Conference of Consulting Actuaries

Volume XXV, Number 3
September 2013

The Consulting Actuary

THE JOURNAL OF THE CONFERENCE OF CONSULTING ACTUARIES

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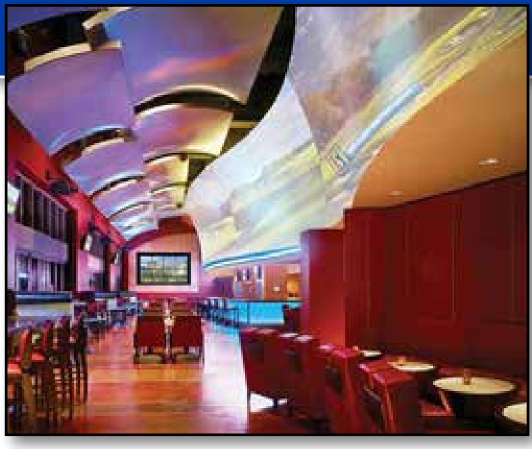

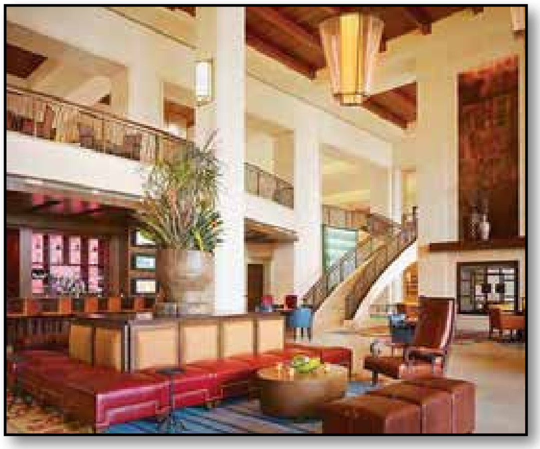

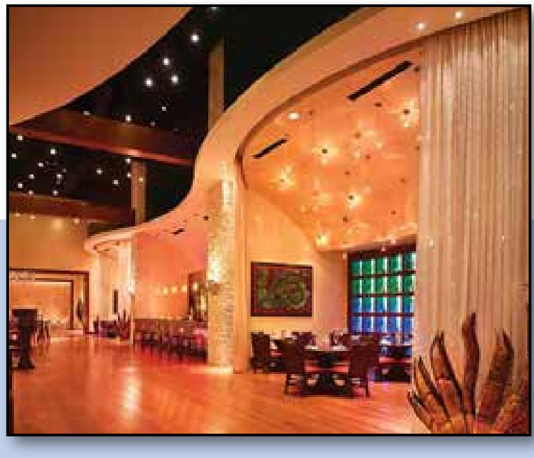

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THE CONSULTING ACTUARY

Published by

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CONTINUING EDUCATION

2013 Annual Meeting Coming Soon to San Antonio

By Scott A. Hittner, Annual Meeting Chair

Now is the time to make your plans to attend the Annual Meeting. This year we are in San Antonio, Texas from October 20th through the 23rd. As the only meeting of the year designed specifically for the experienced consulting actuary and the issues we face day to day, you'll benefit greatly by participating. Enjoy a mixture of learning, networking, and fun over the course of the meeting.

The opening session offers the unique and thought-provoking perspectives on analyzing and responding to risks relating to security issues affecting executives, for which a number of you specifically expressed interest. Our keynote speaker, H. Wesley Odom, Jr., shares insights on the risk and insurance aspects of travelling, and personal safety awareness, from his professional experience. Find out more about Wes at WWW.ACKERMANGROUP.COM/MANAGEMENT.PHP.

CCA members attending the Annual Meeting have the opportunity to earn up to 20 of the 30 required credits toward the 2013 continuing education requirement, including up to 4.5 professionalism credits.

