

**Actuaries' Club of Boston and  
Actuaries' Club of Hartford & Springfield  
November CPD Series 2020**

11/2/2020 – 11/19/2020 Daily

11am – 12 pm EST



| <b>Day</b>        | <b>Session/Presenter(s)</b>   |
|-------------------|---|
| 11/2 - Monday     | <b>The Impact of COVID-19 on Life Insurance and Healthcare</b><br>Jim Dolstad, <i>Vice President, Optum Advisory Services</i><br>Brigitte Labrèche, <i>Head of Strategic Actuarial Initiatives, MassMutual</i>  |
| 11/3 - Tuesday    | <b>No Session due to Election Day</b>   |
| 11/4 - Wednesday  | <b>Empowering Authenticity to Transform Your Company</b><br>Erin Hatzikostas, <i>Founder/CEO, b Authentic Inc</i>   |
| 11/5 - Thursday   | <b>Impact of the Low Rate Environment</b><br>Ian Roke, <i>VP Investment Strategy, John Hancock</i><br>Craig Waddington, <i>Head of Life Product, MassMutual</i>   |
| 11/6 - Friday     | <b>Networking Yappy Hour</b><br>Amanda Hug, <i>Financial Analytics Delivery Lead, MassMutual</i>  |
| 11/9 - Monday     | <b>Product Taxation of Life Insurance and Annuities 101</b><br>Hal Kolpak, <i>Manager, Ernst &amp; Young</i><br>Jeffrey Stabach, <i>Manager, Ernst &amp; Young</i>  |
| 11/10 - Tuesday   | <b>Panel Discussion with IABA and OLA</b><br>Carlos Orozco, <i>ERM Director, Prudential</i><br>Jeff Johnson, <i>AVP Actuarial Policy/Risk Management, John Hancock</i>  |
| 11/11 - Wednesday | <b>Hybrid Life and Long-Term Care Market Issues and Opportunities</b><br>Steve Schoonveld, <i>AVP Product Management, Lincoln Financial Group</i><br>Robert Eaton, <i>Principal and Consulting Actuary, Milliman</i>  |
| 11/12 - Thursday  | <b>An Overview of R Markdown</b><br>Matt Heaphy, <i>VP Data Analytics, Nassau</i>   |
| 11/13 - Friday    | <b>Professionalism</b><br>Godfrey Perrot, <i>FSA, ABCD Member</i>   |
| 11/16 - Monday    | <b>Recent developments in Pension Risk Mitigation (Panel)</b><br>Serge Agres, <i>Senior Investment Director, Cambridge Associates</i><br>Frank Maniaci, <i>Actuarial Consultant, MassMutual</i><br>Allan Levin, <i>Managing Director and Fixed Income Portfolio Manager, Wellington Management</i>  |
| 11/17 - Tuesday   | <b>Product Development and Pricing Considerations in 2020</b><br>Wen Liu, <i>Senior Consultant, Oliver Wyman</i><br>Bruce Friedland, <i>Chief Actuary, Vantis</i>   |
| 11/18 - Wednesday | <b>Supplemental Health Insurance Products 101</b><br>Tarie Summers, <i>Product Director, The Hartford</i><br>Dana Johnston, <i>Actuarial Director, The Hartford</i>   |
| 11/19 - Thursday  | <b>Agile for Actuaries (Panel)</b><br>Moderator: Mark Spong, <i>Senior Actuarial Consultant, Oliver Wyman</i><br>Jordan Edwards, <i>VP, Mutual of Omaha</i><br>Jon Applewhite, <i>Director, Prudential</i><br>Julia Romero, <i>Lead for Actuarial Engineering and Advanced Modeling, Haven Life</i> |

**ACB CLUB OFFICERS:**

|                           |                                |                               |                                  |                                   |
|---------------------------|--------------------------------|-------------------------------|----------------------------------|-----------------------------------|
| President –<br>Amanda Hug | Vice President –<br>Hejia Wang | Secretary –<br>Peter Connolly | Treasurer –<br>Patrick Schroeder | MAML Liaison –<br>Daniel Richards |
|---------------------------|--------------------------------|-------------------------------|----------------------------------|-----------------------------------|

**ACHS CLUB OFFICERS:**

|                             |                                   |                          |                               |   |
|-----------------------------|-----------------------------------|--------------------------|-------------------------------|---|
| President –<br>Joseph Finch | Vice President –<br>Rob Tavernier | Secretary –<br>Qing Fang | Treasurer –<br>David Reynolds | Webmaster/Social Media-<br>Bradley Schuster |
|-----------------------------|-----------------------------------|--------------------------|-------------------------------|---|

If you have any questions, please email us or visit your club's website.

