2013 Life & Annuity Symposium

12 / 26 The Street’s and Rating Agencies’ View of the Life Insurance Industry (offered twice)
Ernest Rafael Armijos, FSA; John Nadel, MBA; Howard L. Rosen, FSA, CERA, MAAA; Neil T. Strauss, ASA, CERA, MAAA

13 / 28 Life Protection Product Update (offered twice)
Jeremy Allen Bill, FSA, MAAA; Elizabeth H. MacGowan, FSA, MAAA; Robert P. Stone, FSA, MAAA

14 / 37 Variable Annuity Product Update (offered twice)
Casey Edward Malone, FSA, CERA, MAAA; Ji-Eun Choi, ASA, MAAA, Ph.D.; Karen Ann Grote, FSA, CERA, MAAA; Kendrick D. Lombardo, FSA, MAAA

27 Canadian Standards of Practice and Regulation Update
Rebecca M. L. Rycroft, FSA, FCIA, MAAA; Gaetano Geretto, FSA, CERA, FCIA; Jacques Tremblay, FSA, FCIA

29 Risks in Products
James M. Filmore, FSA, MAAA; Blake A. Hill, FSA, FCIA; Donna Christine Megregian, FSA, MAAA

36 Life Illustration Compliance
Susan K. Bartholf, FSA, MAAA; Gayle L. Donato, FSA, MAAA; Donna Christine Megregian, FSA, MAAA

38 Comparing Principle-Based Approaches: From Theory to Practice
G. Brent Chambers, FSA, FCIA; Benjamin Richard Neff, FSA; Rebecca M. L. Rycroft, FSA, FCIA, MAAA

54 / 90 Design Thinking: How Innovators Solve Problems (offered twice)
Chris A. Murumets; Lance H. Poole, FSA, MAAA; Stefanie Schram

55 / 87 Fixed Annuity Product Update (offered twice)
Andrew G. Steenman, ASA, MAAA; David J. Weinsier, FSA, MAAA

56 Uses of Reinsurance—Experiences in Canada and the United States
Vera Ljucovic, FSA, FCIA, MAAA; Robert B. Lau, FSA, FCIA; Michael David Mulcahy, FSA, MAAA; Brock E. Robbins, FSA, FCIA, MAAA

59 Impact of the Low Interest Rate Environment on Life Insurers
Richard C. Pretty, FSA, MAAA; Yidong (Winter) Liu, FSA, MAAA; Joseph R. Dziwura
64 U.S. Regulatory & Tax Update
Jonathan W. Porter, FSA, FCIA; John T. Adney, JD; Kimberly M. Steiner, FSA, MAAA

65 / 78 Life Product Update—Accumulation Market (offered twice)
Joseph Kordovi, FSA; David R. Beasley, FSA, CERA, MAAA; Robert Bhatia, FSA, FCIA; Wayne Tonning, FSA

66 Post Level Term Analysis
Jeremy Lee Lane, FSA, CERA, MAAA; Brett S. Bade, FSA, MAAA; Timothy L. Rozar, FSA, CERA, MAAA

76 Trends in Distribution
Andy Ferris, FSA, MAAA; Christian Erickson; Tom Wartenberg

77 LTC Combo Product Update
Carl A. Friedrich, FSA, MAAA; Dean Andrew Kerr, FSA, ACIA

86 Delphi Study in Real Time—Life & Annuity Products and Product Development
Alberto A. Abalo, FSA, CERA, MAAA; Paula M. Hodges, FSA, MAAA; Ben H Wolzenski, FSA, MAAA

88 Older Age Mortality
James M. Filmore, FSA, MAAA; Dieter S. Gaubatz, FSA, FCIA, MAAA; Timothy L. Rozar, FSA, CERA, MAAA

2013 Webcasts

June 6, 2013
Alternatives to Traditional Life Settlements: Maximizing Consumer Value in the Secondary Market

Aug. 28, 2013
The Senior Market

2012 Annual Meeting

26 Underwriting Trends
Allen M. Klein, FSA, MAAA; William Moore, FLMI

41 Experience Studies
Kevin J. Pledge, FSA, FIA; Steven C. Ekblad, FSA, MAAA; Derek Michael Kueker, FSA

42 UL Deep Dive Part I—Protection Market
Robert P. Stone, FSA, MAAA; Leston Radworth Welsh, FSA, MAAA
15 Getting Your Annuity Policyholders to Behave
Robert P. Stone, FSA, MAAA; David L. Lautenschlager, FSA, MAAA; Ricardo Trachtman, FSA, MAAA

23 / 33 Portfolio Strategies and Rationalization (offered twice)
Bennett D. Kleinberg, FSA, MAAA; Dominique Lebel, FSA, FCIA, MAAA; John P. O'Shaughnessy, FSA, MAAA; Scott Niel Shepherd, FSA, MAAA

24 Regulatory and Tax Update
Robert P. Stone, FSA, MAAA; Karen K. Rudolph, FSA, MAAA; Susan Seabrook, JD; Michael C. Ward, FSA, MAAA

31 Life Insurance Illustration Regulation: 15 Years Later
Kurt A. Guske, FSA, MAAA; Gayle L. Donato, FSA, MAAA; Donna Christine Megregian, FSA, MAAA

34 Competing in the Accumulation Market Without Aggressive Guaranteed Living Benefits
Guillaume Briere-Giroux, FSA, MAAA; Amit Ayer, FSA, MAAA; Vikas Sharan, FSA, FIA, MAAA

