



February 25, 2020

TO: Iowa Actuaries Club Members
FROM: Ben Berger, Secretary/Treasurer, (515) 878-1474
RE: March 3, 2020 Club Meeting

Meeting Information

The Iowa Actuaries Club is excited to announce the following details of 2020 Education Day.

Tuesday, March 3, 2020
Olmsted Center
Drake University
2875 University Ave
Breakfast 8:30
Lunch 11:30 to 1:00
Last Session Ends at 2:15

Parking Information

Drake is undergoing construction on campus, which now includes parking areas around campus. A shuttle has been arranged to help with parking. The shuttle will run from Lot 4 to Olmsted and back from **8:15am-9:15am** (breakfast starts at 8:30am & the first session starts at 9:15am) and then again from **2-3pm** (last session ends at 2:15pm or slightly earlier). Spots are available for 150 cars in the lot and have provided the following link for attendees to print off and place on the dash of their cars.

<https://www.eventbrite.com/e/ia-act-club-education-day-3320-tickets-95413537459>

Keynote Speaker, Steve Bochanski: Predicting the Future ...of the actuary

In this talk, Steve Bochanski examines the forces that are disrupting the actuarial profession and the workforce more broadly. He explores the implications - both threats and opportunities - of these trends, and discusses how PwC, the professional bodies, and others are responding. And, he offers some predictions for the actuarial profession in 2030.

Time	Topic	Location
8:15 - 9:15	Shuttle Transportation	Lot 4 to Olmsted Center
8:30 - 9:15	Registration and Breakfast	Parents Hall
9:15 - 10:15	1a: Math Motivators	Sussman Theater
	1b: DOL – Fiduciary Responsibilities	Rooms 310 - 311
	1c: ASOP Advantage: The latest in ASG Standards	Rooms 312 – 313
10:15-10:30	Break	
10:30-11:30	2a: Proposed Changes to AG 49	Sussman Theater
	2b: Being an Actuary in an Entrepreneurial World	Rooms 310 – 311
	2c: Insurance and Interest Rates	Rooms 312 – 313
11:30 – 1:00	Business Session and Keynote Speaker	Parents Hall
1:00 - 1:15	Break	
1:15 - 2:15	3a: Machine Learning	Rooms 310 - 311
	3b: Economic Outlook	Rooms 312 – 313
	3c: Recruiting Changes & Decision Drivers	Sussman Theater

Cost

The lunch will be a fiesta buffet. The menu is as follows:

Grilled Chicken Fajita and Grilled Vegetables
 Cheese Enchiladas
 Black Bean, Corn, and Rice Salad
 Flour Tortillas
 Cilantro Rice
 Scotcheros
 Iced Tea and Lemonade

Continental Breakfast is also available.

The cost is \$30.00 per person. Please make checks payable to the Iowa Actuaries Club. Checks can be mailed to:

**Iowa Actuaries Club
 PO Box 93022
 Des Moines, IA, 50309**

Reservations

Please make reservations through the [Iowa Actuaries Club website](#) (use Chrome, not IE) by **Thursday, February 27**. (Note that the website may have a different date, but registration will close after February 27.) If your company contact has changed, please let me know.

If you have questions or suggestions concerning the club's activities, please contact any of the officers.

Erin Lachen President	(515) 508-4139	Erin.B.Lachen@EMCIns.com
John Fleming Vice Pres/Program Chair	(515) 261-5671	jfleming@deltadentalia.com
Ben Berger Secretary/Treasurer	(515) 878-1474	berger.ben@principal.com

Program Committee		
John Fleming		jfleming@deltadentalia.com
Ingrid Guttin	Pacific Life	ingrid.guttin@pacificlife.com
Amanda Trammel	Nationwide	tramma1@nationwide.com
Susan Watson	Drake University	Susan.watson@drake.edu
Tong Teh	Coaching Actuaries	tteh@coachingactuaries.com

Sessions

1a: Math Motivators

The Actuarial Foundation's Math Motivators program, which has a national presence, provides free math tutoring to middle and high school students. The Math Motivators program is partnering with schools in Des Moines and is looking for experts like you to tutor mathematics. In Fall 2019, we started this program with North High School, and we are looking at expanding it to other high schools.

The Math Motivators program focuses on students who need extra help in algebra. Once the algebra support program is established, the Math Motivators program has additional services to offer: geometry tutoring, standardized test prep courses and intensive AP calculus preparation.

You will find the program to be extremely rewarding. You will establish a connection with the students you tutor and become mentors to them. You will tutor alongside corporate actuaries and will have the opportunity to network. Practicing simplifying and explaining math concepts to students will be great practice for your future career. The best part will be watching the students you tutor succeed and gain confidence with math concepts, thanks to the help you are giving.

Come to the session to learn more about the program!