ACB Email: [president.actuariesboston@gmail.com](mailto:president.actuariesboston@gmail.com) ACB Website: <https://actuariesclubofboston.com/Fall-2020-Meeting/>

ACHS Email: [info@achsmembers.com](mailto:info@achsmembers.com) ACHS Website: <https://www.achsmembers.com/fall-2020-meeting.html>

## Week 1

Monday, November 2<sup>nd</sup> (11am-12pm EST)

### **The Impact of COVID-19 on Life Insurance and Healthcare**

Jim Dolstad, Vice President, Optum Advisory Services  
Brigitte Labrèche, Head of Strategic Actuarial Initiatives, MassMutual

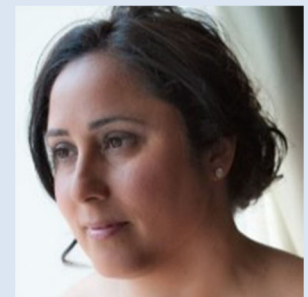
#### **Session Description:**

The COVID-19 pandemic has been with us for almost one year. From a mortality perspective, what have we learned? What are we doing differently? What does this mean for the future? COVID-19 will also have a significant long-term impact on the healthcare industry. While COVID-19 grabbed the headlines, the services that have not happened as a result of COVID-19 are as big of story. We will share our observations and thoughts about what could be expected both short and longer term for life insurance and healthcare.



**Jim Dolstad** is a Vice President in Optum's Actuarial Advisory team. The industry leading team provides a wide range of actuarial services to health plans, providers, employers, and government entities. In addition to traditional actuarial work, his expertise includes population health management, program evaluation, performance management, total cost of care, Stars, and risk adjustment. Jim also leads Optum's actuarial modeling for COVID-19. He has more than 30 years of industry experience working with payers, providers, and employers. Prior to joining Optum, Jim was the Chief Actuary for a global operations management and analytics company. He also has served as Chief Actuarial Officer for a population health management company. Jim began his career providing actuarial and employee benefit consulting for nearly 20 years where he ultimately led a regional practice for a national consulting firm. Jim is a Fellow of the Conference of Consulting Actuaries, an Associate of the Society of Actuaries and a Member of the American Academy of Actuaries. He graduated from the University of Puget Sound with Bachelor of Science degrees in both Mathematics and Economics. In addition, he has published several white papers, and is a frequent speaker at industry conferences and webinars.

**Brigitte Labrèche** is the Head of Strategic Actuarial Initiatives at MassMutual which she has corporate oversight for products, assumptions, reinsurance and ALM across all the company's lines of business. Mrs. Labrèche was previously at Symetra where for the individual life business, she headed innovation strategy, was acting CFO and oversaw mortality, and stood-up the corporate reinsurance function. Prior to that, Mrs. Labrèche held several positions at John Hancock and worked for various reinsurance companies across the Canadian and U.S. markets. Mrs. Labrèche holds a Bachelor of Science in Mathematics specialized in Actuarial Science.



Tuesday, November 3<sup>rd</sup> No session (Election Day)

Wednesday, November 4<sup>th</sup> (11am-12pm EST)

### **Empowering Authenticity to Transform Your Company**

Erin Hatzikostas, Founder/CEO, b Authentic inc

#### **Session description:**

Wouldn't it be nice if having a big career didn't come with compromising everything else in life - your family, your health, or even who you are? Well, it can. But in order to do that, you have to toss aside the crusty-old career playbook you've been using.

