Southeastern Actuaries Conference

Annual Meeting
November 18-19, 2020

Virtual Meeting

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Wednesday, November 18th – Pre-Meeting Seminar

2:30 p.m.–3:00 p.m. ***Open Networking & Sign-On***

3:00 p.m.–3:30 p.m. ***ACSW Business Session***

3:30 p.m.–5:00 p.m. ***Southeast by Southwest: Professionalism Topics***

- The actuarial professionalism framework with time spent on each of its components – the Code, the USQS, the ABCD, and the ASOPs
- Tools that the profession has developed that allows each actuary to act responsibly and professionally
- Professionalism Challenge to test the audience's knowledge of professionalism topics

Cande Olsen, Actuarial Resources Corporation
Lisa Slotznick, PricewaterhouseCoopers

Thursday, November 19th

8:30 a.m.–9:00 a.m. ***Open Networking & Sign-On***

9:00 a.m.–9:30 a.m. ***SEAC Business Session***

9:30 a.m.–11:30 p.m. ***Morning General Session***

❖ ***Regulatory Impacts of Election Results – Federal***

- What are the implications of the federal election outcome scenarios?
- What imperatives will the next presidential administration and Congress be facing?
- What regulatory tools will the next presidential administration have to advance their stated policy goals?

Stephanie Carlton, McKinsey & Company

❖ ***Regulatory Impacts of Election Results – State***

- 2020 environmental scan: understanding the key factors
- The 2020 state elections
- State legislative & regulatory issues in 2021

Miranda Motter, America's Health Insurance Plans

❖ ***The U.S. & Global Economic Outlook***

- How are the U.S. and international economies performing as they continue to grapple with the COVID-19 pandemic?
- What are the prospects for economic policy changes after the 2020 U.S. election?
- Against this backdrop, what is the outlook for Federal Reserve monetary policy and interest rates?

Michael Pugliese, Wells Fargo Corporate & Investment Banking

12:30 p.m.–1:00 p.m. ***Open Networking & Sign-On***

1:00 p.m.–2:30 p.m. ***Afternoon General Session***

❖ ***When Trends Are Interrupted By A Pandemic: How To Use Science To Overcome Fear And Uncertainty (45 minutes)***
- Discover the quantifiable "risk management" approach that provides a roadmap for making the best possible decision during periods of uncertainty.
- Overcome the biggest and most common obstacles to business and personal success – the psychological and practical hurdles that come with uncertainty and failure.
- Uncover how data can be utilized to springboard the most difficult parts of failure and uncertainty into success and stability.
- Explore the potential of milestones for goal and sub-goal achievement.

Bill Wooditch, Wooditch Enterprises

❖ ***Why The Chief Modeling Officer Should Have A Seat At The Executive Table (45 minutes)***
- What is the role of modeling in a modern actuarial organization?
- What are the key challenges faced by modeling teams?
- What has changed, and what does the future hold for modeling roles?
- What does an organization have to gain by introducing the Chief Modeling Officer role?

Van Beach, Milliman

2:45 p.m.–5:00 p.m. ***Concurrent Sessions***

1. Life Insurance

❖ ***Reporting And Audit Requirements Under VM-20/VM-21 (60 minutes)***
- Vendor Perspective: Reporting and auditing challenges for VM-20 and VM-21, Model governance considerations in practice, Approaches to building comfort with models
- Auditor Perspective: Audit scope and deliverables for VM-20, Audit roadmap, Audit spotlight on key VM-20 requirements
- Regulatory Perspective: Who conducts regulatory reviews of PBR? How to approach PBR reviews? What are key regulator concerns with PBR reviews so far?

Rachel Hemphill, Texas Department of Insurance
Stephen Krupa, Moody's Analytics
Elizabeth Walsh, Deloitte

❖ ***Introduction to Mergers and Acquisitions (30 minutes)***
- What is merger and acquisition and how is appraisal value derived?
- What is a typical merger and acquisition process roadmap and the key drivers of M&A activity?
- Recent market updates

Michael Callahan, Oliver Wyman
Sean Meng, Oliver Wyman
Ellen Smith, Oliver Wyman

- ***Pricing Evolution (45 minutes)***
  - Current economic conditions and how they impact product pricing
  - Recent regulatory updates and how they impact product pricing
  - Examples of how carriers are addressing economic conditions and regulatory updates

Simon Gervais, Oliver Wyman

2. Health Insurance

- ***Considerations for COVID-19 – Analyzing, Reserving, Pricing and Capital & Surplus from a Health Insurer's Perspective (45 minutes)***
  - How is utilization and claim cost experience being analyzed under COVID-19?
  - How are insurers accounting for changes in liabilities?
  - Were adjustments made to 2021 pricing and will adjustments be made to 2022 pricing?
  - What are potential issues focusing on capital & surplus requirements?

Haitham Aly, Milliman
Phil Ellenberg, Milliman
David Hayes, Milliman

- ***Drug Adherence (45 minutes)***
  - Drug adherence 101 – What is it and why is it important?
  - Impact of pharmacy adherence on revenue and expense
  - Adherence analytics
  - Future of adherence

Michael Forster, Wakely Consulting Group

- ***2021 ACA Outlook (45 minutes)***
  - ACA performance history
  - Presidential policy distinctions
  - ACA outlook without new legislation
  - Potential future legislation

Gregory Fann, Axene Health Partners

5:00 p.m.–5:30 p.m. ***Open Networking***

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