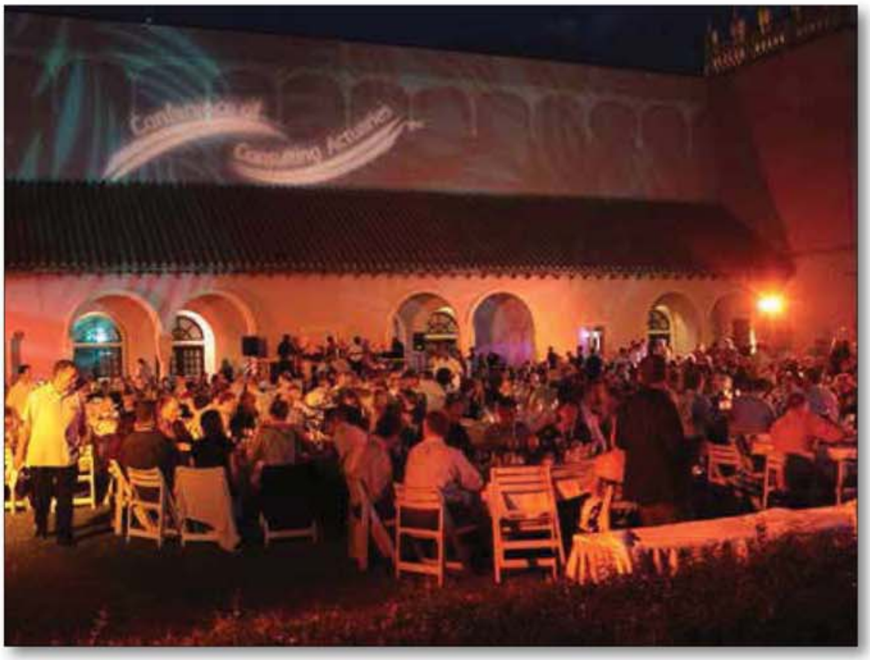
Pension actuaries will be able to earn up to 18.5* hours of EA credit during the meeting (including special sessions on Sunday evening and Tuesday afternoon). Our speakers, who include leaders in the profession from the major consulting firms and outside experts, will provide up-to-the-minute discussions of current pension issues, including the latest in plan design alternatives, in private and public sector U.S. plans as well as international plans.

Health actuaries can expand their knowledge on issues such as behavioral economics, state and private exchanges, ACOs, PPACA compliance and more.

The JW Marriott San Antonio Hill Country Resort & Spa is the city's premier luxury destination and the most renowned resort in the magnificent Texas Hill Country. Just 12 miles north of San Antonio International Airport, the resort features:

- 36 hole TPC San Antonio Golf - home of the Valero Texas Open
- Lantana Spa
- 6-acre River Bluff Water Park
- Distinctive Restaurants
- Custom Designed Guest Rooms

This San Antonio resort hotel is sure to make your visit an unforgettable experience and it all comes with JW Marriott's impeccable service and lavish amenities.



A key benefit of the Annual Meeting is the networking opportunities. You'll renew old acquaintances (and make new ones!) at the Monday Evening Gala Event. It promises to be a relaxed evening of networking with food, drink and music. Focused networking is offered at Monday's Luncheon Topic Tables and the Tuesday afternoon Community Forums. And, as risk assessment experts, you'll be happy to know we are continuing the traditional Poker Night on Tuesday.

The Annual Meeting Program Committee has been working hard, creating these outstanding sessions for the CCA 2013 Annual Meeting Program Schedule.

I hope to see you in San Antonio!

**Attendees at the 2013 EA Meeting may not be eligible for EA credit from the Gray Book session on Sunday.*

If you experience challenges while making hotel reservations, please contact Lauretta Lampe-Ybarra at the JW Marriott at 210-491-5881. A list is being established to be handle the additional reservations.

2013 Annual Meeting Recorders Needed

Would you like to be a recorder at the 2013 Annual Meeting?

