

## 2012 Life and Annuity Symposium Recruiting Report

As of February 15, 2012			
Number	Title	Recruiting Status	Presenters
001 S	<b>Reinsurance and Marketing &amp; Distribution Section Joint Event</b>	<b>Recruiting Complete</b>	
004 S	<b>Technology Section Hot Breakfast - Apps for Actuaries: Increasing Productivity in a Mobile World</b>	<b>Entirely Unrecruited</b>	
005 S	<b>Joint Risk Management Section Hot Breakfast</b>	<b>Partially Recruited</b>	
005 S	Joint Risk Management Section Hot Breakfast	Partially Recruited	Bob Wolf FCAS, CERA, ASA, MAAA - Moderator
006 S	<b>Taxation Section Hot Breakfast</b>	<b>Recruiting Complete</b>	
006 S	Taxation Section Hot Breakfast	Recruiting Complete	Craig Springfield Esq. - Presenter
006 S	Taxation Section Hot Breakfast	Recruiting Complete	Brian King FSA, MAAA - Presenter/Moderator
007 S	<b>Marketing &amp; Distribution Section Hot Breakfast</b>	<b>Recruiting Complete</b>	
007 S	Marketing & Distribution Section Hot Breakfast	Recruiting Complete	Jeff Johnson ASA, MAAA - Presenter/Moderator
008 S	<b>Investment Section Hot Breakfast</b>	<b>Entirely Unrecruited</b>	
012 Teaching Session	<b>Current Developments in Life Insurance Federal Income Tax</b>	<b>Recruiting Complete</b>	
012 Teaching Session	Current Developments in Life Insurance Federal Income Tax	Recruiting Complete	Craig Springfield Esq. - Presenter
012 Teaching Session	Current Developments in Life Insurance Federal Income Tax	Recruiting Complete	Brian King FSA, MAA - Presenter/Moderator
013 & 22 Panel Discussion	<b>Life Market Trends: Protection (offered twice)</b>	<b>Recruiting Complete</b>	
013 & 22 Panel Discussion	Life Market Trends: Protection (offered twice)	Recruiting Complete	Stephanie Grass FSA, CERA, MAAA - Presenter
013 & 22 Panel Discussion	Life Market Trends: Protection (offered twice)	Recruiting Complete	Donna Megregian FSA, MAAA - Presenter
013 & 22 Panel Discussion	Life Market Trends: Protection (offered twice)	Recruiting Complete	Cathy Bierschbach FSA, MAAA - Moderator
014 & 32 Panel Discussion	<b>Annuity Market Trends (offered twice)</b>	<b>Recruiting Complete</b>	
014 & 32 Panel Discussion	Annuity Market Trends (offered twice)	Recruiting Complete	Tamiko Toland - Presenter
014 & 32 Panel Discussion	Annuity Market Trends (offered twice)	Recruiting Complete	Tim Pfeifer - Presenter
014 & 32 Panel Discussion	Annuity Market Trends (offered twice)	Recruiting Complete	Mitchell Katcher FSA, MAAA - Moderator
015 Panel Discussion	<b>Getting Your Annuity Policyholders to Behave</b>	<b>Recruiting Complete</b>	
015 Panel Discussion	Getting Your Annuity Policyholders to Behave	Recruiting Complete	Brian Woolfook FSA, MAAA - Presenter
015 Panel Discussion	Getting Your Annuity Policyholders to Behave	Recruiting Complete	Ricky Trachtman FSA, MAAA - Presenter
015 Panel Discussion	Getting Your Annuity Policyholders to Behave	Recruiting Complete	Rob Stone FSA, MAAA - Moderator
016 Panel Discussion	<b>Best Practices for Excel Design and Controls</b>	<b>Partially Recruited</b>	
016 Panel Discussion	Best Practices for Excel Design and Controls	Partially Recruited	Albert Moore - Presenter
017 Open Forum	<b>Case Studies of Actuaries Starting a Business</b>	<b>Partially Recruited</b>	
017 Open Forum	Case Studies of Actuaries Starting a Business	Partially Recruited	Philip Gold FSA, MAAA, FIA - Presenter
