like the average CEO. So what

makes these individuals so special?

### **Best Practices In Shareholder Communications**

October 30,

8:00 a.m. - 9:30 a.m.

A public company can take a variety of approaches in communicating with shareholders. Holding too much information "close to the vest" is no longer a viable option. On the other hand, disclosing too much information can often send the wrong message. Striking a balance between these two extremes is critical to managing shareholder expectations.

### **All Stressed Out and No Place To Go?**

October 30,

10:30 a.m. - 11:30 a.m.

All stressed out and no place to go? If so, this seminar is for you. Participate in this interactive seminar and "leave the stress to us" for 90 minutes.