Erin Hatzikostas, former corporate executive turned Professional Pot-Stirrer, is preaching a new, modern career playbook: authenticity. Before you roll your eyes or start drifting off, authenticity isn't likely what you think it is. It's a much more powerful concept. One that when embraced, Erin argues will have your career *odds* starting to tip in your favor. In this engaging and, well, authentic talk, Erin will provide insights into how you can immediately put her proprietary framework, *6 Principles of Strategic Authenticity*, into action so that you can start to crush your career, without compromise.



**Erin Hatzikostas** is a former Corporate CEO turned Founder of [b Authentic inc.](#) She's a sought-after career coach, [TEDx speaker](#), nationally-published thought-leader, and podcast co-host of [b Cause with Erin & Nicole](#). She's also releasing her first book, [You Do You-ish](#), later this year.

Prior to launching b Authentic inc, she spent 22 years working at Aetna, and was the CEO of PayFlex (an Aetna subsidiary) from 2016-2018. In her three years leading the company, she was able to triple their earnings and send employee engagement skyrocketing. How? Authenticity!

Through her company, she's rewriting the rules on career and leadership, hell-bent on tossing aside the decades-old career playbook we're all using and instead inspiring people to use authenticity as their new career playbook so they can have a big career, without compromising everything else.

Erin holds a BBA in Statistics from Western Michigan University and an MBA from the University of Connecticut. She's married to her husband, Manny, who she met while stumbling through (and failing) an early career in the Actuarial field. They have two children - Ella (12) and Mick (9). In Erin's free time you can find her coaching basketball, running, skiing or probably dancing wherever you're not supposed to dance.

### Thursday, November 5<sup>th</sup> (11am-12pm EST)

#### **Impact of the Low Rate Environment**

Ian Roke, VP Investment Strategy, John Hancock  
Craig Waddington, Head of Life Product, MassMutual

#### **Session description:**

Craig will focus on the impact that low interest rates have had on the life product development over the last few years. Ian's presentation will focus on the investment opportunities and challenges of low interest rate environments for insurance companies.

**Craig Waddington** is currently head of life products at MassMutual. Craig has been at MassMutual since the mid 1990's. He had had many roles at MassMutual in marketing and sales but always returns to his true love, life products.

Prior to MassMutual, Craig worked for Security Connecticut which was a small brokerage company. At Security Connecticut, Craig worked one of the first, if not the first, guaranteed UL products in the industry. Now, he works mainly with stodgy old whole life but loves it. Craig is a fellow of the Society of Actuaries and a member of the American Academy of Actuaries. Craig graduated from the University of Connecticut where he played #1 singles and doubles on the men's tennis team.

**Ian Roke** is Head of Product Support & Investment Strategy, which is part of the Manulife/John Hancock Global Asset Liability Management team. His team is responsible for developing strategic asset allocations and hedging strategies to support the company's global general account insurance products. Ian's prior experience includes senior positions in both retail and institutional product development and pricing, as well as financial and operational risk management.

Ian holds a bachelor's degree from Bryant University and has earned the professional designations of Fellow Society of Actuaries (FSA), Member of the American Academy of Actuaries (MAAA), and Chartered Financial Analyst (CFA).

Friday, November 6<sup>th</sup> (11am-12pm EST)

**Networking Yappy Hour**

**Host:** Amanda Hug, Financial Analytics Delivery Lead, MassMutual

**Session description:** At our typical club events, we host a happy hour to facilitate networking and idea sharing among our members. Consider this our virtual happy hour, light on the drinks, heavy on the yapping! You'll get to meet 10+ new people for some hearty actuarial discussions in this low-stakes environment. We will convene all together for the introduction, and then we'll split out into breakout rooms of 5-8 people each with specific business questions to discuss. You'll have the chance to be in at least two virtual rooms during the session. It's a great chance to meet new people in a low-pressure environment and discuss trending topics in the industry!



**Amanda Hug** is a Financial Analytics Delivery Lead at MassMutual, where she oversees the development and delivery of customer-facing dashboards and predictive models. She most recently worked as chief of staff to the CFO and previously held a variety of product development roles at MassMutual. Amanda graduated first in her class with an M.B.A. from the University of Chicago Booth School of Business and summa cum laude with a B.S. in Mathematics and a minor in Bible from Wheaton College (IL). She is an incoming Board Member for the Society of Actuaries, president of the Actuaries' Club of Boston, and past president of the Actuaries' Club of Hartford & Springfield. Amanda is a fellow of the Society of Actuaries and a member of the American Academy of Actuaries. In her spare time, she loves adventure travel and is active in her local church.

