

# *Southeastern Actuaries Conference*

Fall Meeting  
November 19-21, 2008

**W Hotel**  
**Atlanta, Georgia**

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## **Wednesday, November 19 – Pre-Meeting Seminars**

2:00 p.m.–5:00 p.m.

### **Seminar #1: Life Seminar** **Sponsored by Tillinghast/Towers Perrin**

- ❖ ***Embedded Value – Everything you wanted to know but were afraid to ask***
  - *What is embedded value?*
  - *What is the difference between “traditional” and “market consistent” embedded value?*
  - *How are companies using embedded value today?*
  - *What are the implications of market consistent embedded value on pricing?*
- ***Mike Taht***  
***Consultant***
- ***Kathy Koshy***  
***Consulting Actuary***
- ***Kim Steiner***  
***Consultant***
- ***Noel Harewood***  
***Consultant***

2:00 p.m.–5:00 p.m.

### **Seminar #2: Health Seminar** **Sponsored by AmeriChoice and Milliman**

- ❖ ***IBNR Statistical Methods for Health Actuaries/ IBNR Estimates***
  - *Seminar and Workshop based on 10/31/07 SOA paper*
  - *What information is covered in the SOA paper and how is it applied in practice?*
  - *How to deal with factors such as large claims and inventory changes*
  - *Combining statistical models, environmental knowledge, and actuarial judgment in an IBNR calculation*
  - *Please note that the second half of the session is scheduled as an interactive workshop. As such, if possible it is advised to bring a laptop for use at the session.*
- ***Jed Linfield***  
***Director of Actuarial Reserving Services***  
***AmeriChoice***
- ***Ben Rayburn***  
***Actuary***  
***Milliman***

1:30 p.m.–5:15 p.m.

### ***Registration***

5:00 p.m.–7:00 p.m.

### ***Reinsurers' Reception***

## **Thursday, November 20**

7:15 a.m.–8:05 a.m.

### ***Registration and Breakfast***

8:15 a.m.–8:30 a.m.

### ***Business Session***

8:30 a.m.–8:40 a.m. **Presidential Address**

8:40 a.m.–10:10 a.m. **General Session**

- ❖ **Federal Insurance Issues – Election 2008**
  - *What is next Under the New Administration?*
  - *Federal Charter*
  - *Proposed Federal Office of Insurance Information*

- **Heather Jerbi**  
**Senior Health Policy Analyst, Federal  
American Academy of Actuaries**

- ❖ **Futurism – More Than a Dart Board**
  - *Overview of Delphi and Predictive Market Methods*
  - *Follow Up to Recent Contingencies Article*
  - *Examples of Applications*

- **Jeffrey Harper**  
**President**  
**Contingent Quantities Consulting**

10:10 a.m.–10:30 a.m. **Break**

10:30 a.m.–12:00 p.m. **General Session**

- ❖ **Developments in the Workplace including Mini Medical**
  - *Trends in Distribution*
  - *Trends in Products*

- **Joshua Weber**  
**Actuary**  
**Milliman**

- ❖ **Experience Studies and Assumption Development**
  - *Determining Exposure*
  - *Dealing with IBNR*
  - *Selecting Expected Basis*
  - *Credibility*
  - *Linear Regression*
  - *Logistic Regression*

- **David Andreae**  
**Assistant Vice President**  
**Unum**

12:00 p.m.–1:30 p.m. **Lunch**

1:30 p.m.–3:00 p.m. **General Session**

❖ **Principle Based Reserves**

- *Current Status of PBR – valuation manual, legislative progress*

➤ **Cheryl Tibbits**  
**Consulting Actuary**  
**Towers Perrin**

❖ **TeleUnderwriting**

- *Tele-Underwriting vs. Tele-Applications*
- *Better, Faster, Cheaper, and Good Risk Selection*
- *How Can We Leverage New Technologies*

➤ **Denise Liston**  
**Vice President-Underwriting**  
**Life Plans Inc.**

❖ **Mergers and Acquisitions**

- *What Is The Outlook?*
- *Who Will Sell?*
- *Who Will Buy?*
- *Recent Activity*
- *Activity vs. Prior Year – Up or Down?*

➤ **Chris Peck**  
**President**  
**CPeck Company**

3:00 p.m.–3:30 p.m. **Break**

3:30 p.m.–5:00 p.m. **Concurrent Session – Life Insurance**

❖ **PBR**

- *Status with PBR on Annuity*
- *Capital Reserves*

➤ **Cheryl Tibbits**  
**Consulting Actuary**  
**Towers Perrin**

❖ **Life Settlements – “Are They Here to Stay?”**

- *Update on Market*
- *Life Insurance Company Involvement in Market*
- *Future For Market*