Recorder duties include writing a brief description of specific sessions, collecting continuing education forms, and other duties as requested by the moderator.

New actuaries are especially encouraged to consider serving in this capacity as it is an excellent way to network into other continuing education opportunities, gain exposure within the profession, and potentially participate in speaking opportunities.

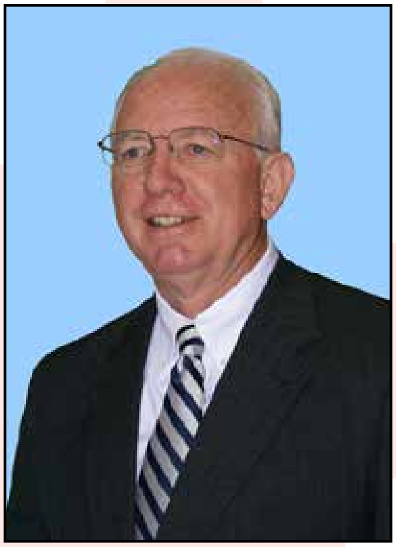
Email conference@ccactuaries.org for details.

CONTINUING EDUCATION

2013 Annual Meeting Highlights

Monday General Session

Keynote Speaker H. Wesley Odom of The Ackerman Group LLC
Monday, October 21, 8:00 – 10:15 AM



Wes Odom discusses the risk and insurance aspects of travelling, and personal safety awareness, while sharing examples from his professional experience.

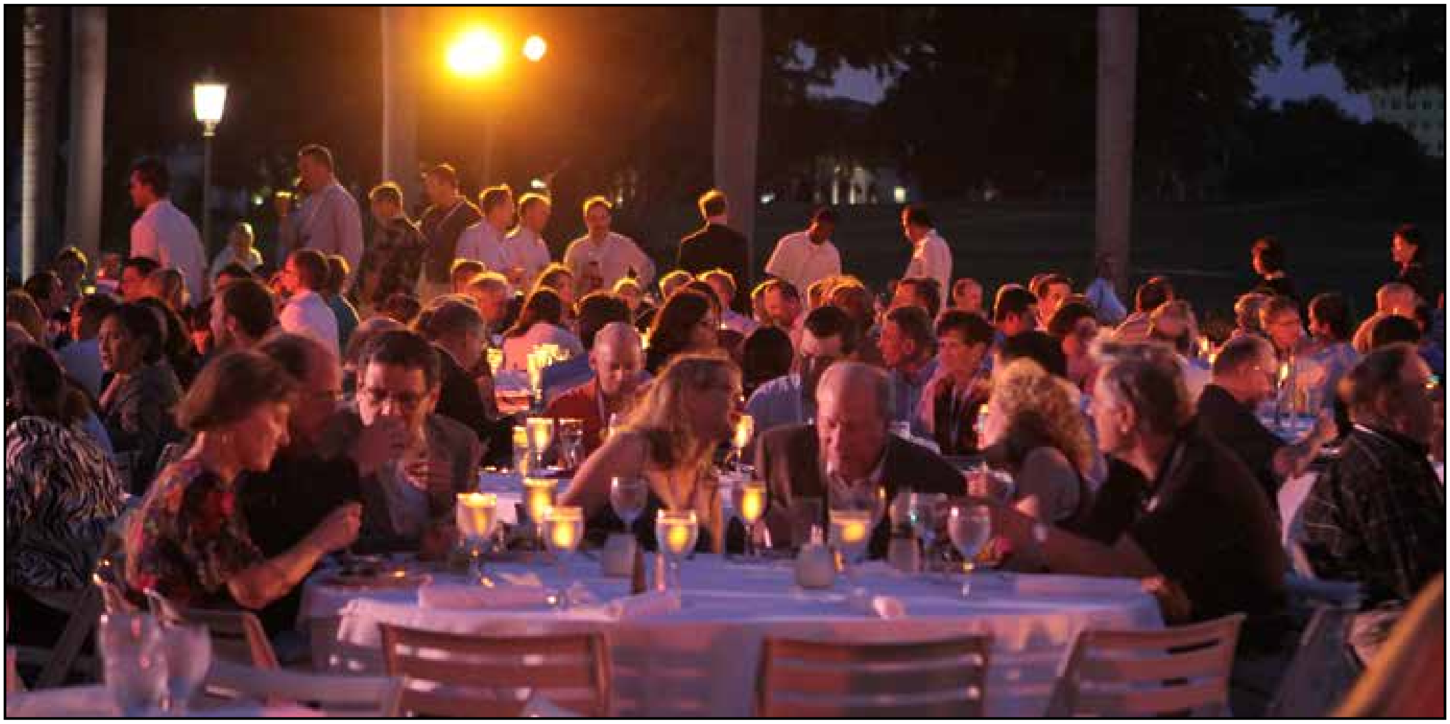
Mr. Odom joined The Ackerman Group in 1990, following a 15-year career in the CIA's Clandestine Services. At the CIA, he had specialized in foreign intelligence operations and counterterrorism and garnered extensive experience in technical surveillance. He had tours in Europe, Latin America and the Caribbean, and served as an instructor in the Agency's operational training program. Fluent in Spanish, he holds a B.A. and M.A. from the University of West Florida and served with a U.S. Navy Seabee battalion in Vietnam.