017 Open Forum	Case Studies of Actuaries Starting a Business	Partially Recruited	Stephen Galvan - Presenter/Moderator
018 Panel Discussion	<b>Preparing for Change Under ORSA</b>	<b>Partially Recruited</b>	
018 Panel Discussion	Preparing for Change Under ORSA	Partially Recruited	Mike Conwill FSA, MAAA - Presenter
018 Panel Discussion	Preparing for Change Under ORSA	Partially Recruited	Sheetal Kaura ASA, CERA - Presenter/Moderator
023 & 33 Panel Discussion	<b>Portfolio Strategies and Rationalization (offered twice)</b>	<b>Partially Recruited</b>	
023 & 33 Panel Discussion	Portfolio Strategies and Rationalization (offered twice)	Partially Recruited	Dominique Lebel FSA, FCIA, MAAA - Presenter/Moderator
024 Panel Discussion	<b>Regulatory and Tax Update</b>	<b>Recruiting Complete</b>	
024 Panel Discussion	Regulatory and Tax Update	Recruiting Complete	Karen Rudolph FSA, MAAA - Presenter
024 Panel Discussion	Regulatory and Tax Update	Recruiting Complete	Mike Ward FSA, MAAA - Presenter
024 Panel Discussion	Regulatory and Tax Update	Recruiting Complete	Susan Seabrook JD - Presenter
024 Panel Discussion	Regulatory and Tax Update	Recruiting Complete	Rob Stone FSA, MAAA - Moderator
025 & 077 Interactive Forum	<b>Finding Solutions to Lifetime Income Risk (offered twice)</b>	<b>Partially Recruited</b>	
025 & 077 Interactive Forum	Finding Solutions to Lifetime Income Risk (offered twice)	Partially Recruited	Noel Abkemeier FSA, MAAA - Presenter/Moderator
026 Panel Discussion	<b>Living in a Risk Free Valuation World</b>	<b>Entirely Unrecruited</b>	
027 Open Forum	<b>Become a Great Negotiator</b>	<b>Partially Recruited</b>	
027 Open Forum	Become a Great Negotiator	Partially Recruited	Joe Paesani FSA, MAAA - Presenter
028 Panel Discussion	<b>Using an Artificial Society (a Complexity Science tool) to Project Life Insurance Sales</b>	<b>Entirely Unrecruited</b>	
029 Interactive Forum	<b>Actuaries and IT: Can't We All Just Get Along?</b>	<b>Entirely Unrecruited</b>	
031 Panel Discussion	<b>Life Insurance Illustration Regulation: 15 Years Later</b>	<b>Partially Recruited</b>	

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031 Panel Discussion	Life Insurance Illustration Regulation: 15 Years Later	Partially Recruited	Donna Megregian FSA, MAAA - Presenter
031 Panel Discussion	Life Insurance Illustration Regulation: 15 Years Later	Partially Recruited	Gayle L Donato FSA, MAAA - Presenter
031 Panel Discussion	Life Insurance Illustration Regulation: 15 Years Later	Partially Recruited	Kurt A. Guske FSA, MAAA - Moderator
<b>034 Panel Discussion</b>	<b>Competing in the Accumulation Market Without Aggressive GLBs</b>	<b>Entirely Unrecruited</b>	
<b>035 Panel Discussion</b>	<b>Regression/time Series Methods with iPad Forecasting Contest Examples</b>	<b>Entirely Unrecruited</b>	
<b>036 Open Forum</b>	<b>Skills Needed to Survive the Recession</b>	<b>Recruiting Complete</b>	
036 Open Forum	Skills Needed to Survive the Recession	Recruiting Complete	R Dale Hall FSA, MAAA CERA - Presenter
036 Open Forum	Skills Needed to Survive the Recession	Recruiting Complete	Kush Kotecha FSA, MAAA - Presenter
036 Open Forum	Skills Needed to Survive the Recession	Recruiting Complete	Robert Morand - Presenter
036 Open Forum	Skills Needed to Survive the Recession	Recruiting Complete	Joseph Paesani FSA, MAAA - Presenter/Moderator
