

Southeastern Actuaries Conference



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**Spring Meeting
June 20-22, 2018**

**Hyatt Regency Coconut Pt
Bonita Springs, FL**

Executive Committee

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Wednesday, June 20th – Pre-Meeting Seminar

2:00 p.m.–5:00 p.m. **Professionalism [Calusa BC]**

Paul Kollmer-Dorsey – General Counsel and Director of Professionalism,
American Academy of Actuaries
D. Joeff Williams – Chair, Counsel on Professionalism, American Academy of
Actuaries

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

Thursday, June 21rd

7:00 a.m.–7:50 a.m. **Breakfast [Estero A]**

7:00 a.m.–noon **Registration [Estero Prefunction]**

8:00 a.m.–8:20 a.m. **Business Session [Estero BC]**

8:20 a.m.–10:00 a.m. **General Session [Estero BC]**

❖ **Genetic Testing (35 minutes)**

Mark Lombardo – Munich Re

❖ **Penn Treaty (LTC derisking) (35 Minutes)**

Lynn Manchester - LTCG

❖ **An Actuarial Perspective on Tax Reform (30 minutes)**

- Overview of key changes from tax reform
- Impact of key changes on life & health insurers
- Where does uncertainty exist?
- Strategic opportunities

Andrew Dalton - Milliman

10:00 a.m.–10:30 a.m. **Break [Estero Prefunction]**

Concurrent Sessions

10:30 a.m.–12:00 p.m. **1. Life Insurance [Estero B]**

❖ **VM-20 update/Early Adoption Feedback (30 minutes)**

- VM-20 Implementation
- VM-20 Assumption Setting
- Product Development Experiences
- Reinsurance

Paul Fedchak - Milliman

❖ **Life Product/market update (30 Minutes)**

- Product Trends
- 2017 CSO
- Tax Reform
- Combination Products

Bill Mehilos - Milliman

❖ **Life Accelerated UW (30 Minutes)**

- Current Landscape
- Mortality considerations and preliminary findings
- The years ahead

Murali Niverthi – Munich Re

10:30 a.m.–12:00 p.m. **2. Health Insurance [Estero C]**

❖ **Risk Adjustment Models and Uses (30 minutes)**

Suzanna-Grace Sayre - Wakely
Matt Sauter - Wakely

❖ **Disability Drivers of Claims Performance (30 minutes)**

- Updated Industry Tables
- Additional modifications to base table
- Use of claim area expertise
- Ease of reporting

Jay Barriss - GenRe

❖ **Provider Trends (30 minutes)**

Kyle Duffy – FL BCBS

12:00 p.m. **Networking Activities - Tennis/Pool/Beach**

6:30 p.m.–7:30 p.m. **General Reception [Waterfall Pool Deck]**

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

Friday, June 22th

7:00 a.m.–7:50 a.m. **Breakfast [Estero A]**

8:00 a.m.–8:20 a.m. **Business Session [Estero BC]**

8:20 a.m.–10:30 a.m. **General Session [Estero BC]**

❖ **Leadership Presence “Protraying Confidence and Courage” (40 minutes)**

Mike Celichowski - Unum

❖ **Healthcare Update (40 minutes)**

Jeff Williams - BCBSSC

❖ **Integrating Financial Planning & Stress Testing (30 minutes)**

- *Rise of stress testing in the insurance industry*
- *Uses of stress testing*
- *Insurance case study and success factors in implementing an integrated framework*

Anna Berezovkaya - Milliman

❖ **Health Insurance in Micronesia (20 minutes)**

Bob LaLonde – LaLonde Consulting

10:30 a.m.–11:00 a.m. **Break [Estero Prefunction]**

11:00 a.m.–12:15 p.m. **Workshops**

1. **Health Topics [Captiva]**

Jeff Williams

2. **Life / PBR / Valuation Topics [Estero A]**

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3. **Worksite [Sanibel]**

Jennifer Howard

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

Members Joined Since Last Meeting

Name	Company
Hua Cui	WellCare Health Plans
Joe Farrell	
Timothy Filzen	WellCare Health Plans
Rebecca Howarth	WellCare Health Plans
Walter James	
Manrong Jiang	WellCare Health Plans
Enver Karadayi	WellCare Health Plans
Jianhui Liu	Brighthouse Financial
Daniel Nyatuame	Humana, Inc
Samuel Rickert	Wakely
Brandon Rodgers	WellCare Health Plans
Christopher Ryan	Lincoln Financial Group
Andrew Samuels	
Peg Schwartz	Brighthouse Financial
Matt Shrader	BlueCross BlueShield of South Carolina
Jimmy Weck	Milliman
Wendy Windsor	
Xiao Xi	
Maggie Yao	WellCare Health Plans
Xiaonan Zhang	

Future SEAC Meetings

Hutton Hotel	Nashville, TN	November 14-16, 2018
The Ritz-Carlton	Ft Lauderdale, FL	June 19-21, 2019
The Ritz-Carlton	Atlanta, GA	November 20-22, 2019
Sandpearl	Clearwater, FL	June 17-19, 2020

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