

Article from:

The Stepping Stone

April 2005 – Issue No. 18

The Stepping Stone

Issue Number 18 • April 2005

Published quarterly by the Management & Personal Development Section of the Society of Actuaries

475 N. Martingale Road, Suite 600

Schaumburg, IL 60173 phone: 847.706.3500 fax: 847.706.3599

World Wide Web: www.soa.org

This newsletter is free to section members. A subscription is \$20.00 for nonmembers.

David C. Miller, FSA, MAAA

The Stepping Stone Editor Miller & Associates Business & Sales Coaching 6 Goldenrod Court Newtown, PA 18940

phone: 215.968.2483 fax: 215.968.4319

e-mail: Dave@TransLifeCoach.com

2004-2005 Management and Personal Development Section Council Jennifer L. Gillespie, Chairperson Sudha Shenoy, Vice-Chairperson Faisal Siddiqi, Secretary Vincent J. Granieri, Treasurer Gail A. Hall, Council Member Vincent Mace, Jr., Council Member David C. Miller, Council Member Alan J. Sheptin, Council Member Daniel L. Shinnick, Council Member

Julie Young, Practice Area Administrator jyoung@soa.org

Clay Baznik, Director of Publications *cbaznik@soa.org*

Joe Adduci, DTP Coordinator jadduci@soa.org

Facts and opinions contained in these pages are the responsibility of the persons who express them and should not be attributed to the Society of Actuaries, its committees, the Management and Personal Development Section or the employers of the authors. Errors in fact, if brought to our attention, will be promptly corrected.

Copyright© 2005, Society of Actuaries. All rights reserved. Printed in the United States of America.

From the Editor

Contribution and Feedback

by David C. Miller

ast year, the Management and Personal Development Section pledged to provide at least one article in each of the five topic categories, which are the focus of our section. The five categories are:



David C. Miller, FSA, MAAA, MSCC, is president of Miller and Associates Business & Sales Coaching in Newtown, Penn.

dave@translifecoach.

www.BusinessGrowth Now.com

Management

- People management (leadership, recruiting, performance management, etc.)
- 2) Business management (decision-making, strategic thinking, etc.)

Personal Development

- Career development (marketing yourself, interviewing, professional image, etc.)
- 4) Communication skills (presentations, writing, listening, etc.)
- 5) Interpersonal skills (negotiation, influence, personality style management, etc.)

I plan to carry on the work our last editor, Sim Segal, so ably achieved. To do this, I need both your contribution and feedback. First, I need the contribution of all of those who have a passion for personal and professional development. You are the ones with valuable insights, strategies and skills to share with our readership. Here's your chance to make a contribution to your colleagues and the actuarial profession via an article in *The Stepping Stone*.

Second, I need feedback to know what else you as our readers would like to see this year in this newsletter. Let us know what's working and what's missing so that we can serve you better.

For both contributions and feedback, I can be reached at *dave@ translifecoach.com*. I look forward to hearing from you. \square