

Southeastern Actuaries Conference



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**Annual Meeting
November 20-22, 2019**

**The Whitley
Atlanta, GA**

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Wednesday, November 20th – Pre-Meeting Seminars

1:45 p.m.–5:30 p.m. **Registration [Whitley Ballroom Pre-Function]**

2:00 p.m.–5:00 p.m. **Actuarial Modernization: Why Bother? [Salon I]**

- Value-added benefits of actuarial modernization
- Regulatory and accounting change necessitating modernization
- Risk and capital management
- Actuarial governance to maintain integrity

Oliver Wyman

It's the End of the Year as We Know It: Do You Feel Fine? [Salon II]

- Financial reporting from a health perspective, mainly Orange blanks
- Elements in a year end actuarial opinion
- What ASOPs should be considered
- What actuarial items should be considered
- Other items and considerations

Milliman

Thursday, November 21st

7:00 a.m.–7:50 a.m. **Breakfast [Salons VI, VII & VIII]**

7:00 a.m.–5:00 p.m. **Registration [Whitley Ballroom Pre-Function]**

8:00 a.m.–8:30 a.m. **Business Session & President's Address [Salons I & II]**

❖ **President's Address (15 minutes)**

Mark Massey, President, Southeastern Actuaries Conference

8:30 a.m.–10:00 a.m. **General Session [Salons I & II]**

❖ **The ASOP Advantage: The Latest in ASB Standards Setting (40 minutes)**

- Update on standards being discussed, drafted, and finalized by the ASB
- Status and discussion on setting assumptions, modeling, and more
- ASB standards-setting process and how you can be involved

Cande Olsen, Actuarial Resources Corporation of Georgia

❖ **Employer-Sponsored Health Clinics (45 minutes)**

- What are employer-sponsored health clinics?
- Why employers are adopting
- Case studies and actuarial considerations

John Dawson, Healthstat, Inc.

10:00 a.m.–10:30 a.m. **Break [Whitley Ballroom Pre-Function]**

10:30 a.m.–12:00 p.m. **General Session [Salons I & II]**

❖ ***We Go Together: Effective Relationships Between Actuaries & Non-Actuaries (45 minutes)***

- How can actuaries work most effectively with non-actuaries?
- What can actuaries focus on to be more effective across disciplines?
- How can actuaries add value in a non-actuarial world?

***Kelly Hennigan, Venerable
Jyotsna Sankuratri, Voya Financial***

❖ ***Triage in Accelerated Underwriting, Measuring the Impact to Mortality and Distribution (45 minutes)***

- What is a triage model in Accelerated Underwriting?
- Not all triage models are created equally.
- Why should we care?

***Thomas Kirkland, Munich Re
Christian Lee, Munich Re***

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

1:30 p.m.–3:00 p.m. **General Session [Salons I & II]**

❖ ***Building Communication Skills Through Improvisation (45 minutes)***

- Learn to communicate and negotiate more effectively with colleagues/clients
- Gain a better understanding of input and output of communication
- Examine confidence in communicating and negotiating
- Improve communication and negotiation skills

Bob Morand, AIA Search

❖ ***Large Medical and Rx Claims (45 minutes)***

- Trends
- New realities
- Funding from a health reinsurance perspective

***Reid Kinney, Willis Towers Watson
David Vnenchak, RGA***

3:00 p.m.–3:30 p.m. **Break [Whitley Ballroom Pre-Function]**

3:30 p.m.–5:00 p.m. **Concurrent Sessions**

1. Life Insurance [Salon I]

❖ ***Life Underwriting – A New Paradigm (30 minutes)***

- How underwriting is changing – new data, technology and distribution
- Implications on the business

Mike Taht, Munich American Reinsurance Company

- ❖ **Practical Considerations for Implementing FASB Target Improvement (30 minutes)**
 - Review of LDTI requirements for individual life contracts
 - Operational and technical challenges of implementing the standard
 - Moving beyond compliance; understanding results under LDTI

Brad Shepherd, Moody's Analytics

- ❖ **Implementing Life PBR: Are You Ready? (30 minutes)**
 - Insights from those who have already implemented VM-20
 - Summary of changes to VM-20 and VM-31 for 2020
 - Preparing the PBR Actuarial Report and responses to regulator questions

Dave Neve, Global Atlantic Financial Group

2. Health Insurance [Salon II]

- ❖ **The Big Three of Telehealth: Three Benefits, Three Obstacles, Three Delivery Systems (30 minutes)**
 - What is telehealth?
 - Three benefits, three obstacles and three delivery systems
 - What is an actuary's role when it comes to telehealth?

Traci Hughes, Lewis & Ellis, Inc.

- ❖ **Provider Network Development and an Actuaries Role in the Process (30 minutes)**
 - Why actuaries should care about changes in the provider networks
 - Ways actuaries can help the network development team
 - Examples of reporting

**Robert Lang, Wakely Consulting Group
Mallory Salvador, Wakely Consulting Group**

- ❖ **Specialty Rx Update (30 minutes)**
 - Specialty Rx drug costs
 - Specialty Rxs in the pipeline
 - Financial and clinical management issues

**Kara Clark, Oliver Wyman
Kathryn Bronstein, Walgreens**

5:30 p.m.–6:30 p.m. **General Reception [The Gallery]**

7:30 p.m.–10:30 p.m. **Munich Re Reception [Trade Root Lounge]**

Friday, November 22nd

7:00 a.m.–7:50 a.m. **Breakfast [Salons VI, VII & VIII]**

8:00 a.m.–8:20 a.m. **Business Session [Salons I & II]**

8:20 a.m.–10:30 a.m. **General Session [Salons I & II]**

❖ **Application of Machine Learning to Actuarial Work (45 minutes)**

- Reality, epistemology & learning
- Machine learning vs. human learning
- Categories & examples of current machine learning applications
- Potential improvements & expansion of machine learning

Bob Crompton, Actuarial Resources Corporation of Georgia

❖ **Statistical Inference for Mortality Models (40 minutes)**

- Longevity risk due to increase in average lifespan of the entire population
- Hedging practices to manage longevity risk based on parametric mortality models
- Rigorous statistical inference for mortality model
- Asymptotic results and satisfactory numerical and simulation results

Patrick Ling, Georgia State University

❖ **Digital Health Data (45 minutes)**

- Overview of Digital Health Data from medical claims to electronic health records
- Separating the noise from the signal – what's in the data
- Practical applications of digital health data for today

Michelle Lerch, RGA

10:30 a.m.–11:00 a.m. **Break [Whitley Ballroom Pre-Function]**

11:00 a.m.–12:15 p.m. **Workshops**

1. **Health Topics [Salons VI & VII]**
Robert Lang & Mallory Salvador
2. **Life / PBR/ Valuation Topics [Salon III]**
Shawn Parks
3. **Worksite [Salon IV]**
Max Maxwell
4. **Communication [Salon V]**
Bob Morand

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

Future SEAC Meetings

Sandpearl Resort	Clearwater, FL	June 17-19, 2020
Hyatt Centric	New Orleans, LA	November 18-20, 2020
Ponte Vedra Inn & Club	Ponte Vedra Beach, FL	June 21-23, 2021
Hotel Emeline	Charleston, SC	November 17-19, 2021

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