

Southeastern Actuaries Conference



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**Spring Meeting
June 24-26, 2015**

**Westin Hilton Head
Hilton Head, SC**

Executive Committee

<i>President</i>	<i>Jim Drennan</i>
<i>Vice President</i>	<i>Jeff Williams</i>
<i>Secretary/Treasurer</i>	<i>Ashlee Borcan</i>
<i>Membership Chairman</i>	<i>Winter Liu</i>
<i>Past President</i>	<i>Shawn Parks</i>
<i>Member at Large</i>	<i>Mark Massey</i>
<i>Member at Large</i>	<i>Rebecca Scotchie</i>

Wednesday, June 24th – Pre-Meeting Seminar

2:00 p.m.–5:00 p.m. **Professionalism [Archer East]**

❖ **Mock Trial**

Joeff Williams - Actuarial Management Resources, Inc
Keith J. Jones - General Counsel and Director of Professionalism,
American Academy of Actuaries

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

Thursday, June 25th

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

7:00 a.m.–noon **Registration [Savannah Foyer North]**

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

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

❖ **Society of Actuaries President Address (35 minutes)**

Errol Cramer - Society of Actuaries

❖ **Fraud, Waste and Abuse Risk Management (35 Minutes)**

- Trends
- Detection Methods
- Case examples

Marcus Veazey - Unum

❖ **Compliance Rule Book for Worksite Supplemental Products (30 minutes)**

- Supplemental benefits and coordination with ACA
- Filing and actuarial issues with states
- Supplemental product trends

Jennifer Howard - Milliman

10:00 a.m.–10:30 a.m. **Break**

Concurrent Sessions

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

❖ **Mortality Table Update - 2014 VBT/CSO & GI Tables (30 Minutes)**

- *Table creation process*
- *Overview of results*
- *New Features*

Mary Bahna-Nolan - Legal & General America

Chair of the Joint AAA Life Experience Committee/SOA Preferred Mortality Project Oversight Group

❖ **Applications of Credit in Life Insurance (30 Minutes)**

- *Credit scores implied attributes*
- *Preliminary results*
- *Potential applications*

Derek Kueker - RGA

❖ **What's Going on in Life Market (30 minutes)**

- *Market Update*
- *Effect of Interest Rates on Products*
- *New Regulations*

Andrew Steenman - Milliman

10:30 a.m.–12:00 p.m. **2. Health Insurance [Elliot/Drayton]**

❖ **Government Programs Update (30 minutes)**

- *Medicaid Update*
 - *Expansion*
 - *CMS new rate review rules*
 - *Risks – high cost drugs, managed care benefit/population carve-ins*
- *Medicare Advantage*
 - *Trends - Industry*
 - *Medicare Advantage Payment - % of FFS, stars, Part D*
 - *Traditional FFS Payment – value based purchasing and future impact on MA*

Dylan Ascolese - Emblem Health

❖ **Health Care Reform - 1st Year Results (30 minutes)**

- *2014*
 - *Membership*
 - *Experience*
- *2015*
 - *Product Changes*
 - *Issuer changes by market*
 - *Rate Changes*

Kecia Rockoff - Optum

❖ **Large Claims Study (30 minutes)**

- *Lifetime/Annual cap removals*
- *High cost medical conditions*
- *High cost Rx conditions*

Tom Doran - MRM

- 12:00 p.m. **Networking Activities - Golf/Pool/Beach**
- 6:30 p.m.–7:30 p.m. **General Reception [Ocean Front Pavilion]**
- 7:30 p.m.–11:00 p.m. **Sponsored Reception - D.W. Simpson [Pool Bar – View 32]**

Friday, June 26th

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

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

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

❖ **Critical Illness Producer Perspectives (60 minutes)**

- Need for product
- Customer requirements
- Successful features and approaches

Steve Rowley - GenRe

❖ **Is it Time to Get Back into LTCI (40 minutes)**

- Key finding from recent LTC Section Pricing Study
- Credibility of past and current pricing assumptions
- Ability of products to absorb adverse experience without rate increase

Roger Loomis - Actuarial Resources Corporation

❖ **Communication Skills & Best Practices (30 minutes)**

- ASOP 23 & 41
- Data Visualization

Anita Recchio - Colonial Life

10:30 a.m.–11:00 a.m. **Break**

11:00 a.m.–12:15 p.m. **Workshops**

1. **Health Topics [Archer East]**
Kecia Rockoff - Optum
2. **Life Topics [Drayton/Heyward]**
3. **Valuation [Archer West]**
4. **Worksite [Elliot]**
Rich Schaefer - Allstate

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

Members Joined Since Last Meeting

Name	Company
Darin Stojanovic	DS First Financial
Michael Celichowski	Unum Group
Eric Smith	Actuarial Resources Corporation
Mark Allyn	HCC Life Insurance Company
Richard Tucker	Canada Life Reinsurance

Future SEAC Meetings

The Mills House	Charleston, SC	November 18-20, 2015
Hammock Beach	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
The Ballantyne Hotel	Charlotte, NC	November 15-17, 2017

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