---

## Week 2

Monday, November 9<sup>th</sup> (11am-12pm EST)

**Product Taxation of Life Insurance and Annuities 101**

Hal Kolpak, Manager, Ernst & Young

Jeff Stobach, Manager, Ernst & Young

**Session description:** This session will cover the basics on various product tax related considerations for actuaries under life insurance and annuity products. This will include a discussion of the definition of life insurance, modified endowments, and withholding and reporting requirements under the Internal Revenue Code.

**Hal Kolpak** is a manager and tax actuary in the Insurance and Actuarial Services practice of Ernst & Young LLP's (EY) Business Consulting group. He is located in EY's Hartford, CT office. Hal is an Associate of the Society of Actuaries, a member of the American Academy of Actuaries and is a member of the Taxation Section of the Society of Actuaries. Hal has nearly 40 years of experience as a life actuary, including 20+ years in consulting. He currently manages actuarial auditing of client company tax reserves on life, annuity and accident & health business. In addition, he provides support to members of EY's FSO Tax practice on other actuarial related matters.



**Jeff Stobach** is a manager in the Insurance and Actuarial Services practice of Ernst & Young LLP (EY), and is based in the firm's Hartford office. He serves a number of life insurance company clients addressing matters relating to tax compliance of life insurance products in general, with particular focus on the tax compliance of life insurance under the requirements of section 7702 and 7702A of the Internal Revenue Code. He has spent the past 20 years in the life insurance industry, with the past nine years as a consultant at EY.

Jeff is a frequent speaker at seminars and conferences, including meetings of the Society of Actuaries and various regional actuarial clubs. He is actively involved with the Taxation Section of the Society of Actuaries, where he previously served as its chair. A graduate of Saint Anselm College, Jeff is a Fellow of the Society of Actuaries and a member of the American Academy of Actuaries.



**Tuesday, November 10<sup>th</sup> (11am-12pm EST)**

**Panel Discussion: International Association of Black Actuaries (IABA) and Organization of Latino Actuaries (OLA)**

Jeff Johnson, AVP & Actuary, Actuarial Policy and Risk Management, John Hancock

Carlos Orozco, Director & Actuary, Market Risk, Prudential Financial

**Session Outline:**

1. History of the OLA and IABA organizations
2. Why should I care as an Actuary
3. D&I vs DEI
4. Action items addressed to employers, hiring, ... IABA recommendation document
5. Reference to Links and resources (documents, articles, data on racism in the actuarial world, etc.)
6. Q&A

**Jeff Johnson**, Fellow of the Society of Actuaries and Member of the American Academy of Actuaries, is one of IABA's founding members and has served the organization on its board of directors and as president twice. Currently Jeff is an officer at John Hancock Life Insurance Company where he is responsible for Life and Annuity product solvency issue identification, holistic understanding, solutioneering, education, escalation and advocacy. His primary focus is on actuarial aspects of regulatory activity concerning reserves, capital, reinsurance or governance using NAIC, federal and international lenses. Prior to joining John Hancock Life Insurance Company Jeff accumulated experience working for several fortune 500 companies in the areas of pricing, reserving, valuation and risk management. Jeff currently sits on the board of The Actuarial Foundation and is vice-Chair of the American Council of Life Insurers Actuarial Committee. He is also a former board member of the American Academy of Actuaries, a proud member of Alpha Phi Alpha Fraternity and Sigma Pi Phi Fraternity. He enjoys golfing, reading, and grand parenting with his wife Adrienne.



