

Southeastern Actuaries Conference



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**Annual Meeting
November 15-17, 2023**

**The DeSoto
Savannah, GA**

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Wednesday, November 15th – Pre-Meeting Seminars

1:30 p.m.–5:00 p.m. **Registration [Foyer]**

2:00 p.m.–5:00 p.m. **2025 Medicare Advantage Pricing [Cumberland Room]**

Part 1: ACA Pricing-Key Considerations for 2025

- 2025 policy change impacts and how to consider from a pricing and financial perspective
- Dive into emerging strategies and hot topics to consider when developing premium rates
- Discuss carrier challenges and pain points in the evolving ACA landscape

Karan Ristagi, Wakely
Michelle Anderson, Wakely

Part 2: Medicare Advantage and Part D Pricing – Key Considerations for 2025

- 2025 policy change impacts and how to consider from a pricing and financial perspective
- Dive into emerging strategies and hot topics to consider when developing bids
- Discuss carrier challenges and pain points in the evolving MAPD landscape

Thomas Grivakis, Wakely
David Walters, Wakely
Michael Forster, Wakely

Seize the Day: How to Take Advantage of Unprecedented Underwriting Innovations [Sapelo Room]

Moderator: Jenna Fariss

Part 1

- RGA and Milliman IntelliScript will show you why the future of underwriting is an alliance of people and technology and how you can use data to be even better at risk assessment

Jackie Waas, RGA
Taylor Pickett, RGA
Emily Rowland, Milliman Intelliscript
Chris Fierer, Milliman Intelliscript

Part 2

- Milliman IntelliScript will present new research that shows tobacco-related mortality to be surprisingly durable
- You'll learn how nicotine use turns many common and manageable conditions into serious comorbidities with compounded mortality impact

Emily Rowland, Milliman Intelliscript
Hayley Vrchota, Milliman Intelliscript

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

5:30 p.m.–6:30 p.m. **Reception Sponsored by Fortitude Re and Munich Re [Pulaski Ballroom]**

Thursday, November 16th

7:00 a.m.–5:00 p.m. **Registration [Foyer]**

7:00 a.m.–8:00 a.m. **Breakfast [Madison Ballroom]**

8:00 a.m.–8:25 a.m. **SEAC Business Session & President's Address [Cumberland Sapelo Room]**

❖ **Woolford London, President, Southeastern Actuaries Conference**

8:25 a.m.–10:00 a.m. **General Session [Cumberland Sapelo Room]**

❖ **The A-B-C-Ds of Guidance and Discipline (50 min)**

- Questions about ethical and professionalism issues are bound to surface at some point in a career as an actuary, whether it's pressure to change assumptions from others or another actuary's work or conduct raising professionalism questions. Learn the A-B-C-Ds of the resources the Actuarial Board for Counseling and Discipline offers to actuaries who are seeking guidance on Code of Professional Conduct and professionalism issues and the types of issues that most frequently arise, and to handle complaints made against actuaries through the profession's self-regulated process

John Schubert, Deloitte Consulting

❖ **Cell and Gene Therapy: A Fuller Picture of the Benefits and Risks for Sickle Cell Disease (45 min)**

- C> background
- Deep dive into Sickle Cell Disease and upcoming therapies for it
 - Disease description and complications
 - Costs to both patients and payers
- How the industry is responding
- Benefits vs Costs (both financial and clinical)

Amy Earhart-Connell, Gallagher Re
Wendy Windsor, Gallagher Re

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

10:30 a.m.–12:15 p.m. **General Session [Cumberland Sapelo Room]**

❖ **Revolutionizing Healthcare: The latest Trends and Developments (1 hour)**

- The influence that current inflation rates and healthcare trends have on our society
- Understanding the evolution of technology and AI on the role of the actuary
- Are SDoH factors here to stay? See what some regulators are adopting into their rating methodologies
- Labor shortages and workforce bottlenecks are posing constraints on many healthcare entities
- Recent prescription drug reform and where we might be headed

Haitham Aly, Oliver Wyman
Jeanne, Stokke, Oliver Wyman

❖ **Health equity – Important Takeaways, Not Just for Health Actuaries (45 min)**

- Health equity impacts us all
- Importance of data – beyond claims
- Measuring the impact of benefit changes – beyond ROI
- Regulatory issues