Mr. Odom currently serves as Executive Vice President, Operations at The Ackerman Group and manages the company's Salt Lake City office. The company is headquartered in Miami and also has overseas offices in Paris and Bangkok. It specializes in counterterrorism - analyzing risks, protecting personnel and property, planning for contingencies and recovering hostages. They provide clients with intelligence, negotiating, communications and protective expertise when facing a wide range of emergencies - from extortions, to wrongful detentions, to evacuations, to intractable problems with violence-prone labor and fringe groups.

Monday Luncheon Topic Tables

Monday, October 21, Noon – 2:00 PM

The CCA designates three "topic tables" during the Monday Luncheon for attendees to discuss hot topics. If you are attending the CCA Annual Meeting and are interested in sitting at one of these tables, there will be registration sheets at the meeting registration desk where you may sign up. Please be sure to show up if you sign up as space is limited.



The Monday Evening Gala

Monday, October 21, 6:30 – 9:30 PM

This year the Monday Evening Gala Event takes place onsite at the JW Marriott San Antonio Hill Country Resort. Attendees and their registered guests are treated to an informal and relaxed outdoor event. Meander around the beautiful grounds, dance or just sit back, relax and listen to music while enjoying local cuisine. This is a great opportunity to relax away from the meeting and spend social time with your peers. It will be an evening to remember!

Tuesday Afternoon Community Forums

Tuesday, October 22, 3:15 PM

The CCA's communities each hold an annual networking forum to allow these year-round communities the opportunity to meet face-to-face. Feel free to stop by, meet, and discuss current issues, news, and outlooks. Community membership is not required.

- **Public Plans Networking Forum**
  Facilitated by the CCA Public Plans Community
- **Healthcare Reform Networking Forum**
  Facilitated by the CCA Healthcare Reform Community
- **Smaller Actuarial Consulting Firms Networking Forum**
  Facilitated by the CCA Smaller Actuarial Consulting Firms Community

Tuesday Evening Poker Night

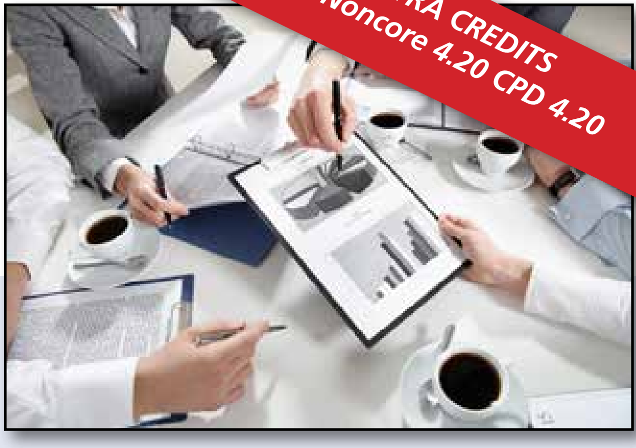
Tuesday, October 22, 8:30 PM – Midnight

Network with a table of your peers over a casual card game. Playing cards and chips are provided.