Tong Khon Teh
Austin Wallestad

1b: The U.S. Department of Labor Employee Benefits Security Administration

Strong fiduciary oversight and protecting workers' benefits is one of the highest priorities of the U.S. Department of Labor. However, we recognize that understanding and complying with the Employee Retirement Income Security Act of 1974 (ERISA) can be challenging for any employer or service provider. EBSA will present an introduction to ERISA and cover many of the fiduciary duties under a retirement plan. The discussion will include common problems found in plan management, prohibited transactions, reporting and disclosure requirements as well as fixing errors through the Voluntary Fiduciary Corrections Program (VFCP). Retirement plans covered by ERISA include a variety of designs such as defined benefit plans, cash balance or money purchase plans, 401(k), 403(b), Profit Sharing Plans and Employee Stock Ownership Plans. Publications will be provided as well as other resources available to you.

Cynthia Smith
Senior Benefits Advisor/Outreach Coordinator

1c: The ASOP Advantage: The Latest in ASB Standards-Setting

Get an update from an ASB member on standards being discussed, drafted, and finalized by the ASB. Learn about the status and discussion surrounding important cross-practice standards on setting assumptions, modeling, and more. Review the ASB standards-setting process and how you can be involved.

David E. Neve, FSA, MAAA, CERA

2a: Proposed Changes to AG 49

In 2015, the National Association of Insurance Commissioners's (NAIC) Life Actuarial Task Force (LATF) codified new rules for life insurance illustrations with indexing features. Actuarial Guideline 49 (AG49) placed certain restrictions on interest rate assumptions companies can make when projecting policy values inside their indexed universal life insurance policies (or any life insurance policy that has an indexing feature). Come hear the latest news for this actuarial guideline.

Carol Meyer, FSA, MAAA

Tom Doruska, FSA, MAAA

Sean O'Connell, FSA, MAAA

Christopher Wild, FSA, MAAA

2b: Being an Actuary in the Entrepreneurial World

Starting your own business can be scary. But as an actuary, you have developed skills that can be very beneficial. Mike will discuss how thinking like an actuary can improve your chance of success in the entrepreneurial world.

Mike Carmody, FSA, CFA

Session 2c: Transition from Interest Rates LIBOR to SOFR**Part 1: Drivers of Insurance Market Development in Central, Eastern, & Southeastern Europe**

In this paper, we evaluate the development of insurance markets in 21 countries from Central, Eastern, and Southeastern Europe following the transition from communist to market-based economies. Using a variety of methodologies, we identify robust drivers of the development of property-casualty and life-health insurance markets in five categories: (1) potential losses, (2) affordability of premiums, (3) comprehension of insurance products, (4) trust of insurance companies, and (5) substitutes to insurance. Our analysis includes several novel factors, including access to consumer technologies and international indices of contract enforcement, business regulations, trade barriers, property rights, monetary stability, state subsidies, and the impartiality of courts. The findings have important implications for understanding effective avenues for closing the protection gap in developing countries.

Doug Bujakowski, ASA, PhD

Part 2: Floating Interest Rate Benchmarks: The Changing of the Guard

LIBOR, the rate for which banks can borrow short-term from each other, and perhaps the most common floating interest rate benchmark is going away, and may become obsolete by EOY 2021. It was too easily subject to manipulation during the financial crisis, and now, not enough banks are using it to estimate it accurately. LIBOR is being replaced by SOFR in the United States, and by other country-specific alternative risk-free rates abroad. However, SOFR differs in several key respects from LIBOR, and is thus not directly comparable, which affects many long-term derivatives contracts that contractually rely on LIBOR to reset interest rates. For example, LIBOR includes credit risk, is unsecured, based on expert judgment, and has a full term structure. In contrast, SOFR is a risk-free rate, is collateralized, based on market transactions, and has no term structure. Thus, credit risk and maturity risk adjustments are needed to ease the transition. We provide a summary of both the benchmark change process and the adjustments needed to implement it.

Toby White, FSA, CFA, PhD

Session 3a: Machine Learning, Modelling in the future

Harsha will discuss the use of machine learning in insurance. Starting with the history of modelling in insurance, Harsha will walk through the techniques used in the industry. He will then explore today's landscape and how it looks heading into the future.

Harsha Maddipati, FCAS, CSPA

Session 3b: An economic Outlook

Robin Anderson is an economist with both quantitative and qualitative skills. Her expertise in analyzing a broad-range of macroeconomic and microeconomic data. Come here her discuss emerging economic trends and their impacts to our industry.

Robin Anderson, Senior Economist for Principal Global Investors.

Session 3c: Recruiting Changes & Decision Drivers

What's new in recruiting prospective employees and what impacts their choices? A panel discussion will review those topics and more.

