

Southeastern Actuaries Conference

Actuaries' Club of Southwest

**Annual Meeting
November 16-18, 2016**

**Royal Sonesta
New Orleans, LA**

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Wednesday, Nov 16th – Pre-Meeting Seminars

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

2:00 p.m.–5:00 p.m. **Seminar # 1 - Reinsurance – [Evangeline Suite]**

- ❖ *Behavior analytics*
- ❖ *Predictive/Data analysis*
- ❖ *Inforce management*

Stacy Varney – Gen Re
Dr. Guizhou Hu – Gen Re
Mark Griffin – Inforce Management

Seminar #2 – Communication Skills Workshop [Fleur de Lis Suite]

- ❖ *Building Communication Skills through Improvisation*
- ❖ *A Presentation about Presentations: Creating the “Dynamic Actuary”*

Bob Morand - D.W. Simpson

5:30 p.m.–6:30 p.m. **Reinsurers’ Reception [Playhouse]**

Thursday, Nov 17th

7:00 a.m.–7:50 a.m. **Breakfast [Fleur de Lis Suite & Courtyard]**

7:30 a.m.–5:00 p.m. **Registration [Arcade]**

8:00 a.m.–8:30 a.m. **SEAC Business Session and Presidential Address [Grand Ballroom]**

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

- ❖ **SOA Strategic Vision Listening Tour (50 min)**

Paula Hodges – SOA Board Member

- ❖ **Low Interest Rates – the New Normal? (40 min)**

- *Macro drivers of low rate environment*
- *Implications of mean reversion assumption in actuarial projection*
- *Alternatives to evaluate risks with mean reversion assumption*

Francisco Orduna – Ernst & Young
Marshall Lin – Ernst & Young

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

10:20 a.m.–noon **General Session [Grand Ballroom]**

- ❖ **Predictive / Decision Analytics in Medical Insurance (40 min)**

- *A non-actuarial perspective of past, present and future*

Rajiv Sood – Swiss Re

❖ **Accountable Care Organization (30 min)**

- *Review of accountable care program performance in the US*
- *Future of accountable care and risk-bearing providers in the US*
- *Emergence of accountable care around the world*

Jeremiah Reuter – Optum

❖ **ERM (30 min)**

- *ORSA*
- *Risk Appetite*

Robert Eaton - Milliman

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

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

❖ **Whispers from Health Annual Statement (30 min)**

- *Source of competitive intelligence*
- *Regulatory examination actuary's perspective*
- *Asset adequacy*

Dave Dillon – Lewis & Ellis

❖ **Reinsurance as a Source of Capital for Group Products (30 min)**

Mike Mulcahy – Canada Life Re

❖ **Physician Topics – Medical Marijuana (30 min)**

- *Introduction and history*
- *Recent development*
- *Clinical evidence and insurance implication*

Dr. Gina Guzman – Munich Re

3:00 p.m.–3:30 p.m. **Break [Foyer]**

Concurrent Sessions

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

❖ **Accelerated Underwriting in Individual Disability Market (30 minutes)**

Mark Tanner – Munich Re

❖ **PBR Update (30 minutes)**

- *What's new*
- *Reserve impact*
- *Implication to reinsurance*

Albert Abalo – Munich Re

❖ **Update on Industry Mortality Tables (30 minutes)**

- VBT
- SI/GI
- Preneed

Mary Bahna-Nolan - SCOR

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

❖ **Medicare Supplement Products (30 minutes)**

- How smaller companies can compete & survive among giants

Rob Himmelstein – Gen Re

❖ **Supplemental Health Products - Surviving the ACA (30 minutes)**

Bill Bade – Milliman

❖ **Dental Market Overview (30 minutes)**

- Dental vs. medical insurance
- Market overview
- Key issues

Tom Murawski – Milliman

6:30 p.m.–7:30 p.m. **General Reception [Fleur de Lis Suite & Courtyard]**

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

Friday, Nov 18th

7:00 a.m.–7:50 a.m. **Breakfast [Fleur de Lis Suite & Courtyard]**

8:00 a.m.–8:20 a.m. **ACSW Business Session [Grand Ballroom]**

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

❖ **Life/LTC Combo Products – A Modeling Perspective (40 minutes)**

- General modeling consideration
- Why stochastic
- What to do with model and output

Ryan Holt – Hannover Re

❖ **Keys to succeeding in the Medicare Advantage Market (30 minutes)**

- Knowing the beneficiaries
- Discussion of revenue components under company control
- Understanding prescription drug cost trends

JoAnn Bogolin - Bolton

❖ **Model Validation (30 minutes)**

- Overview and framework
- Observations from a model validator

Dana Hunt – PWC
Ravi Bhandari – AIG

❖ ***Pharmacy Data Analysis and Life Insurance Underwriting (30 minutes)***

Eric Carlson – Milliman
Sean Conrad – Hannover Re

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

11:00 a.m.–12:15 p.m. ***Workshops***

1. ***Health Topics*** [Oak Alley/Madewood]
Stu Rachlin – Milliman
2. ***Life Products*** [Royal Conti]
Eric Carlson – Milliman
Sean Conrad – Hannover Re
3. ***Valuation*** [Regal Suite]
Albert Abalo – Munich Re
4. ***Worksite*** [Evangeline Suite]
Bill Bade - Milliman

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

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Future SEAC Meetings

Westin, Jekyll Island	Jekyll Island, GA	June 21-23, 2017
Ballantyne Resort	Charlotte, NC	November 15-17, 2017
Hyatt Regency Coconut Pt	Bonita Springs (Naples), FL	June 20-22, 2018
Hutton Hotel	Nashville, TN	November 14-16, 2018