**Carlos Orozco** is a Director & Actuary in Prudential's Enterprise Risk Management organization, specifically within the Market Risk team. In his current role, he oversees Replicating Portfolio process. This enables analytics for setting Portfolio Benchmark, Limits monitoring and other ALM metrics across the Enterprise. He recently served as Enterprise Architect supporting US GAAP Valuation. This entails designing infrastructure for Actuarial Systems and Financial Reporting capabilities across the Enterprise for FASB Targeted Improvements initiative. Carlos joined Prudential in 2006 and was part of Actuarial Leadership Development Program, (ALDP), where he rotated through various actuarial roles across Individual Life, Group Life, International (Newark & Italy) and the Retirement divisions. Prior to his Architecture role, Carlos supported GAAP Reporting for Europe, Latin America and Asia (ex-Japan). He holds an Honors BS in Mathematics from NJIT and MS in Quantitative Finance from NYU. He is a Fellow of the Society of Actuaries (FSA) and Member of the American Academy of Actuaries (MAAA). Carlos has volunteered with the SOA as exam question writer and grader and the Joint Committee for Career Encouragement and Actuarial Diversity (JCCEAD) between SOA and CAS. He is a co-founder, Board Member and 2019 President for the Organization of Latino Actuaries (OLA). He is fluent in English, Spanish, Italian and some Portuguese. He enjoys hiking, camping and has been to more than 200 concerts.

**Wednesday, November 11<sup>th</sup> (11am-12pm EST)**

**Hybrid Life and Long-Term Care Market Issues and Opportunities**

Robert Eaton, Principal and Consulting Actuary, Milliman

Steve Schoonveld, AVP Product Management, Lincoln Financial Group

**Session description:**

Hybrid LTC products have been meeting the needs of families and allowing financial advisors and brokers to readily address the Long-Term Care Risks they face. However, obstacles remain. Join us on November 11, at 11am to discuss 11 Hybrid LTC market issues and opportunities.

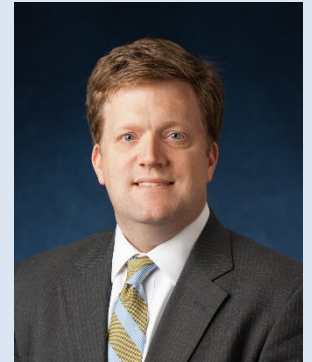


**Robert Eaton** is a principal and consulting actuary with the Tampa office of Milliman. He re-joined the firm in 2014 after spending nine years in the long-term care (LTC), life, and health industry setting, both in corporate and consulting capacities.

Robert's current role focuses on life insurance and LTC. He assists companies with product development and pricing of hybrid life and LTC (or chronic illness) products. Robert also assists clients with mergers and acquisitions for blocks of long-term care, life insurance, and worksite A&H products. He serves as the Appointed Actuary for a mid-sized company with life, health, LTC, and other A&H business. Robert has extensive experience in actuarial software model design, including developing models with MG-ALFA® for LTC, life insurance, hybrid life and LTC, and supplemental A&H products.

**Steve Schoonveld** has specialized in long-term care for the past 23 years while working across the industry with colleagues in product, distribution, finance, regulation, and public policy. Steve brings a diverse background to his work and industry leadership. Prior to joining Lincoln, he was the CFO and Actuary of a Long-Term Care insurance services company, and a Consulting Actuary with E&Y. He first worked in Long-Term Care with John Hancock after beginning his career with a Blue Cross plan and as a Senior Health Care consultant.

Over the past year Steve has managed the LTC product resources and government industry relations efforts and has supported the strategic development of the Hybrid Product Solutions for Lincoln Financial Group. Prior to this year, Steve managed the development and pricing of the long-term care products offered by the insurer. Lincoln is an industry leader in the hybrid product space offering a range of long-term care solutions including MoneyGuard.



## Thursday, November 12<sup>th</sup> (11am-12pm EST)

### **An Overview of R Markdown**

Matt Heaphy, VP Data Analytics, Nassau

#### **Session Description:**

Any actuary using R should familiarize themselves with R Markdown. R Markdown allows users to create beautifully-designed reports that weave in both text and code to generate tables, plots and other elements using a very simple syntax. These documents can take a variety of formats including memos, presentations and dashboards. Best of all, R Markdown documents are fully reproducible, transparent and auditable. Join us for this session if you want to take your reports to the next level.