43 Market Trends: Accumulation Products
Joseph A. Kenny, FSA, MAAA; David J. Weinsier, FSA, MAAA

44 / 63 Life Underwriting Trends (offered twice)
Lisa Hollenbeck Renetzky, FSA, MAAA; Allen M. Klein, FSA, MAAA; Scott Anthony Rushing, FSA, MAAA

46 / 54 Retirement Trends (offered twice)
Mitchell R. Katcher, FSA, MAAA; Tamara Burden, FSA, CFA, MAAA, PRN; Tina Wilson, CFA, AIF

53 / 72 Advanced Mortality Topics (offered twice)
Kimberly M. Steiner, FSA, MAAA; Timothy L. Rozar, FSA, CERA, MAAA; Lloyd M. Spencer, Jr., FSA, CERA, MAAA

55 Capital Management—Reserve Financing
Ronald L. Stopher, FSA, CPA, CLU, MAAA; Charles-Antoine Laplante, FSA, MAAA; Michelle Moloney, FSA, MAAA

64 / 71 Life and Annuity Product Development Strategies in the Wake of Low Interest Rates (offered twice)
Kurt A. Guske, FSA, MAAA; Timothy C. Pfeifer, FSA, MAAA; Robert P. Stone, FSA, MAAA; David J. Weinsier, FSA, MAAA

65 Reinsurance Issues
Joseph Lapine, CPA; Catherine J. Bierschbach, FSA, MAAA; Robert A. Diefenbacher, FSA, MAAA
72 Advanced Mortality Topics
Kimberly M. Steiner, FSA, MAAA; Timothy L. Rozar, FSA, CERA, MAAA; Lloyd M. Spencer, Jr., FSA, CERA, MAAA

2012 Webcasts

June 27, 2012
Life/Annuity Long-Term Care Combination Products

July 11, 2012
Premium Persistency of Flexible Premium UL Products

Nov. 20, 2012
Product Management and GAAP Valuation Strategies in a Low Interest Rate Environment

Dec. 12, 2012
What’s Hot in Life Underwriting – A Primer for Life Actuaries

2011 Annual Meeting

90 Emerging Technologies and the Future of Insurance Distribution – Part 1
Douglas J. Bennett, FSA, MAAA; Anand Deo; Kevin J. Pledge, FSA, FIA

104 Emerging Technologies and the Future of Insurance Distribution – Part 2
Douglas J. Bennett, FSA, MAAA; Chris Doggett; Enrico Treglia

145 Perspectives on the Middle Market Distribution
Jeffrey D. Koll, FSA, MAAA; Joseph Lapine, CPA; Mathew Matarrese; Todd A. Silverhart, Ph.D.

2011 Life & Annuity Symposium

30 Model Management: Is it Possible?
Robert P. Stone, FSA, MAAA; Trevor C. Howes, FSA, FCIA, MAAA

31 Does Anyone Else Want to be Illustration Actuary this Year?
Donna Christine Megregian, FSA, MAAA; Gayle L. Donato, FSA, MAAA

32 Automated Underwriting as Tool for Mid-Market Growth
Maria N. Thomson, FSA, MAAA; Karen Monks; Mike Reeves

40 / 55 Simplified Issue/Guaranteed Issue Market Update (offered twice)
Jennifer L. Brady, FSA, MAAA; Jean-Marc Fix, FSA, MAAA; James C. Harkensee, FSA, MAAA; Lloyd M. Spencer, Jr., FSA, MAAA
2011 Webcasts

Mar. 24, 2011
Critical Illness in the Current Context = Huge Opportunity (How Your Company Can Succeed Where It Counts – in the Marketplace)

Sept. 29, 2011
Automation in Life Underwriting

Nov. 1, 2011
Microinsurance: A Risk Management Solution for Food Security in Developing Countries

2010 Annual Meeting

15 Electronic Commerce in the Life Insurance Industry
Maria N. Thomson, FSA, MAAA; John Lucas; David A. Moore, FSA, MAAA; Michael Palace, ASA, MAAA

38 So You Want to Offer Combination Products...
Jeffrey E. Johnson, ASA, MAAA; Jeffrey S. Drake, FSA, MAAA; Bruce Moon, CLU, ChFC

97 The Future Effects of Emerging Changes on Life Insurance Products and Distribution
Charles E. Ritzke, FSA, MAAA; Richard W. Hekeler, Ph.D.; Lucian Lombardi, ASA

132 Serving the Middle Market
Jeffrey E. Johnson, ASA, MAAA; Brian Grigg, CFP, CLU, ChFC, FLMI; Jeffrey Shaw, CLU, ChFC

2010 Life & Annuity Symposium

2 Actuary of the Future, Management & Personal Development and Marketing & Distribution Section Joint Reception: Speed Networking
Margaret Resce Milkint; Mary Kilkenny

33 The Economics of Life Insurance Distribution/Emerging Trends
James C. Harkensee, FSA, MAAA; Douglas John Bennett, FSA, MAAA

44 Product Development Process – Part I: Market Focused Product Portfolios
Jeffrey E. Johnson, ASA, MAAA; Michael L. Kaster, FSA, MAAA; Michael Goldberger; Walter H. Zultowski, Ph.D.

52 Product Development Process – Part II: Implementing the Right Products
Mitchell R. Katcher, FSA, MAAA; Donna Schlegel; Naomi J. Weinstein

62 Product Development Process – Part III: Dealing with Challenging People and Situations
Michael L. Kaster, FSA, MAAA; Liz Berney, Ph.D.
2010 Webcasts

Nov. 2, 2010
Life Insurance Automated Underwriting Systems

Nov. 17, 2010
Impact of Environmental Change on Products & Distribution

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