

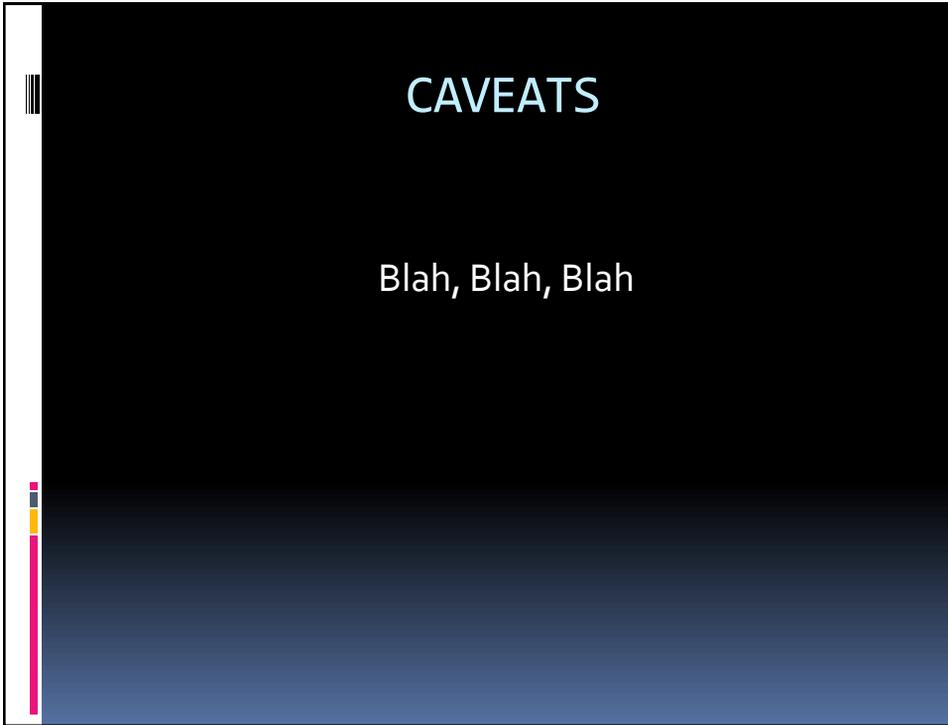


DAY-TO-DAY PROFESSIONALISM

Panelists:
Bob Crompton
Jan Alexander
Laura Gray



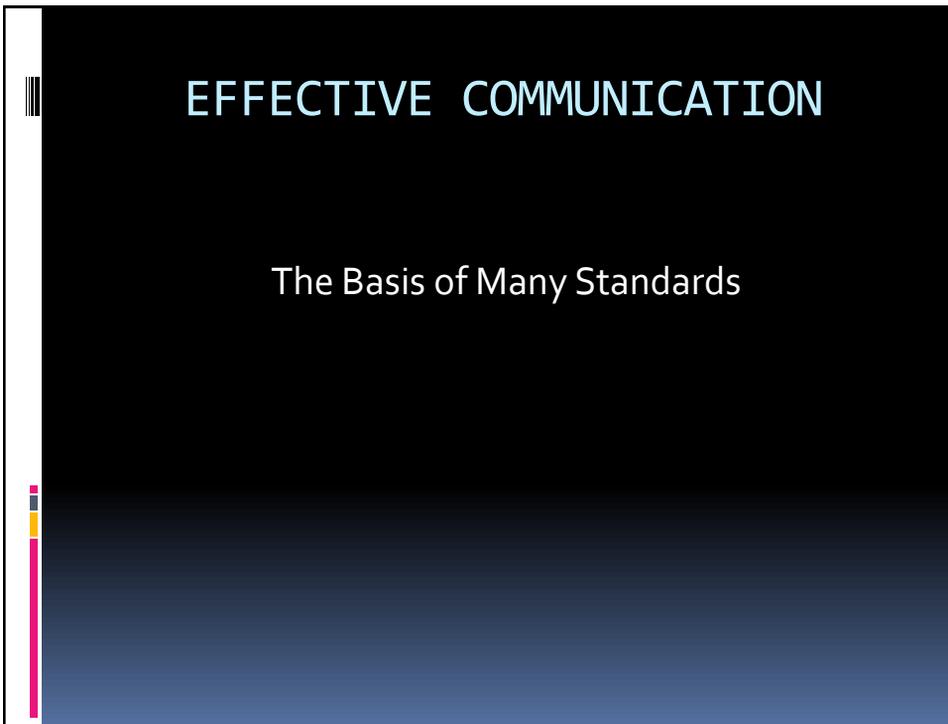
Shout-Out To Mike Boot!



CAVEATS

Blah, Blah, Blah

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EFFECTIVE COMMUNICATION

The Basis of Many Standards

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Any Reasonably Intelligent Person Can Understand Actuarial Work...

If we don't hide behind:

- Jargon
- Technical terms
- Acronyms

Actuaries = Acronymphomaniacs



A Quick & Fun Way To Improve
Actuarial Communications...



Professionalism Case Study 1
Presented by Laura Gray

Just Between Us...

Julia needs only the Associateship Professionalism Course to complete the requirements for a CERA designation. She works exclusively in the variable annuity line of business. During recent exam study group sessions she heard several of the actuarial students discussing significant problems with the accuracy of the output from a health valuation system.

Because of her excellent work record the chief actuary at her company assigns Julia as the primary contact for the company's external auditors. As the primary contact, Julia sees all the correspondence and attends every meeting with the auditors. Problems with the health valuation system are never mentioned.

Just Between Us... Questions

1. Should Julia convey her knowledge about the problems with the health valuation system to the auditors?
2. Julia does not have a professional designation, does this impact her professional responsibilities?
3. What guidance can Julia use?

Professionalism Case Study 2 Presented by Jan Alexander

Audience Participation!

Pierre's Pesky Past...

Pierre, PDQ's appointed actuary, is promoted to a senior level marketing position within PDQ. Judy is hired by PDQ and named the new appointed actuary.

Judy reviews the prior year's AOMR work. In the course of the review, Judy discovers numerous omissions, inconsistencies and apparent errors. None are believed to be material enough to change Pierre's appointed actuary opinion or require additional reserves.

In addition, the testing does not appear to be in compliance with the regulations of the states in which the opinion is filed (most of the 50 states.)

Pierre's Pesky Past... Questions

1. What are Judy's professional obligations?
2. What are Pierre's professional obligations?
3. How could this situation have been avoided in the first place?