CONTINUING EDUCATION

Sales Training / Consulting Skills Set Seminar

EXTRA CREDITS
EA Noncore 4.20 CPD 4.20



Wednesday, October 23, 2013, 2:00 – 6:00 PM

You know the numbers. You've got the credentials. But there's more to being a successful consulting actuary than taking actuarial exams.

Good consulting involves understanding your client's needs and using that knowledge to help them solve their problems. In this interactive workshop, attendees learn and practice the fundamental skills to identify client's problems, and use the knowledge to be more effective in your business development and your client relationship management.

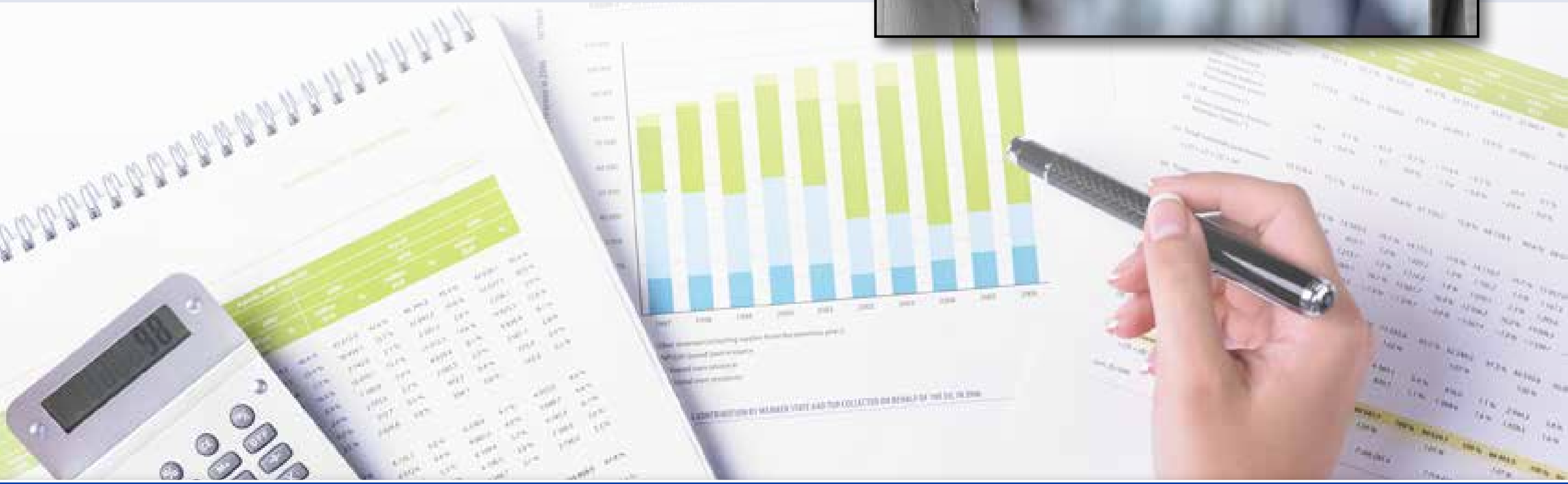
Led by experienced consulting actuaries, the speakers provide a variety of case studies and exercises for a hands-on, practical learning experience that can be immediately applied with clients.

This session is designed to benefit consulting actuaries who have 0-5 years experience in consulting with clients, either as part of a team or as the lead consultant.

