

Southeastern Actuaries Conference

**Annual Meeting
November 15-17, 2017**

**The Ballantyne Hotel
Charlotte, NC**

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Wednesday, Nov 15th – Pre-Meeting Seminars

1:45 p.m.–5:30 p.m. **Registration [Atrium]**

2:00 p.m.–5:00 p.m. **ACA: Future or Failure [York]**

- ❖ *Introduction*
- ❖ *Recap of Developments Over the Past Year*
- ❖ *CSRs*
- ❖ *1332 Waivers*
- ❖ *Provider Reimbursement and Payment Reform*
- ❖ *Other Business Segments (Non-Exchange)*

Milliman Atlanta

Life Valuation Topics [Union]

- ❖ *Financial Reporting Controls*
- ❖ *FASB Activity*
- ❖ *ASOP Update*
- ❖ *PBR Assumptions*

Bob Crompton, Shawn Parks – Actuarial Resources Corporation of Georgia

5:30 p.m.–6:30 p.m. **Reinsurers' Reception [Atrium]**

Thursday, Nov 16th

7:00 a.m.–7:50 a.m. **Breakfast [Ballantyne Ballroom – CDE]**

7:30 a.m.–5:00 p.m. **Registration [Ballantyne B Foyer]**

8:00 a.m.–8:30 a.m. **SEAC Business Session [Ballantyne Ballroom AB]**

8:30 a.m.–10:00 a.m. **General Session [Ballantyne Ballroom AB]**

❖ **Regulatory Update (45 min)**

- ❖ *Recent Executive Actions*
- ❖ *CSRs*
- ❖ *Alexander-Murray and Other Potential Legislative Actions*

Al Bingham and Michael Cohen, Ph.D. – Wakely Consulting Group

❖ **Actuarial Careers (45 min)**

- ❖ *Trends*
- ❖ *Attract, Hire and Retain the Right Actuaries*
- ❖ *Stand out Among Your Peers*

Terri M. Michalewicz – LCM Associates of Atlanta

10:00 a.m.–10:20 a.m. **Break [Ballantyne B Foyer]**

10:20 a.m.–noon

General Session [Ballantyne Ballroom AB]

❖ **What does Lloyds of London Do and Why Should We Care? (35 min)**

- ❖ *History*
- ❖ *Organizational Structure*
- ❖ *Capital Structure*
- ❖ *Market Snapshot*
- ❖ *Financials*
- ❖ *Unique Risks*

Kayvon Meehan – Unum

❖ **Integration of Actuarial Functions (35 min)**

- ❖ *Trends in Centralizing and Decentralizing Functions*
- ❖ *How to Make Meaningful Changes to the Operating Model While Still Keeping Balls in the Air*
- ❖ *Alignment with Finance, Risk and IT – Why is Everyone Talking About It?*

Greg Smith – PwC

❖ **Advanced Analytics – A Team Sport (30 min)**

- ❖ *Experience Studies*
- ❖ *Diagnostic and Predictive Analytics*
- ❖ *Simulation Modeling and AI*

Julia Romero – AXA

12:00 p.m.–1:30 p.m. **Lunch** [on your own]

1:30 p.m.–3:00 p.m. **General Session [Ballantyne Ballroom AB]**

❖ **Professionalism (45 min)**

- ❖ *Code of Conduct*
- ❖ *AAA Report on Key Ethical Issues*
- ❖ *Case Studies*

Shari Howiler and Eric Wilder – Colonial

❖ **Secular Versus Select (45 min)**

Dr. Martin Engman – Legal and General

3:00 p.m.–3:30 p.m. **Break [Ballantyne B Foyer]**

Concurrent Sessions

3:30 p.m.–5:00 p.m. **1. Life Insurance [Union]**

❖ **VM-20 For Life Product Development (30 min)**

- ❖ *Industry Update*
- ❖ *Pricing Considerations*
- ❖ *Implementation Hurdles*

Carrie Kelley – Willis Towers Watson

- ❖ **Accelerated Underwriting (30 min)**
 - ❖ *Overview of Accelerated Underwriting Programs*
 - ❖ *Monitoring & Management*
 - ❖ *Emerging Experience & Key Learnings*