**Annette James,
Yi-Ling Lin, Terry Group**

12:15 p.m.–1:30 p.m. **Lunch** [on your own]

1:30 p.m.–3:00 p.m. **General Session [Cumberland Sapelo Room]**

❖ **Trends in Actuarial transformation (1 hour)**

- Industry trends in actuarial transformation
- Success factors and lessons learned from prior experience
- Key dimensions of transformation
- Key learnings

**Vikas Advani, Oliver Wyman
Andrew Samuels, Oliver Wyman
Morgan Poropatic, Oliver Wyman
William Konop, Oliver Wyman**

❖ **Life & Annuity Reinsurance Landscape in Bermuda (30 min)**

- Overview of the reinsurance market for Life and Annuity products in Bermuda
- Discussion of the key components of the recent regulatory changes, and the impact on reinsurers balance sheets.
- A look at the current market trends and future considerations.

Jennifer Ostetrico, Milliman

3:00 p.m.–3:30 p.m. **Break Sponsored by WTW [Foyer]**

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

1. Life Insurance [Sapelo Room]

❖ **Climate Risk Modelling – Scenario Analysis Approach (45 min)**

- Introduction to Climate Scenario Analysis as a way of measuring the financial risks associated with climate change
- Overview of the global climate risk regulatory landscape
- Key characteristics of the framework for translating climate risk stresses into financial impacts and examples of such impacts

Pawel Lojko, Moody's Analytics

❖ **Navigating the Regulatory Landscape: A Brief Update for Life Actuaries (45 min)**

- Learn about what's new for statutory reserving including, Interest Maintenance Reserve (IMR) Guidance, Actuarial Guideline LIII (53), 2023/2024 Valuation Manual Amendments, Group Life Waiver of Premium and more!
- Get up to date on other NAIC topics of interest, including risk-based capital, group capital, complex assets and off-shore reinsurance transactions.

- Hear a brief update on related AAA and SOA activities

Leslie Jones

2. Health Insurance [Cumberland Room]

❖ **ACO REACH – Basics and Strategy (45 min)**

- Brief overview of Medicare FFS ACO programs
- Introduction to ACO REACH, and highlights of actuarially important rules
- Comparison of ACO REACH to other risk-taking options for provider groups
- Choosing risk-taking options based on financially optimal strategy

Jeff Grover, Complete Health

❖ **An ACA Update from a Guy with a Pathological Obsession with Risk Adjustment (45 min)**

- An analysis of ACA risk adjustment adequacy and its relationship with issuer insolvencies
- How the American Rescue Plan's enhanced subsidies affected ACA issuer incentives
- Stop fixating on the risk adjustment transfer and start focusing on the transfer equation
- The recent regulatory changes and their unintended consequences

Gabriel McGlamery, Florida Blue

5:30 p.m.–6:30 p.m. **General Reception - Drinks sponsored by DW Simpson [Harborview]**

Friday, November 17th

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

8:00 a.m.–8:20 a.m. **SEAC Business Session**

8:20 a.m.–10:30 a.m. **General Session [Cumberland Sapelo Room]**

❖ **Actuaries Do It With Models (45 min)**

- Open Source Code Vs Vendor Maintained Source Code
- Tips for Debugging Models
- Other Considerations When Selecting a Model
- Modeling Team Structures

Gemma Harding

❖ **Artificial Intelligence – Evolving Governance in a Rapidly Changing World (45 mins)**

- Preparing for an uncertain future – The promise and risks on the AI journey
- Ethical considerations for use of AI
- AI Use Cases – Evaluating Risk & Opportunity

Whitney Heflin, GuideWell/Florida Blue

❖ **Catalysts for Reinsurance: Retail Annuities (40 min)**

- Changing regulatory environment and increasing competitive pressures creating challenges for primary insurers
- Access to capital putting strains on new business volumes for primary insurers

- How reinsurance solutions can assist insurers in navigating these challenges

Matt McPhail, Fortitude Re
Dario Flood, Ernst & Young

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

11:00 a.m.–12:15 p.m. **Workshops**

1. Life/Valuation/Worksite Topics [Madison Ballroom]

- Moderators: John Condo, Actuarial Resources Corporation of Georgia
Mike Celichowski, Fortitude Re

2. Health Topics [Cumberland Room]

- Moderator: Emily Rowland, Milliman Intelliscript

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

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