Speakers:

1. Phillip A. Merdinger – Mercer
2. Thomas A. Swain – Bryan Pendleton Swats & McAllister LLC

Additional fees are required for this seminar.



CONTINUING EDUCATION

CCA Audio/Webcasts

Keep up with the latest developments and earn your CE credits by participating in CCA's Audio-Webcasts. You may participate online, or by phone. Registration is available by annual subscription–which includes any "pop-up" programs to address late-breaking issues – or à la carte. All sessions are presented from 12:30 PM–1:45 PM ET. Upcoming programs include:

Emerging Practice: Workforce Analytics
09/18/2013–12:30 – 1:45 PM ET

Executive Compensation in Today's World
10/02/2013–12:30 – 1:45 PM ET

Liability Driven Investments (LDI) / Investment Issues
11/13/2013–12:30 – 1:45 PM ET

DOL / IRS Audits
12/04/2013–12:30 – 1:45 PM ET

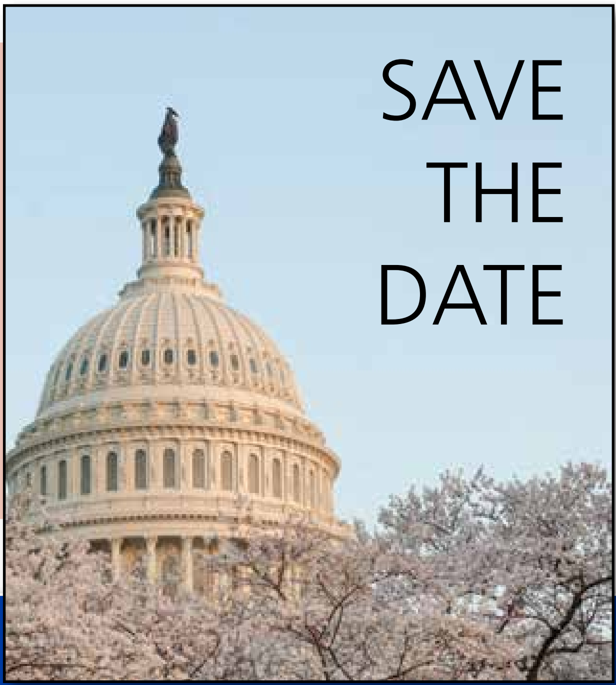
Professionalism: Ethics (Special 100 Minute Session)
12/11/2013–12:30 – 2:10 PM ET

For more information and to register, please click HERE to visit our website.

2014 ENROLLED ACTUARIES MEETING

MARCH 23-26, 2014

Marriott Wardman
Park Hotel
Washington, DC



CONFERENCE NEWS

Awards to be Presented at CCA Annual Meeting

Recipients of several prominent awards are recognized at the CCA Annual Meeting, where their honors are presented. Awards for 2013 include:

Lifetime Achievement Award

The Lifetime Achievement Award is awarded to a volunteer for contributions made to the Conference of Consulting Actuaries, or the actuarial consulting profession in general, during his/her professional career.

Most Valuable Volunteer Award

The 2013 Most Valuable Volunteer Award is awarded to a volunteer for contributions made to the Conference of Consulting Actuaries, or the actuarial consulting profession in general, during the past 12 to 24 months.

Wynn Kent Public Communications Award

This prize was established by family and members of the Conference Board in memory of Irwin I. "Wynn" Kent (Conference President 1989-1990) and his contributions to financial risk and the profession's work product. The Wynn Kent Public Communications Award is given to members of the actuarial profession who have contributed to the public awareness of the work of the actuarial profession and the value of actuarial science in meeting the financial security of society in the fields of life, health, casualty, pensions and other related areas.

John Hanson Memorial Prize

The author or authors of the paper selected for the 2013 John Hanson Memorial Prize will be recognized. The prize is awarded for the best paper on an employee benefits topic.

Gray Book/Blue Book/Green Book Questions for 2014!