<b>037 Panel Discussion</b>	<b>PBA - VM20 and Other Developments</b>	<b>Entirely Unrecruited</b>	
<b>039 S</b>	<b>Entrepreneurial Actuaries Section Hot Breakfast - Speed Networking</b>	<b>Recruiting Complete</b>	
039 S	Entrepreneurial Actuaries Section Hot Breakfast - Speed Networking	Recruiting Complete	Kevin Pledge FSA, FIA - Moderator
<b>040 S</b>	<b>Product Development Section Networking Hot Breakfast</b>	<b>Entirely Unrecruited</b>	
<b>041 S</b>	<b>International Section Continental Breakfast</b>	<b>Recruiting Complete</b>	
<b>043 Panel Discussion</b>	<b>Market Trends: Accumulation Products</b>	<b>Partially Recruited</b>	
043 Panel Discussion	Market Trends: Accumulation Products	Partially Recruited	David Weinsier FSA, MAAA - Presenter
<b>044 &amp; 63 Panel Discussion</b>	<b>Life Underwriting Trends (offered twice)</b>	<b>Entirely Unrecruited</b>	
<b>045 Panel Discussion</b>	<b>Long-term Care Combination Products !! Tax and State Regulatory Issues</b>	<b>Recruiting Complete</b>	
045 Panel Discussion	Long-term Care Combination Products !! Tax and State Regulatory Issues	Recruiting Complete	Carl Friedrich FSA, MAAA - Presenter
045 Panel Discussion	Long-term Care Combination Products !! Tax and State Regulatory Issues	Recruiting Complete	Stephen Turer FSA, MAAA - Presenter
045 Panel Discussion	Long-term Care Combination Products !! Tax and State Regulatory Issues	Recruiting Complete	Craig Springfield Esq. - Presenter/Moderator
<b>046 &amp; 54 Panel Discussion</b>	<b>Retirement Trends (offered twice)</b>	<b>Entirely Unrecruited</b>	
<b>047 Panel Discussion</b>	<b>Professional Standards for Financial Reporting</b>	<b>Entirely Unrecruited</b>	
<b>048 Buzz Group</b>	<b>Hot Topics for the Smaller Insurance Company</b>	<b>Entirely Unrecruited</b>	
<b>049 Panel Discussion</b>	<b>Transnational Business Case for Business Intelligence</b>	<b>Partially Recruited</b>	
049 Panel Discussion	Transnational Business Case for Business Intelligence	Partially Recruited	Kevin Pledge - Presenter
<b>050 Panel Discussion</b>	<b>Annuity Risk Management Under Constraints</b>	<b>Recruiting Complete</b>	
050 Panel Discussion	Annuity Risk Management Under Constraints	Recruiting Complete	Stephen Stone FSA, CFA, FRM - Presenter
050 Panel Discussion	Annuity Risk Management Under Constraints	Recruiting Complete	David Chang ASA, MAAA - Presenter
050 Panel Discussion	Annuity Risk Management Under Constraints	Recruiting Complete	Guillaume Briere-Giroux FSA, MAAA, CFA - Moderator
<b>052 Panel Discussion</b>	<b>Products and Marketing Techniques for the Developing Senior Market</b>	<b>Entirely Unrecruited</b>	
<b>053 &amp; 72 Panel Discussion</b>	<b>Advanced Mortality Topics (offered twice)</b>	<b>Entirely Unrecruited</b>	
<b>055 Panel Discussion</b>	<b>Capital Management - Reserve Financing</b>	<b>Recruiting Complete</b>	
055 Panel Discussion	Capital Management - Reserve Financing	Recruiting Complete	Charles Laplante FSA, MAAA - Presenter
055 Panel Discussion	Capital Management - Reserve Financing	Recruiting Complete	Michelle Moloney FSA - Presenter
055 Panel Discussion	Capital Management - Reserve Financing	Recruiting Complete	Ronald L. Stopher FSA, CPA, CLU - Moderator
<b>056 Panel Discussion</b>	<b>Latest Developments with IFRS/FASB</b>	<b>Entirely Unrecruited</b>	