Ted Schleisman, Principal, FSA, CERA, MAAA
Nicci Leibold, Pacific Life

Biographies

Steve Bochanski, FSA, CERA, MAAA:

Steve is a die-hard hockey fan, long distance runner, and bushcraft/survival skills enthusiast. He was born and raised in the Philadelphia area, where he continues to live. He has three children, all of whom play ice hockey and consume any free time he might otherwise have between the months of September and March. Professionally, Steve specializes in Actuarial Modernization, comprising strategy and business case development and implementation of modernization programs. Steve is a frequent speaker at Society of Actuaries meetings and other professional actuarial events, and has authored articles and thought-leadership pieces on a variety of topics. He is a graduate of Saint Joseph's University in Philadelphia.

Mike Carmody, FSA, CFA

Mike Carmody started his actuarial career by working at two insurance companies, doing traditional actuarial work in pricing, valuation, risk management, and corporate finance. He then started his own consulting firm, focusing on annuity product development and actuarial education. About 15 years ago, Mike began his entrepreneurial career outside of traditional actuarial work. This has led him to start an insurance company, cofound a Registered Investment Advisor firm, invest in private oil and gas deals, own a commercial tornado shelter business, and most recently design and market a concrete mixer. Mike currently works as an instructor at Coaching Actuaries in addition to managing his various ventures.

Doug Bujakowski, ASA, PhD

Doug Bujakowski received his Ph.D. in Risk and Insurance from the University of Wisconsin - Madison. His academic interests lie at the intersection of actuarial science and risk management and insurance. He is currently studying the evolution and management of risks in emerging economies. In the fall of 2017, Doug joined the faculty at Drake University as an Assistant Professor of Actuarial Science. He teaches undergraduate courses in mathematical statistics and a graduate course in operational risk management.

Toby White, FSA, CFA, PhD

Toby White is an Associate Professor of Actuarial Science and Finance at Drake University, where he began teaching in 2008, and is currently department Chair. He is a Fellow of the Society of Actuaries (FSA) and has the Chartered Financial Analyst (CFA) designation. Toby received a Ph.D. in Statistics from The University of Washington, and an M.S. in Statistics and Actuarial Science from The University of Iowa. Toby also worked as an actuary for four years at The Lincoln Financial Group in Ft. Wayne, IN, and for fifteen months at Tillinghast-Towers Perrin in Chicago.

Harsha Maddipati, FCAS, CSPA Sr. VP, Strategic Advisory

Harsha has led a wide range of assignments to advise insurance clients on financial, product and strategic initiatives. Harsha has expertise in predictive modeling, primary pricing, usage-based insurance (UBI), and economic capital modeling solutions. He has supported top 10 P&C insurers as well as several small and mid-sized carriers.

Harsha has assisted numerous clients to develop predictive models and subsequently refine rating and UW structures based on the modeling results. He has worked with carriers to establish price assessment environments that support dynamic scenario testing of alternative rating/UW schemes to measure a variety of performance metrics (e.g., expected profitability, competitive position, dislocation). He has also helped clients develop proprietary territory definitions using geo-spatial techniques.

Harsha has assisted clients with the data gathering, modeling, strategy, and implementation of underwriting scorecards for both CMP and Workers Compensation lines of businesses.

Robin Anderson is a Senior Economist for Principal Global Investors.

She works closely with the Chief Global Economist to develop and disseminate macroeconomic strategy, not only for Principal Global Investors but Principal Financial Group® as a whole.

In this role, Robin presents, writes commentary, assists in forecast development, and advises investment professionals on current economic trends and outlook. She also works closely with the Principal Portfolio Strategies team within Principal Global Investors. In that capacity, Robin develops macroeconomic and quantitative research to assist in asset allocation decisions.

Robin joined Principal Financial Group® in 2011. Prior to that, she worked as an economist at the U.S. Census Bureau. She received her Ph.D. in economics in 2008 from the University of Washington and a bachelor's degree in economics in 2002 from the University of North Carolina at Chapel Hill.

Robin has numerous speaking engagements in the U.S., from Deadwood, South Dakota to New York. She was one of two Principal Financial Group® employees selected to attend Fortune's Most Powerful Women Next Gen Conference in 2014. Robin is frequently quoted in the financial news media including CNBC and Bloomberg.

Ted Schleisman, FSA, CERA, MAAA
Associate Actuary at Principal Financial Group

Currently working as an Associate Actuary at Principal Financial Group in Des Moines, IA on the Individual Life Risk Management team

David Neve, FSA, CERA, MAAA

Dave has more than 40 years of actuarial experience in capital management, reserve valuation, financial reporting and forecasting, and enterprise-wide risk modeling. He currently is serving as Vice President and Consulting Actuary for Actuarial Resources Corporation of GA, joining the firm on January 1, 2020. Prior to joining ARC-GA, Dave was Head of Regulatory and Government Affairs for Global Atlantic Financial Group, responsible for monitoring new and emerging capital and reserve requirements, and other regulatory developments impacting the life insurance industry.

