

Southeastern Actuaries Conference



Southeastern Actuaries Conference

**Annual Meeting
November 19-21, 2014**

**Loews Portofino Bay Hotel at Universal
Orlando, FL**

Executive Committee

<i>President</i>	<i>Shawn Parks</i>
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<i>Member at Large</i>	<i>Mark Massey</i>

Wednesday, Nov 19th – Pre-Meeting Seminars

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

2:00 p.m.–5:00 p.m. **Seminar #1 – ACA Not Pricing** [Venetian III]
Presented by Optum

- ❖ *ORSA*
 - ❖ *Price transparency*
 - ❖ *Provider*
- Rick Tash - Optum**
Tim Feeser - Optum
Jeremiah Reuter - Optum

Seminar #2 – Reinsurance Seminar [Venetian II]
Presented by Hannover Re

- ❖ *LTC hybrid products*
 - *Assumptions*
 - *Pricing techniques*
 - ❖ *Middle market simplified issue*
 - *Recent updates*
 - *Developments*
 - ❖ *Financial reinsurance*
- Tony Laudato - Hannover Re**
Sean Conrad - Hannover Re
Jason Rickard - Hannover Re

Thursday, Nov 20th

7:00 a.m.–7:50 a.m. **Breakfast** [Venetian III]

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

8:00 a.m.–8:30 a.m. **SEAC Business Session and Presidential Address** [Venetian IV & V]

8:30 a.m.–10:10 a.m. **General Session** [Venetian IV & V]

- ❖ ***Mortality Improvement – A Different Approach (45 min)***
 - *Past drivers of mortality improvements and will they continue?*
 - *What is happening today that will impact future mortality?*
 - *What can we expect in the future?*

Al Klein - Milliman
- ❖ ***Valuation Update (45 min)***
 - *GAAP*
 - *IFRS*

Laura Gray - KPMG

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

10:30 a.m.–noon **General Session** [Venetian IV & V]

- ❖ ***Professionalism - (30 min)***
 - *Code of conduct*
 - *Specific cases*

Kelsey Stevens - Wakely Consulting Group

- ❖ **Enterprise Modeling (30 min)**
 - *What is enterprise modeling?*
 - *Managing enterprise models*
 - *Model governance***John Adduci – PolySystems**

- ❖ **Affordable Care Act (30 min)**
 - *Enrollment results*
 - *Rate levels*
 - *Projections***Mike Rasmussen - Optum**

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

1:30 p.m.–3:00 p.m. **General Session** [Venetian IV & V]

- ❖ **When will Interest Rates Go Up? And How Much?**
 - *Determinants of interest rates*
 - *Current macroeconomic environment*
 - *Baseline outlook*
 - *Potential perturbations*
 - *Mean reversion*
 - *Lessons for insurers***Bob Crompton - KPMG**

- ❖ **Living to 100 (45)**
 - *Setting the stage*
 - *Key data: changing mortality*
 - *Interesting people*
 - *New ideas*
 - *Big issues***Faye Albert - Albert Associates**

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

Concurrent Sessions

3:30 p.m.–5:00 p.m. **1. Life Insurance** [Venetian IV & V]

- ❖ **Post Level Term**
 - *Experience update*
 - *Conversion experience*
 - *Latest SOA study***Joel Phillips - RGA**
- ❖ **Developments in Reserve Financing**
 - *Life insurance*
 - *Reinsurance***Jeff Poulin - Canada Life**
- ❖ **Life and Annuity Product/Market Update**
 - *Key issues/trends*
 - *Products*
 - *Profit drivers***John Fenton - Towers Watson**

3:30 p.m.–5:00 p.m. **2. Health Insurance** [Venetian I & II]

❖ **Medicare Supplement**

- Update
- Experience

Rob Himmelstein - GenRe

❖ **Current Issues in Pharmacy**

- Adherence
- Specialty pharmacy

Kara Clark - Walgreens

❖ **Risk Adjustment under ACA**

- Scores
- Medicare Advantage comparison
- Risk scores vs. risk transfer

Albert de Hombre – Wakely Consulting Group

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

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

Friday, Nov 21st

7:00 a.m.–7:50 a.m. **Breakfast** [Venetian III]

8:00 a.m.–8:20 a.m. **Business Session** [Venetian IV & V]

8:20 a.m.–10:30 a.m. **General Session** [Venetian IV & V]

❖ **Credibility (45 min)**

- Methods
- Applications

Robert Eaton - Milliman

❖ **Disability Income Reserve (45 minutes)**

- Review of new reserve study

Nathan Worrell - UNUM

❖ **Actuarial Data Sources (40 minutes)**

- Overview of public data sources
- Mortality tables-life and annuity
- Kaiser health data
- Medicare data
- Disability

David Hayes - Milliman

Andy Large - Milliman

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

11:00 a.m.–12:15 p.m. **Workshops**

1. **Health Topics** [Venetian III]

Mike Rasmussen

2. **Life Products** [Venetian II]

Joel Phillips

3. *Valuation* [Venetian I]
Laura Gray
4. *Worksite* [Bernini]
Rich Schaefer

12:15 p.m.

Adjourn

Members Joined Since Last Meeting

<u>Name</u>	<u>Company</u>
<i>Mark Allyn</i>	<i>HCC Life Insurance Co</i>
<i>Gregory Alperstein</i>	<i>Towers Watson</i>
<i>Megha Billimoria</i>	<i>Munich American Reassurance Co</i>
<i>Jennifer Boburka</i>	<i>BlueCross BlueShield of NC</i>
<i>Benjamin Grasel</i>	<i>Wellcare Health Plans Inc</i>
<i>Jason Harris</i>	<i>Munich American Reassurance Co</i>
<i>Wei Lu</i>	<i>Humana</i>
<i>John Luebke</i>	<i>Transamerica (Bermuda)</i>
<i>Elizabeth Mennen</i>	<i>Munich American Reassurance Co</i>
<i>Reuel Peck</i>	<i>Alliant</i>
<i>Scott Edward</i>	<i>Towers Watson</i>
<i>Vinayak Swaminathan</i>	<i>Munich American Reassurance Co</i>
<i>Lee Tadelman</i>	<i>Adminovate</i>
<i>Nathan Worrell</i>	<i>Unum</i>

Future SEAC Meetings

The Westin Resort	Hilton Head Island, SC	June 24-26, 2015
The Mills House	Charleston, SC	November 18-20, 2015
Hammock Beach Resort	Palm Coast, FL	June 22-24, 2016
Royal Sonesta	New Orleans, LA	November 16-18, 2016