

# *Southeastern Actuaries Conference*



*Southeastern Actuaries Conference*

**Annual Meeting  
November 18-20, 2015**

**The Mills House  
Charleston, SC**

## **Executive Committee**

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<i>Member at Large</i>	<i>Rebecca Scotchie</i>

## **Wednesday, Nov 18th – Pre-Meeting Seminars**

1:45 p.m.–5:30 p.m. **Registration** [Queen Street Gallery]

2:00 p.m.–5:00 p.m. **Seminar # 1 - Worksite Products –** [Lynch Room]

- *ACA implications*
- *Product launches*
- *Market Outlook*

**Milliman**

**Seminar #2 – Enterprise Risk Management 101** [Rutledge/Heyward]

- *ERM overview*
- *Model and assumption governance*
- *Economic capital*
- *ORSA*
- *Structure of risk function*

**Towers Watson**

5:00 p.m.–6:00 p.m. **Reinsurers' Reception** [Pool Terrace]

## **Thursday, Nov 19th**

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

7:30 a.m.–5:00 p.m. **Registration** [Queen Street Gallery]

8:00 a.m.–8:30 a.m. **SEAC Business Session and Presidential Address** [Rutledge/Heyward/Lynch]

8:30 a.m.–10:10 a.m. **General Session** [Rutledge/Heyward/Lynch]

❖ **Alphabet Soup – Regulatory Update (50 min)**

- *Domestic update*
- *International*
- *PBA*

**Dana Hunt - PriceWaterhouseCoopers**

❖ **ACA – General Regulatory Update (50 min)**

- *Rate Review Considerations*
- *Excise Tax*
- *Market Observations*

**Kecia Rockoff - Optum**

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

10:30 a.m.–noon **General Session** [Rutledge/Heyward/Lynch]

❖ **Reinsurance Treaty Construction Considerations - (30 min)**

- *Direct Writer*
- *Reinsurer*
- *MGU*

**Audrey Chervansky - Swiss Re**

❖ **Roughly Right – Modeling Simplicity (30 min)**

- Systemic error
- Overconfidence in models – blind spots
- Fuzzy logic

**Geof Hileman - Kennell & Associates**

❖ **Medicare Advantage – what you should be doing NOW for next year (30 min)**

- 2016 Post Mortem
- Contracting – Bids...how to integrate
- Analytics you should or have to do now

**Matt Chamblee - Milliman**

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

1:30 p.m.–3:00 p.m. **General Session** [Rutledge/Heyward/Lynch]

❖ **Medicinal Compliance (30 minutes)**

- Financial impact
- Complexities of adherence
- Impact of social networking

**Kim Genik - Canada Life**

❖ **Current Life M&A Market (30 minutes)**

- Life Actuarial Appraisal 101
- Current Life M&A Market

**Prannoy Chaudhury - Milliman**

❖ **Actuarial Transformation (30 minutes)**

- Capabilities assessment & development
- Financial framework
- Analysis and use of results

**Alex Korogodsky - Protiviti**

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

Concurrent Sessions

3:30 p.m.–5:00 p.m. **1. Life Insurance** [Heyward/Lynch]

❖ **Look Before You Leap (30 minutes)**

- Individual Company application
- Mortality improvement

**David Wylde - SCOR Research**

❖ **Asset Intensive Reinsurance (30 minutes)**

- Reinsurance structures
- Special characteristics – annuity reinsurance
- Counterparties

**Michael Kaster - Life Solutions Group**

❖ **Risk of Rising Interest Rates**

- Impact of rising interest rates on various insurance products
- Company actions to manage risks of rising rates

**Matthew Clark - Deloitte**

3:30 p.m.–5:00 p.m. **2. Health Insurance** [Rutledge Room]

❖ **ACA – Impact of the 3Rs (30 minutes)**

- *Background on 3Rs*
- *Reinsurance and risk adjustment report*
  - *High level observations*
  - *Details and analysis*
- *Risk Corridor results*

**David Tuomala - Optum**

❖ **2014 Opinions Revisited (30 minutes)**

- *Qualified Opinions*
- *New Actuarial Accruals*

**Rachel Killian - Milliman**

❖ **Medicaid Update (30 minutes)**

- *Update on Medicaid Expansion*
  - *Politics and Budgets rule*
- *Early experience of expansion members*
  - *Yes, there was pent up demand!*
- *Rapidly changing delivery models*
  - *Hello managed care and provider risk*

**Sabrina Gibson - Wellcare**

6:30 p.m.–7:30 p.m. **General Reception** [Planters Suite]

7:30 p.m.–11:00 p.m. **Sponsored Reception – D.W. Simpson** [First Shot Lounge]

**Friday, Nov 20th**

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

8:00 a.m.–8:20 a.m. **Business Session** [Rutledge/Heyward/Lynch]

8:20 a.m.–10:30 a.m. **General Session** [Rutledge/Heyward/Lynch]

❖ **Role of Actuary in Transformed Finance Organization (40 min) – Panel Discussion**

- *Defining Quality Analytics*
- *Expectations of actuaries in relation to quality analytics*
- *Role of critical thinking to the quality analytics process*
- *Mindset of objectivity, problem solving and solution presentation*
- *Specific examples of successes*

**Mike Celichowski – Unum**

❖ **Clemson Actuarial Program (30 minutes)**

- *Actuarial Club Overview*
- *Alumni*
- *Current Student Overview*

❖ **Futurism for Actuaries (30 minutes)**

- *What is Futurism?*
- *Futurists and Actuaries*
- *General methodology of Futurism*
- *Futurism tools*
- *Futurism for Actuaries with examples*

**Haofeng Yu - AIG**

❖ **Model Risk Management (30 minutes)**

- *Model risk and drivers*
- *Components of an effective Model Risk Management framework*
- *Common challenges*

**Dwayne Husbands – E&Y**

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

11:00 a.m.–12:15 p.m. **Workshops**

1. **Health Topics** [Planters Suite]  
**Matt Chamblee - Milliman**
2. **Life Products** [Rutledge/Heyward]  
**David Wylde - SCOR**
3. **Valuation** [Lynch]  
**Bob Crompton – Actuarial Resources Corporation of Ga**
4. **Worksite** [Middleton]  
**Ashlee Borcan - Milliman**

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

## ***Members Joined Since Last Meeting***

### **Name**

***Mei Du***

***Katherine Hoke***

***Kyle Hutmaker***

***James Mowery***

***Vanessa Olson***

***Aaron Schaffer***

***Graham Sutherland***

***Lisa Winters***

***Malgorzata Zezula***

### **Company**

***AFLAC***

***Colonial Life***

***Milliman, Inc.***

***Transamerica***

***Humana***

***Wellcare***

***Cedarview Consulting, Inc.***

***Scottish Re***

## ***Future SEAC Meetings***

Hammock Beach Resort	Palm Coast, FL	June 22-24, 2016
Royal Sonesta	New Orleans, LA	November 16-18, 2016
Westin, Jekyll Island	Jekyll Island, GA	June 21-23, 2017
Ballantyne Resort	Charlotte, NC	November 15-17, 2017
Hyatt Regency Coconut Pt	Bonita Spgs (Naples), FL	June 20-22, 2018

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