Your Questions Needed for DoL, IRS and PBGC:

Do you have questions to be considered by the Gray Book Committee? Questions are now being accepted. To have your questions forwarded to the Gray Book Committee, email them to mshaw@ccactuaries.org. Questions for DoL must be submitted by Monday, September 30. IRS & PBGC questions must be submitted no later than Thursday, October 31.

Pilot Communities Update

CCA is exploring several new pilot communities due to the positive response from last winter's survey. Presently, these CCA's pilot communities are working with the Steering Group:

- Multiemployer
- Workforce Planning
- Retirement Education
- Enterprise Risk Management

To receive more information or express interest in participating, email us at conference@ccactuaries.org.

CCA Welcomes New Members

The Conference congratulates and welcomes the following new members since our last issue.

Michael K. Ankrah, FCA

Jennifer Marie Borregard, FCA

Scott Boulay, FCA

Linda Smith Brothers, ACA

James H. Dell, FCA

Johnny Ngoc Hong, FCA

Wei-Fang Hsieh, FCA

Dave S. Ikeda, FCA

Jeffrey Joseph Jackson, ACA

Lynda Johnson, ACA w

Jill Anne Labbadia, FCA

Valerie Loyet, FCA

Sarah Klein Martin, FCA

Matthew Edward Mayan, FCA

Robert S. Miccolis, FCA

Robert L. Mishler, FCA

Lynn Marie Morehead, FCA

Stephen R. Oates, FCA

Andrew Allen Paine, FCA

Charmaine Peart-Blackman, ACA

Noor Rajah, FCA

Brian M. Septon, FCA

Mark Stewart, FCA

Mark A. Vidal, ACA

Elizabeth Ann Wiley, FCA

Travis John Winkels, FCA

In Memory

We remember these members who have died recently:

Steven J. Ferruggia, FCA

HTTP://WWW.CCACTUARIES.ORG/PUBLICATIONS/INMEMORIAM/FERRUGGIA.CFM

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Phone: 847-719-6500
E-mail: conference@ccactuaries.org

Basic Duties of a Conference Board Member

Oversee the affairs of the Conference
Fulfill Your 3 Fiduciary Responsibilities:

Care:	Use your best judgment
Loyalty:	Support Board Actions, even if you disagree with them. Put aside special interest for the greater good.
Obedience:	Funds used for established purpose Participate as a member of at least one committee or task force Make "Welcome Wagon" Calls
Other Specific Duties:	See the Bylaws

Volunteer Board Members of Illinois Not-for-Profit Organizations

This information has been scaled down from a guide by the Illinois Attorney General.
As a board member, you have the basic legal and policy responsibility for your not-for-profit organization.
Even though you are an unpaid volunteer, you must:

Be Active:	You should attend meetings of the Board. You must have general knowledge and understanding of how the organization is functioning. You must have particular knowledge and understanding about the purpose of the organization. Absence from meetings and inactivity do not excuse you from legal responsibility.
Receive no material profit	Board members can only receive reimbursement for reasonable expenses and costs incurred in carrying out their Board responsibilities.
Avoid conflicts of interest	As a Board member, you owe a duty of loyalty to the organization that takes precedence over your personal interests.
Exercise judgment in overseeing the organization's affairs	You have a duty to care for the organization's affairs in good faith and with at least the degree of diligence, care and skill which ordinarily prudent people would exercise under similar circumstances in like positions. The Board must act with knowledge and after adequate deliberation, carefully set organizational policy and regularly oversee its administration by competent staff.
Comply with applicable governmental regulations	A number of local, state and federal laws and regulations apply to not-for-profit organizations, under the Board's direction (e.g. file Annual Reports with the Illinois Secretary of State; file appropriate annual tax returns, etc.).

