

Southeastern Actuaries Conference



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**Spring Meeting
June 22-24, 2016**

**Hammock Beach Resort
Palm Coast, FL**

Executive Committee

<i>President</i>	<i>Jeff Williams</i>
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<i>Member at Large</i>	<i>Lloyd Spencer</i>

Wednesday, June 22th – Pre-Meeting Seminar

2:00 p.m.–5:00 p.m. **Professionalism [Clipper/Surf]**

*Ken Kent - AAA Council of Professionalism
Paul Kollmer-Dorsey - AAA Council of Professionalism
Joeff Williams - Actuarial Management Resources*

1:45 p.m.–5:30 p.m. **Registration [Ocean Pre Function]**

Thursday, June 23rd

7:00 a.m.–7:50 a.m. **Breakfast [Delfinos Restaurant]**

7:00 a.m.–noon **Registration [Ocean Pre Function]**

8:00 a.m.–8:20 a.m. **Business Session [Clipper/Surf]**

8:20 a.m.–10:00 a.m. **General Session [Clipper/Surf]**

❖ **Stress and Scenario Testing (35 minutes)**

- *Definition, application of stress testing*
- *Regulator feedback*
- *Company modeling and performance*

Matthew Creech - Unum

❖ **Insurance Company Mergers (35 Minutes)**

- *Health*
- *Consumer impact*
- *Competitive impact*

Josh Reinstein - Milliman

❖ **Expert Witness (30 minutes)**

- *Types of disputes with actuarial involvement*
- *Anatomy of an expert witness assignment*
- *Professionalism implications*
- *Lessons learned*

Darryl Wagner - Deloitte

10:00 a.m.–10:30 a.m. **Break**

Concurrent Sessions

10:30 a.m.–12:00 p.m. **1. Life Insurance [Harbor/Galleon]**

❖ **Professionalism and Principal Based Reserves (30 minutes)**

- Valuation Manual
- Actuarial Standards of Practice
- Academy Practice Notes

Lorne Schinbein - Actuarial Resources Corporation of GA

❖ **Bridge Between Pricing and Valuation (30 Minutes)**

- Transition of Models
- Monitoring

Kelly Rabin - Milliman

❖ **Trends in Annuities (30 Minutes)**

- Annuity Market
- Living Benefit Riders
- Reinsurance Market

Tiffany Wills - Hannover Re

10:30 a.m.–12:00 p.m. **2. Health Insurance [Clipper/Surf]**

❖ **The Missing Ingredient in Wellness Success: Nutrition (30 minutes)**

- Challenges in achieving behavior change
- Current state of nutrition in the U.S.
- New approaches to improve eating habits

Dale Rayman - Zipongo

❖ **ACA Pent Up Demand (30 minutes)**

- 2014 SoA Kansas Study
- 2015 Updated Experience
- Effect on Rate Filings

Al Bingham - CMS

❖ **Co-ops – Where are they now? (30 minutes)**

- Successes and Failures
- Lessons Learned
- Future Outlook

Lynda Johnson - Wakely

12:00 p.m.

Networking Activities - Golf/Pool/Beach

6:30 p.m.–7:30 p.m.

General Reception [Ocean Bar Event Lawn]

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

Friday, June 24th

7:00 a.m.–7:50 a.m. **Breakfast [Delfinos Restaurant]**

8:00 a.m.–8:20 a.m. **Business Session [Clipper/Surf]**

8:20 a.m.–10:30 a.m. **General Session [Clipper/Surf]**

❖ **NAIC Update (45 minutes)**

- *Recent Trends*
- *New Adoptions*

Pete Schaefer - Hannover Re

❖ **Overview of short-Term Disability Products (45 minutes)**

- *Market considerations*
- *Pricing Challenges*

Paul Correia - Milliman

❖ **Development in Competency Framework (35 minutes)**

- *Change Styles*
- *Working through transitions*

Rich Junker - Junker Consulting
Curtis Robbins - Humana

10:30 a.m.–11:00 a.m. **Break**

11:00 a.m.–12:15 p.m. **Workshops**

1. **Health Topics [Harbor/Galleon]**

Lynda Johnson - Wakely

2. **Life / PBR Topics [Crescent Room]**

Lorne Schinbein - Actuarial Resources Corporation of GA

3. **Worksite [Flagler Room]**

Jason Thacker - AFLAC

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

Members Joined Since Last Meeting

Name	Company
Becky Cahill	Munich Re
Siying Chen	Aflac
Yikun Chen	Genworth Financial
Sean Dailey	Aetna
Tanya Dostie	Allstate Benefits
Tatyana Fedoseenk	New York Life
Brad Fine	AIG
Woolford London	GGYAXIS
Jon Studer	Genworth
Tiffany Wills	Hannover Re

Future SEAC Meetings

Royal Sonesta*	New Orleans, LA	November 16-18, 2016
Westin Jekyll Island	Jekyll Island, GA	June 21-23, 2017
The Ballantyne Hotel	Charlotte, NC	November 15-17, 2017
Hyatt Regency Coconut Pt	Bonita Springs (Naples), FL	June 20-22, 2018

* 2016 Annual meeting is a joint SEAC/ACSW meeting

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