➤ **David Weinsier**  
**Senior Consultant**  
**Towers Perrin**

❖ **Lessons From Adoption of the 2001 CSO Table**

- 7702
- Age 121
- Reinsurance Implications
- State Approval
- Implementation and Portfolio Implications
- Pricing

➤ **Rod Rishel**  
**Universal Life Business Leader**  
**American General**

3:30 p.m.–5:00 p.m. **Concurrent Session – Health Insurance**

❖ **Health – NAIC Update/ State Regulation**

- *State Regulations: Florida Rate Regulations, Georgia Uninsured*
- *Other current topics: LTC, etc.*

➤ **John MacBain**  
**President**  
**Actuarial Resource Corporation of GA**

❖ **Medicare Part D**

- *How Is It Going?*
- *Any Change Expected Post Election?*
- *Success Factors of PDPs.*

➤ **Bob Mone**  
**Consulting Actuary**  
**Milliman**

❖ **Consumer Driven Health Plans**

- *Product Overview*
- *Changes in plan designs*
- *Keys to successful plans*
- *Projection for future changes*

➤ **Jim Drennan**  
**Principal**  
**Reden & Anders**

6:30 p.m.–7:30 p.m. **General Reception**

7:30 p.m.–11:00 p.m. **D.W. Simpson Reception**

## **Friday, November 21**

7:15 a.m.–8:05 a.m. **Breakfast**

8:15 a.m.–8:30 a.m. **Business Session**

8:30 a.m.–10:30 a.m. **General Session**

❖ **Investment Strategies – Corporate Level**

- *What Are Insurance Companies Doing Regarding Investments in This Economic Climate?*
- *How Do Today's Strategies Compare Versus The Last Several Years*
- *How Is The Mortgage Market Doing?*
  - *Impact on Insurers?*
  - *Advice about How to Steer Clear of the Next Big Problem?*
- *Current Rates/Spreads and Expectations For Near-Term Future*

➤ **Martha Leiper**  
**Senior Vice President & Deputy Chief Investment Officer**  
**Unum**

❖ **Making Risk Models Relevant**

- *The Furious Development of Risk Models: How they can be assured of effectiveness?*
- *How Do Senior Officers Use Them?*
- *What Strategic Risks Are Incorporated?*
- *What Communication Issues Do They Address?*

➤ **Dave Sandberg**  
**Vice President & Corporate Actuary**  
**Allianz Life**

❖ **The Uninsured**

- *Georgia Uninsured Working Group*
  - *Empowering Individuals with Choices and Options for Access to Care*
  - *Employer Impact*
  - *Individual Health Plans*
- *What Does the Future Hold?*

➤ **Ron Bachman**  
**President & CEO**  
**Healthcare Vision, Inc.**

10:30 a.m.–11:00 a.m. **Break**

11:00 a.m.–12:15 p.m. **Workshops**

1. **Health Topics**

- *Follow-up on Concurrent*

- *Small Group*
- *Trends*
- *Dental*
- *CDHPs*
- *Drugs*

➤ **Ben Rayburn**  
**Actuary**  
**Milliman**

➤ **Joshua Weber**  
**Actuary**  
**Milliman**

## **2. Life Products**

- *UL LTC Riders*
- *ACC Benefit vs. Additives*
- *Restore DB Feature*

➤ **Dana Hunt**  
**AVP & Actuary**  
**Munich American Reinsurance Company**

## **3. Life Valuation**

- *Achieving Excellence in Modeling*
  - *Selecting Modeling/Valuation Systems*
  - *Practical Guide to Reviewing Modeling/Valuation System Results*
- *Expanded Uses of Modeling/Projection Systems: IFRS, PBR, Gaap Enhancements, Economic Capital*
- *GAAP Topics: FAS 157, 159, 115 Adjustments when MV Adjustment is Large*
- *Statutory Topics: PBR, Other*

➤ **Julie Curry**  
**Consultant**  
**Curry Actuarial Services LLC**

## **4. The How's and What's to do a Rate Filing**

- *SERFF Filing Requirement*
- *Regulations*
- *Common Rate Filing Questions*
- *Professionalism Requirements*

➤ **Jenna Fariss**  
**Consulting Actuary**  
**Actuarial Management Resources, Inc.**

12:15 p.m.

**Adjourn**