"Responsible" Board Member Attributes

- Has enthusiasm, good will, and sense of purpose.
- Has a personal commitment to the success of the Conference.
- Supports the Conference and its mission as determined by the Members/Board.
- Is committed to being responsible for making and implementing sound policy .
- Supports Board actions, even if you disagree with them.
- Puts aside personal and special interests for the greater good of the Conference.
- Shows respect for other Board members, staff, and the Board's use of time.
- Attends to the discussion at hand and defers side conversations to the appropriate time.
- Proposes constructive solutions to issues and helps generate forward momentum .
- Keeps familiar with and adheres to Conference policies and rules.

Volunteer for the CCA Board of Directors at www.ccactuaries.org/volunteer !

OTHER PROFESSION-WIDE NEWS

Teachers in Moore, Oklahoma Need Your Help

To date, The Actuarial Foundation's Rebuild Math Classrooms effort has helped thirty-four schools affected by Hurricane Katrina and six schools affected by Hurricane Sandy with donations to replace math resources.

Now, teachers in Moore, Oklahoma are requesting our help to replace math resources destroyed by the recent tornadoes. Listen as a teacher from Moore, Oklahoma tells of the destruction to her school and her classroom library of math materials. Click here for a Moore, Oklahoma teacher's special message.

You can help Oklahoma schools with a donation to Rebuild Math Classrooms. A gift from an individual, an actuarial club or a corporation will provide the needed funding to replace lost or damaged math supplies and equipment.

Join this important effort today. Please click HERE to make your donation. Or, go to WWW.ACTUARIALFOUNDATION.ORG/DONATE/INDEX.SHTML and click on the red "Donate Now" button next to "Rebuild Math Classrooms". Thank you for your support.

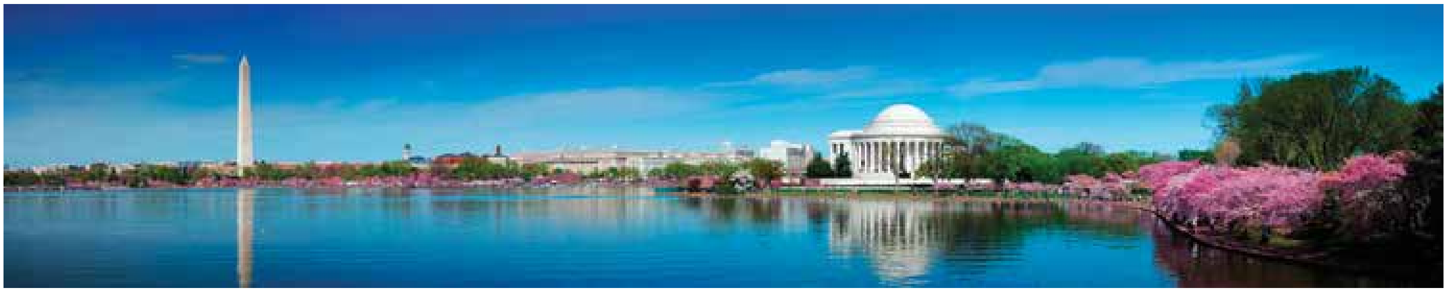
CCA Gift Match Opportunity Still Available

Through the Conference Matching Gift Program, all Conference member donations are matched, dollar for dollar, up to the $15,000 cap for 2013, as approved by the Board of Directors. Your donation can be of any denomination, or you can choose to donate a full classroom set to a high school of your choosing. All donations are 100% tax-deductible. View the waiting list of schools at WWW.ACTUARIALFOUNDATION.ORG/PDF/SCHOOLS-REQUESTING-BYF.PDF.

Double your impact and help expand financial literacy; make your CCA matched donation today at WWW.ACTUARIALFOUNDATION.ORG/DONATE/INDEX.SHTML.

The Actuarial Foundation 2012 Annual Report is Now Available

Read about all of the Foundation's high points in the 2012 Annual Report online at WWW.ACTUARIALFOUNDATION.ORG/PUBLICATIONS/ANNUAL_REPORTS.SHTML.



OTHER PROFESSION-WIDE NEWS