**Matt Heaphy** is a Vice President and Actuary at Nassau. He leads the Data Analytics team which provides a broad range of services including data warehouse projects, enterprise-wide reporting, experience studies, and cross-functional analytics support. Previously, he held a variety of roles at Nassau leading life and annuity pricing, and fixed indexed annuity product management, valuation, and hedging functions. Matt is passionate about programming, data visualization, predictive modeling, and all things R. Matt holds a Bachelor of Science Degree from the University of Connecticut, is a Fellow of the Society of Actuaries, and is a Member of the American Academy of Actuaries.

## Friday, November 13<sup>th</sup> (11am-12pm EST)

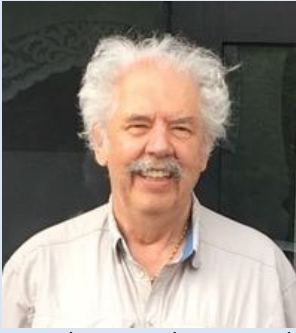
### **Professionalism**

Godfrey Perrott, FSA, ABCD Member

#### **Session Description:**

I plan to talk about professionalism in general (how it started, what it is, and what is expected of a member of a profession?). I will then narrow my focus to actuaries and discuss the four pillars of actuarial professionalism:

1. The Code of Professional Conduct
2. The Qualifications Standards
3. Actuarial Standard of Practice
4. The Actuarial Board for Counseling and Discipline



**Godfrey Perrott**, retired December 2007 from Milliman after a 43-year career. He was a consulting actuary in the Philadelphia, Boston, and London offices of Milliman. He began his actuarial career with (then) Milliman & Robertson in Seattle in 1964 and moved to Philadelphia in 1987 and Boston in 1990. He spent a year in London in 2001 and two years 2005-2007.

His specialty is life and health insurance. His consulting assignments included mutual company reorganizations (demutualizations and mergers), appraisals, tax planning, data processing systems (underwriting, administration, and reserving/reporting), variable life, and individual life product pricing. He is a graduate of Cambridge University in England.

From 1979 to 1989, he served on the SOA E&E Committee, (General Chairperson in 1989). He has served as a moderator and panelist for SOA educational programs on numerous occasions. He was active in the ASB 1995 - 2009, becoming a board member in 2004, and a Vice Chair of the ASB in 2006. He served on the Academy Board 2012 – 2015. He was a member of the IAA Actuarial Standards Committee from 2010 – 2018 (vice chair 2012-2017, chair 2018).

---

## Week 3

Monday, November 16<sup>th</sup> (11am-12pm EST)

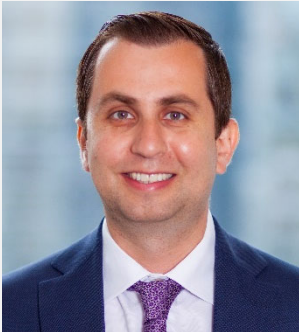
### Recent developments in Pension Risk Mitigation (Panel)

Serge Agres, Senior Investment Director, Cambridge Associates

Frank Maniaci, Actuarial Consultant, MassMutual

Allan Levin, Managing Director and Fixed Income Portfolio Manager, Wellington Management

### Session Description:



**Serge Agres** joined Cambridge Associates with over a decade of actuarial and investment experience in most aspects of the US retirement space. Serge is a Senior Investment Director who specializes in asset-liability management, liability driven investing, asset allocation, stochastic analysis, financial modeling, risk management and defined benefit plan construction. Serge is a key contributor to the development of pension risk and forecasting models as well as pension thought leadership.

Prior to joining Cambridge Associates, Serge was an actuarial and investment consultant at Aon, where he worked with a variety of corporate and multiemployer plan sponsors as well as served as an Enrolled Actuary. Prior to Aon, he worked as an actuary for Mercer and Segal Consulting where he helped manage and maintain over two dozen corporate, multiemployer and public sector clients.

**Frank Maniaci** is an actuarial consultant and resource actuary for the Defined Benefit Actuarial group at MassMutual. He has extensive background in the not-for-profit, manufacturing, utility, retail and banking industries, and has significant experience with plan design, accounting, nondiscrimination, and plan terminations.

