



SOCIETY OF ACTUARIES

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results. Like goals, affirmations should be stated positively. Compare his message, "I am not going to waste my more time," to the more positive message, "I shall make the most productive use of my time from now on."

#### Further reading

Many publications, tapes, and courses are available that discuss setting goals, but often in a limited way. This subject is closely linked to time management. Some authors recommend the use of mind enhancement techniques to achieve goals. The following are some of the materials I found useful:

- *The Magic of Goal Setting* — tapes by Paul Meyer, P.O. Box 7614, Waco, Texas 76714-7614
- *The Challenge to Succeed* — tapes by E. Jim Rohn, 1805 East Dyer, Suite 301, Santa Ana, CA 92705
- *Life 101: Do It. Let's Get Off our Butts* — book by John R. McWilliams, 1992, published by Bantam Books, 800-223-6834
- *The Time Trap: The New Version of the 20-Year Classic on Time Management* — book by Alec Mackenzie, 1991, published by AMACOM, 518-891-5510
- *Unlimited Power* — book by Anthony Robbins, published by Fawcett Books, 800-733-3000. This deals with the subject through neuro-linguistic programming techniques.
- *Personal Development — Key to Excellence* — book by N. Handa, available from the author at his Directory address.

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# SECTION CORNER

*This column reports on activities and newsletters of all special interest Sections on a rotating basis. This issue covers Reinsurance, Pension, and Computer Science Sections.*

#### Reinsurance Section

While not the largest Section at just over 1,400 members, the Reinsurance Section produced a full December 1992 newsletter. *Reinsurance Section News'* 18 pages were packed with data from studies and surveys. Melvin McFall reported on Lincoln National's Aviation Mortality and Claim Analysis (also in *Product Development News*); Claude Lapointe summarized data from the Intercompany Advanced Age Mortality Study, and David Holland and David Bruggeman shared life reinsurance data from the Munich American survey. Robert H. Myers, Jr., wrote "Different Approaches to Federal Regulation Considered by Congress." C. Clinton Stretch and Thomas M. Brown co-authored "Sears-Allstate Decision May Affect Reinsurance." Craig M. Baldwin is the newsletter editor and the chair of the Section Council is Paul Schuster.

#### Pension Section

Ron Gebhardt is the 1992-93 chair of the Pension Section, which has almost 4,000 members. Dan Arnold continues as editor of *Pension Section News*. This Section will be busy in the next few months planning

seminars on Cash Balance on January 19 in Atlanta, on FAS 106 (Basic) on February 11 in Baltimore, and on FAS 106 (Advanced), June 3 in Baltimore. The April 14-16 SOA spring meeting in San Diego will focus on pension topics.

Some of the articles included in the December *Pension Section News* were "An Alternative Approach to a Standard on Discounting" and "The Problem with Economic Assumptions" by H.J. Brownlee; "A Death Knell for the Small-Plan Audit Program" by Harvey M. Katz; and "Public Employer Early-Retirement-Incentive Programs" by Ronald J.W. Smith.

#### Computer Science Section

*Digital Doings* is the temporary name of the Computer Science Section's newsletter until "we get a better name," according to Editor Doug Hawley. The first issue contains "Practical Aspects of the Newton-Raphson Approximation in Actuarial Programs" by Doug Hawley; a run-down on computer science sessions at 1993 spring meetings by Randy Kaye; and an article about an SOA task force to work on a proposal for an electronic bulletin board system. Jim Toole will have a column in each issue called "Sound Bytes."

Chairperson of this less-than-a-year-old Section is Kerry Krantz. Members now number about 2,220.

## Committee seeks members

by Cindy Forbes

**T**he Management and Personal Development Committee of the Society of Actuaries is looking for members who have an interest in this area and are willing to devote about 40 hours a year to promoting and developing management and business skills educational programs for Society members. If you believe, as we do, that this is a critical area of development for the actuarial profession, we'd like to

have you on the committee.

The mandate of the committee is to "plan, implement, and actively promote educational programs on management and business skills for actuaries." The management sessions we organize for Society meetings have been the primary conduit for providing management education. In addition, we sponsor "The Complete Actuary" column in *The Actuary*, which gives readers an overview of

timely management topics.

As we embark on 1993, our goal is to expand the number of avenues used to reach actuaries with management and business skills education. Our next meeting is in Philadelphia on March 4. If you'd like to help the Society in this very important area, please call me at 416-926-6897.

Cindy Forbes is Chairperson of the Management and Personal Development Committee and financial vice president at Manulife Financial.