Sean Conrad – Hannover

- ❖ **Financial Reinsurance (30 min)**
 - ❖ *What is Financial Reinsurance*
 - ❖ *Historical Overview*
 - ❖ *Types/Structures*
 - ❖ *Underlying Business*
 - ❖ *Motivations and Constraints*
 - ❖ *Recent Trends and Future Impact of PBR*

Ed Sunoo – Munich Re

3:30 p.m.–5:00 p.m. **2. Health Insurance [York]**

- ❖ **What's Trending in Supplemental Health? (30 min)**
 - ❖ *Current Events?*
 - ❖ *New and Innovative Features*
 - ❖ *CI, Accident, HI*

Jennifer Howard – Milliman

- ❖ **Essential Health Benefits – Impact of Non-Essential Health Benefits (30 min)**
 - ❖ *What is Essential?*
 - ❖ *Impact of Elective and Non-Essential*
 - ❖ *Other Ways to Cover*

Zahy Abou-Atme – McKinsey & Company

- ❖ **Large Group Market Update (30 min)**
 - ❖ *Move to ASO*
 - ❖ *Dependent Coverage*
 - ❖ *Pharmacy Carveout*
 - ❖ *Impact of Recent Executive Orders*
 - ❖ *Pricing and Profit Considerations*

Joe Slater – Axene

6:30 p.m.–7:30 p.m. **General Reception [Carolina]**

7:30 p.m.–11:00 p.m. **Sponsored Reception – D.W. Simpson [Veranda Bar]**

Friday, Nov 17th

7:00 a.m.–7:50 a.m. **Breakfast [Ballantyne Ballroom CDE]**

8:00 a.m.–8:20 a.m. **SEAC Business Session and President's Address [Ballantyne Ballroom AB]**

8:20 a.m.–10:30 a.m. **General Session [Ballantyne Ballroom AB]**

❖ **Risk Appetite (30 min)**

- ❖ *What is it?*
- ❖ *Short Term – Risk Units*
- ❖ *Long Term – Risk Boundaries*
- ❖ *Practical Application to a business line*
- ❖ *Why Hold Capital? How much to hold?*

Mark Mennemeyer – Willis Towers Watson

❖ **Professionalism (30 min)**

- ❖ *ABCD Background*
- ❖ *Discipline Process*
- ❖ *“Common” Issues*
 - ❖ *ASOP 41*

David Ogden

❖ **LTC Update (30 min)**

- ❖ *Experience*
- ❖ *Fewer Players in Market*
- ❖ *Combo Products*
- ❖ *Guarantee Fund*

Robert Eaton – Milliman

❖ **NAIC Actuarial Modeling Support (40 min)**

- ❖ *Actuarial Modeling Support for Regulators*
- ❖ *Principals Based Reserves*

Pat Allison – NAIC, Steve Ostlund – AL DOI

10:30 a.m.–11:00 a.m. **Break [Ballantyne B Foyer]**

11:00 a.m.–12:15 p.m. **Workshops**

1. **Health Topics [Ballantyne Ballroom B]**
Al Bingham – Wakely Consulting Group
2. **Life Products/Valuation [Ballantyne Ballroom CDE]**
Carrie Kelley – Willis Towers Watson
3. **Worksite [Union]**
Robert Eaton – Milliman

12:15 p.m. **Adjourn**

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Future SEAC Meetings

Hyatt Regency Coconut Pt Hutton Hotel	Bonita Springs (Naples), FL Nashville, TN	June 20-22, 2018 November 14-16, 2018
Ritz Carlton Ft. Lauderdale Ritz Carlton Atlanta	Ft. Lauderdale, FL Atlanta, GA	June 19-21, 2019 November 20-22, 2019