With over 25 years in the industry, Frank has been able to leverage his deep technical background and client-focused consulting style in his role as the resource actuary. In this role, he has been instrumental in helping clients and colleagues navigate through the ever-changing landscape of the impact of the recent and proposed legislative changes.

Prior to joining MassMutual in 2019, Frank worked as a consulting actuary in the Boston office of Willis Towers Watson for over 20 years.



**Allan Levin** is a fixed income portfolio manager on the Broad Markets Team at Wellington Management who focuses primarily on inflation-linked and interest-rate markets. In this role, he develops macro, relative value, and systematic investment strategies that he implements in both sector-specific and multisector portfolios.

Before joining Wellington Management in 2015, Allan was a managing director at Deutsche Bank in New York, where his roles included head of Inflation and Fixed Income Index Trading (2008 – 2015), head of Rates Structuring (2005 – 2007), and counterparty credit risk trader (2004 – 2005).

Prior to business school, Allan was an actuary in South Africa for nine years, where he pioneered the use of sophisticated financial instruments to enhance investment returns, improve asset-liability management, and develop innovative product offerings for



insurers and their clients. Allan was a vice president on the Risk Finance team at AIG (2001 – 2002), and managing director and head of Financial Engineering at Fedsure Life (1993 – 2001).

Allan earned his MBA from Columbia University (2004) and his BSc (Hons) in operations research from the University of the Witwatersrand (1992). Additionally, he holds the Chartered Financial Analyst designation and is certified as a Financial Risk Manager. Allan is a fellow of the Society of Actuaries in the US (2003), a fellow of the Institute of Actuaries in the UK (1998), and a fellow of the Actuarial Society of South Africa (1998).

## Tuesday, November 17<sup>th</sup> (11am-12pm EST)

### **Product Development and Pricing Considerations in 2020**

Wen Liu, Senior Consultant, Oliver Wyman  
Bruce Friedland, Chief Actuary, Vantis

#### **Session Description:**

The current economic environment has forced insurers to make changes in an effort to continue to write profitable business. This session will discuss results from Oliver Wyman's 2020 US Life Insurance Pricing Survey and will provide key insights into profitability measures, pricing methodologies and assumptions used in the industry to price today's life and annuity products.

Attendees will also get a Chief Product Officer's perspective on product development and pricing considerations.

**Wen Liu** is a Senior Consultant with the Actuarial Practice of Oliver Wyman and is based in Hartford. He has nearly 20 years of experience working in the life and annuity industry. He specializes in product development, pricing and valuation. Prior to joining Oliver Wyman, Wen led Product Development and Pricing at Vantis Life. He has had a variety of different roles over his career including valuation, experience studies, and modeling. Wen is a Fellow of the Society of Actuaries and a Member of the American Academy of Actuaries.

**Bruce Friedland** has been in the insurance industry for over 35 years, mostly in the life and annuity space. He has worked at both small and large insurers in the Hartford area, primarily in actuarial roles, including pricing, valuation and in force management. He is Vantis Life's chief actuary and chief product officer, with responsibilities across all actuarial functions, product development and the Company's digital CX. Bruce is a Fellow of the Society of Actuaries and a Member of the American Academy of Actuaries.

## Wednesday, November 18<sup>th</sup> (11am-12pm EST)

### **Supplemental Health Insurance Products 101**

Tarie Summers, Product Director, The Hartford  
Dana Johnston, Actuarial Director, The Hartford

#### **Session Description:**

Not sure what the buzz around Supplemental Health products is all about? Come learn! We'll discuss the basics and also share our thoughts on the market and risks unique to Critical Illness, Accident and Hospital Indemnity insurance products.

**Tarie Summers** is the Director, Voluntary Products for The Hartford. She has over 18 years in the voluntary and employee benefits industries, with broad knowledge of where these markets have been and where they are going. She has been accountable for the end-to-end product development and management of accident, critical illness, hospital indemnity, term life, AD&D, STD and LTD products at two industry-leading carriers.

Her "why" is simple – to help insureds when they need it most, even if it's just keeping milk and eggs in the fridge and bread on the table, help paying the mortgage, or something more significant. To Tarie, product is everything our partners and customers receive and experience, from developing contract and filing with states to initial point of contact with a broker or group policyholder, through the claims process and back-end financial activity and reporting.