Dave previously held the position of Divisional Chief Actuary for Global Atlantic and served as the Appointed Actuary for Accordia Life and Annuity Company. Prior to joining Global Atlantic, he was the Appointed Actuary for Principal Financial Group.

Dave is an industry leader in assisting the NAIC in the development of the principle-based reserve framework for life products through his active role within the American Academy of Actuaries. He recently completed a term on the Board of the Directors of the Academy as Vice President and chair of the Academy's Life Practice Council and is currently a member of the Actuarial Standards Board. Dave is a frequent speaker at industry and actuarial conferences, seminars and webinars.

Dave holds a Bachelor of Arts degree in Mathematics from Wartburg College, and a Master of Science degree in Actuarial Science from the University of Wisconsin-Madison.

Cynthia Smith

Senior Benefits Advisor/Outreach Coordinator
U.S. DOL - EBSA
Kansas City Regional Office

Cindy is a Senior Benefits Advisor with the U.S. Department of Labor, Employee Benefits Security Administration, in the Kansas City Regional Office. EBSA is responsible for the administration and enforcement of Title I of the Employee Retirement Income Security Act of 1974 (ERISA). Title I establishes standards in operating an employee benefit plan including reporting, disclosure and fiduciary duties. Cindy provides direct assistance to resolve complex disputes between plan participants and sponsors of pension plans, health benefit programs and other welfare plans. She provides guidance to plan officials, plan service providers and other professionals on matters relating to ERISA.

Cindy has worked in the Kansas City EBSA office 20 years and coordinates many of the outreach and education activities. She has represented EBSA at a variety of continuing education seminars that focus on retirement savings, pension and health insurance topics. Ms. Smith attended the University of Central Missouri, obtaining a B.S. in Business Administration. Prior to joining the Department of Labor, she was in management with Department of Treasury. While there, she handled labor relations, employee relations and EEO issues as well as being a key instructor for a variety of government-management training programs.

Nicci Leibold

University Relations Program Manager at Pacific Life

Over 15 years of corporate HR experience providing leadership in full life cycle employment practices with specialized recruiting experience in the information technology, medical device, engineering, professional service and mortgage industries. Develops comprehensive solutions as a strategic HR business partner to execute organizational strategies. Builds effective relationships with internal and external clients and communicates professionally with all levels in an organization.

Carol Meyer, FSA, MAAA

Carol Meyer is AVP & Actuary for Principal Financial Group. Carol leads the development, management and pricing of life insurance products. She joined Principal in 1990 and has over 30 years of experience with a variety of life products, including term, universal life, variable universal life and indexed universal life. Carol obtained her Bachelor of Science degree in Actuarial Science from the University of Iowa and is both a Fellow of the Society of Actuaries and a member of the American Academy of Actuaries.

Tom Doruska, FSA, MAAA

Tom is Senior Vice President, Head of Life Product Development at Global Atlantic Financial Group. He is responsible for the research, design, development and pricing of life insurance products, including pre-need life insurance. Tom has more than 25 years of experience in the life insurance and annuity industry, and nearly 20 years of experience in indexed product pricing and development.

Tom joined Global Atlantic in 2013 with the company's acquisition of the Aviva USA life insurance business, where he had responsibility for life product development. Prior to joining Aviva, Tom was with ING and had responsibility for life and annuity pricing and development, including indexed annuity products. He began his career with the Principal Financial Group, working primarily with the development of individual life products.

Tom holds a bachelor's degree in Business Administration from Drake University and is both a Fellow in the Society of Actuaries and a member of the American Academy of Actuaries.

Sean O'Connell, FSA, CERA, MAAA

Sean O'Connell leads the product development and product management functions for the life insurance line of business at F&G Annuities & Life as well as serving as the illustration actuary for F&G. Sean joined F&G in 2016 and has over 15 years of experience in product design, pricing, assumptions setting and profitability management, focusing mainly on indexed universal life. Sean obtained his Bachelor of Science degree in Mathematics from the University of Nevada, Las Vegas and is both a Fellow of the Society of Actuaries and a member of the American Academy of Actuaries.

Christopher Wild

Chris is a Director of Life Product Development at Sammons Financial. He is responsible for the design, development, pricing and implementation of life insurance products, including indexed universal life. Chris has 15 years of experience in the life insurance industry. Chris joined Sammons in 2018. Prior to that, Chris was with Lincoln Financial Group with a main focus on product development within the BOLI/COLI space.

Chris has a bachelor's degree in Business Administration from Bryant University and is both a Fellow of the Society of Actuaries and a member of the American Academy of Actuaries.