

Southeastern Actuaries Conference



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**Annual Meeting
November 17-19, 2021**

**Hotel Emeline
Charleston, SC**

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Wednesday, November 17th – Pre-Meeting Seminars

1:45 p.m.–5:00 p.m. **Registration [Haynes Street Gallery Ballroom Foyer]**

2:00 p.m.–5:00 p.m. **Building Communication Skills Through Improvisation [HSG A]**

- Hone communication and presentation skills
- Participate in group skills building exercises
- Enhance your executive presence

Bob Morand, AIA Search

Risk Adjustment Methodologies With ACA And Medicare Deep Dives [HSG B]

- Overview of risk adjustment methodologies
- Deep dive in ACA and Medicare models and programs
- Key industry insights and discussions

Michael Forster, Wakely Consulting Group

Matt Sauter, Wakely Consulting Group

David Walters, Wakely Consulting Group

3:00 p.m.–3:30 p.m. **Break Sponsored by Canada Life Re [Haynes Street Gallery Ballroom Foyer]**

5:00 p.m.–6:00 p.m. **Reinsurer's Reception Sponsored by RGA [Greenhouse & Courtyard]**

Thursday, November 18th

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

7:00 a.m.–5:00 p.m. **Registration [Haynes Street Gallery Ballroom Foyer]**

8:00 a.m.–8:25 a.m. **Business Session & President's Address [HSG A&B]**

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

Alison Pool, President, Southeastern Actuaries Conference

8:25 a.m.–10:00 a.m. **General Session [HSG A&B]**

❖ **Life Insurance Industry Update – Survey Overview**

- Highlights of Oliver Wyman's 2021 Life Insurance Pricing Survey
- Industry-wide participation representing retail and institutional products
- Insight into product profitability targets, product performance, reinsurance, etc...

Christopher Halloran, Oliver Wyman

❖ **Current And Important Professionalism Topics**

- Why is it important to remain a self-regulated profession
- The web of professionalism
- Critical things to know

Al Bingham, American Academy of Actuaries

10:00 a.m.–10:30 a.m. **Break Sponsored by Moody's [Haynes Street Gallery Ballroom Foyer]**

10:30 a.m.–12:00 p.m. **General Session [HSG A&B]**

❖ **Robotics**

Francis Carden, Pegasystems

❖ **The Future Of Actuarial Models**

- How will technical and societal trends shape the future of modeling
- How can you future proof your models
- Considerations for inputs, calculations, and outputs

Nathan Worrell, Moody's Analytics

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

1:30 p.m.–3:00 p.m. **General Session [HSG A&B]**

❖ **Losing Ground In The Opioid Epidemic**

- Reversal of 2017-2018 progress against opioid overdose deaths
- How was the reversal amplified during the Covid pandemic
- What impact can we expect in the life insured population

Donald Sampson, Munich Re

❖ **Fraud Investigations And Tools**

- Basics of insurance fraud
- What is a Special Investigations Unit
- Tools used to identify and defeat fraud

Kevin Glasgow, Diligence International Group

3:00 p.m.–3:30 p.m. **Break Sponsored by LCM Associates [Haynes Street Gallery Ballroom Foyer]**

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

1. Life Insurance [HSG B]

❖ **Life Insurance M&A**

- Current state of life insurance M&A
- COVID impacts on M&A
- Drivers of M&A activity

John Gramelspacher, Willis Towers Watson

❖ **What's New In Reinsurance – Annuity Financing Solutions**

- Overview of fixed indexed annuities and guaranteed lifetime withdrawal benefits
- Introduction to types of financing solutions
- Review of key considerations for the cedent and reinsurer

Kimberly Love, Canada Life Re

Justin Mosbo, Nassau Financial Group

❖ ***In-Depth Look At Life Insurance Survey***

- Deep-dive into Oliver Wyman's 2021 Life Insurance Pricing Survey
- Focus on life products (UL, IUL, VUL, Term, Whole Life, and COLI/BOLI)
- Insight into product range, performance drivers, distribution, etc...

Christopher Halloran, Oliver Wyman

2. Health Insurance [HSG A]

❖ ***The ACA Today***

- Health care policy wars
- The ACA Yesterday – commercial market trends through 2020
- The ACA Today – observations on 2021

David Hayes, Milliman

❖ ***RPA Automation And Calculating ROI***

- RPA & Hyperautomation in health care
- Identifying and prioritizing RPA opportunities
- Calculating cost savings & ROI

Joanne Galimi, Gartner Consulting

❖ ***RADV Primer***

- History of risk adjustment data validation
- Review recent changes to RADV
- Discuss accrual options for year end financials

Andrew France, Florida Blue Medicare

5:30 p.m.–6:30 p.m. ***General Reception [The Greenhouse & Courtyard]***

7:30 p.m.–9:30 p.m. ***Vendor Reception Sponsored by AIA Search [Hank's Loft]***

Friday, November 19th

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

8:00 a.m.–8:20 a.m. ***Business Session [HSG A&B]***

8:20 a.m.–10:30 a.m. ***General Session [HSG A&B]***

❖ ***Without A Crystal Ball...What Is Long COVID***

- Can we define long COVID
- What is the frequency of long COVID
- What are the implications of long COVID

Regina Rosace, Scor Global Life Americas

❖ ***If You Were Only More Generous, You'd Save Money***

- Discuss the factors driving the growth of Medicare Advantage (MA)
- Explore how recent rule changes opened the door to unprecedented expansion of supplemental benefits in MA plans
- Consider how actuaries can build cost offsets from well-chosen supplemental benefits into their plan bids, and the advantages of doing so

Michael S. Adelberg, Faegre Drinker Consulting

❖ ***CMMI Initiatives And The Future Of Value-Based Arrangements***

- Brief history of CMMI programs
- CMMI vision for the next decade
- Direct contracting and MSSP overview

Dani Cronick, Wakely Consulting Group
Brad Heywood, Wakely Consulting Group

10:30 a.m.–11:00 a.m. ***Break [Haynes Street Gallery Ballroom Foyer]***

11:00 a.m.–12:15 p.m. ***Workshops***

1. ***Life/PBR/Valuation/Worksite Topics [Williams Hall]***
2. ***Health Small Group Discussion [HSG C]***
 - Discussion pre-reading available on the website

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

Future SEAC Meetings

The Ritz-Carlton	Sarasota, FL	June 22-24, 2022
Hyatt Centric	New Orleans, LA	November 16-18, 2022
Sandpearl Resort	Clearwater Beach, FL	June 2023
The DeSoto	Savannah, GA	November 2023

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