<b>057 Panel Discussion</b>	<b>Communicating with Your Regulator</b>	<b>Partially Recruited</b>	
057 Panel Discussion	Communicating with Your Regulator	Partially Recruited	Ahmad Kamil FSA, FIA, MAAA - Presenter
<b>058 Panel Discussion</b>	<b>Where Do You See Yourself in Five Years?</b>	<b>Entirely Unrecruited</b>	
<b>059 Panel Discussion</b>	<b>The Canadian Marketplace: Lessons From North of the Border</b>	<b>Entirely Unrecruited</b>	

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<b>064 &amp; 71 Panel Discussion</b>	<b>Life and Annuity Product Development Strategies in the Wake of Low Interest Rates (offered twice)</b>	<b>Partially Recruited</b>	
064 & 71 Panel Discussion	Life and Annuity Product Development Strategies in the Wake of Low Interest Rates (offered twice)	Partially Recruited	David Weinsier FSA, MAAA - Presenter
064 & 71 Panel Discussion	Life and Annuity Product Development Strategies in the Wake of Low Interest Rates (offered twice)	Partially Recruited	Rob Stone FSA, MAAA - Presenter
064 & 71 Panel Discussion	Life and Annuity Product Development Strategies in the Wake of Low Interest Rates (offered twice)	Partially Recruited	Kurt A. Guske FSA, MAAA - Moderator
<b>065 Open Forum</b>	<b>Reinsurance Issues</b>	<b>Partially Recruited</b>	
065 Open Forum	Reinsurance Issues	Partially Recruited	Robert A. Diefenbacher FSA, MAAA - Presenter
065 Open Forum	Reinsurance Issues	Partially Recruited	Joseph N. Lapine CPA - Moderator
<b>066 &amp; 73 Panel Discussion</b>	<b>In Search of the Industry's Holy Grail: Penetrating the Middle Market (offered twice)</b>	<b>Recruiting Complete</b>	
066 & 73 Panel Discussion	In Search of the Industry's Holy Grail: Penetrating the Middle Market (offered twice)	Recruiting Complete	Walt Zultowski Ph.D. - Presenter
066 & 73 Panel Discussion	In Search of the Industry's Holy Grail: Penetrating the Middle Market (offered twice)	Recruiting Complete	Jeff Johnson ASA, MAAA - Presenter/Moderator
<b>067 Workshop</b>	<b>Model Efficiency for Life and Annuity Business</b>	<b>Entirely Unrecruited</b>	
<b>068 Panel Discussion</b>	<b>International Perspective on Professionalism</b>	<b>Recruiting Complete</b>	
068 Panel Discussion	International Perspective on Professionalism	Recruiting Complete	Curtis Huntington FSA, Professor of Mathematics - Presenter
068 Panel Discussion	International Perspective on Professionalism	Recruiting Complete	Bridget Browne - Presenter
068 Panel Discussion	International Perspective on Professionalism	Recruiting Complete	Peter Doyle - Presenter
068 Panel Discussion	International Perspective on Professionalism	Recruiting Complete	William Horbatt FSA - Moderator
<b>069 Lecture</b>	<b>The Challenge of Low Interest Rates</b>	<b>Partially Recruited</b>	
069 Lecture	The Challenge of Low Interest Rates	Partially Recruited	Jay Windsor CFA - Presenter
<b>074 Panel Discussion</b>	<b>What is New with the ACLI/NAIC/FASB and other Regulatory Bodies?</b>	<b>Entirely Unrecruited</b>	
<b>075 Interactive Forum</b>	<b>Actuaries in Advanced Business Analytics</b>	<b>Entirely Unrecruited</b>	
<b>076 Interactive Forum</b>	<b>Topics in Professionalism for Product Development Actuaries</b>	<b>Partially Recruited</b>	
076 Interactive Forum	Topics in Professionalism for Product Development Actuaries	Partially Recruited	James Miles FSA, MAAA - Presenter