**Dana Johnston** has been working in the insurance industry for over 10 years; her expertise is in major medical and supplemental health insurance products. She joined The Hartford in March 2019 and is the lead pricing actuary for the group supplemental health insurance products. Prior to joining The Hartford, Dana worked at Aetna for nearly 9 years, holding various roles in Actuarial, Medical Economics and Finance. Dana is a Fellow of the Society of Actuaries and a Member of the Academy of Actuaries. Outside of

work, Dana enjoys spending time with family and friends and staying active, in particular she loves adventuring on hikes and walks with her dog.

## Thursday, November 19<sup>th</sup> (11am-12pm EST)

### **Agile for Actuaries (Panel)**

Moderator: Mark Spong, Senior Actuarial Consultant, Oliver Wyman

Jordan Edwards, VP, Mutual of Omaha

Jon Applewhite, Director, Prudential

Julia Romero, Lead of Actuarial Engineering and Advanced Modeling, Haven Life

### **Session Description:**

Initially used in IT software development as a flexible and delivery focused project management approach, the use of Agile has become increasingly popular in related fields over the past few years; the latest being actuarial. From financial reporting and modeling to pricing and product design, many actuarial teams (and insurance organizations) have implemented Agile approaches to managing their work; ditching more traditional, waterfall-based methods, for an ever-evolving culture focused on continuous delivery and adaptation.

In this session you will learn about Agile and hear from panelists from a variety of actuarial functions who are at various stages of implementing agile approaches to managing their work. They will discuss things that have worked well as well as lessons learned and areas of the Agile framework that they have deviated from in order to produce better outcomes.

At the conclusion of this session, attendees will be able to articulate the way that Agile changes the nature and approach to actuarial work while learning from the experiences of others that are utilizing Agile within their organizations.

**Mark Spong** is a Senior Consultant with the Actuarial Practice of Oliver Wyman and is based in Hartford. He specializes supporting Actuarial Transformation initiatives, mortality research, governance, and controls. Mark joined Oliver Wyman in January 2019 after holding enterprise risk management roles as well as both internal and external auditing leadership positions. Mark holds a Bachelor of Arts in Mathematics from Harvard, a Master's in Education from Stanford, and a Master's in Mathematics from UCONN. Mark is a Fellow of the Society of Actuaries, a Chartered Enterprise Risk Analyst, and a Member of the American Academy of Actuaries.

**Jordan Edwards** is a Vice President and Actuary at Mutual of Omaha. Edwards leads the model development team, which develops, maintains, and governs all corporate projection models used in valuation, financial planning, and capital management. As a part of these efforts, Edwards is leading a company-wide project to implement a new modeling framework for use throughout the company. Edwards joined Mutual of Omaha in 2011. He is a Fellow of the Society of Actuaries and a member of the American Academy of Actuaries. Edwards received a bachelor's degree from Kansas State University.

**Jon Applewhite** is a Director, Actuary at Prudential Financial and is based out of Philadelphia. His current role is within the Individual Life Pricing core-markets team and has been focused on modeling, product development, and principles-based reserving. He was also a member of the Product Prototype Lab, a cross-functional agile-scrum team that evaluates new product ideas, performs prototype analysis, and provides go/no-go recommendations. Prior to joining Prudential, Jon was a consultant in the Insurance and Actuarial Advisory Services practice of EY, where he assisted clients on various modeling engagements including, model validations, model conversions, and model governance reviews. Jon is a graduate of Temple University, a Fellow of the Society of Actuaries and a Member of the American Academy of Actuaries.

**Julia Romero** is the lead for Actuarial Engineering and Advanced Modeling at Haven Life, an online life insurance agency that's backed and wholly owned by MassMutual. At Haven Life, Julia is focused on integrating and applying data science and other analytics models to drive innovation in actuarial technology. Prior to joining Haven Life, Julia worked as an actuary at AXA US, where she focused on the development of agent-based models of annuity policyholder behavior. Julia graduated from Colgate University and is a Fellow of the Society of Actuaries and a Member of the American Academy of Actuaries.