Preliminary Program

In cooperation with the American Academy of Actuaries, and the Conference of Consulting Actuaries
Meeting Schedule

All meeting sessions will be held at the Westin Diplomat Resort & Spa.

**Monday, June 19**
4 – 7 p.m. Registration

**Tuesday, June 20**
6:30 a.m. – 6 p.m. Registration
6:30 – 7:30 a.m. Breakfast Buffet
7:30 – 8:45 a.m. General Session
8:45 – 9:00 a.m. Break
9 – 10:30 a.m. Sessions/Seminars
10:30 – 11 a.m. Break
11 a.m. – 12:30 p.m. Sessions/Seminars
12:30 – 1:45 p.m. Luncheon and keynote presentation
2 – 3:30 p.m. Sessions/Seminars
3:30 – 4 p.m. Break
4 – 5:30 p.m. Sessions/Seminars
6 – 7:30 p.m. Reception

**Wednesday, June 21**
7 a.m. – 3:30 p.m. Registration
7 – 8:00 a.m. Breakfast
8 – 9:30 a.m. Sessions/Seminars (special interest time slot)
9:30 – 10 a.m. Break
10 – 11:30 a.m. Sessions/Seminars
11:30 a.m. – 12:45 p.m. Luncheon and keynote presentation
1 – 2:30 p.m. Sessions/Seminars
2:30 – 3 p.m. Break
3 – 4:30 p.m. Sessions/Seminars

**Thursday, June 22**
7 a.m. – Noon Registration
7 – 8 a.m. Breakfast
8 – 9:30 a.m. Sessions/Seminars
9:30 – 10 a.m. Break
10 – 11:30 a.m. Sessions/Seminars

**IMPORTANT DATES**
5/19 Early registration deadline
Deadline for inclusion on attendance roster
Cancellation deadline
Hotel reservation deadline
6/2 Advanced registration deadline
6/12 Handouts available at [http://handouts.soa.org](http://handouts.soa.org)
6/26 Refunds issued after this date
Dear Friends and Colleagues,

The Spring Program Committee of the Society of Actuaries encourages you to participate in our exciting 2006 Health Spring Meeting.

We feel you’ll find the program session content to be intuitive of current trends and issues. The meeting will provide an excellent opportunity for you to enhance your learning experiences and network with other Society members. The success of the embedded seminars from last year’s Spring Meetings has been incorporated again. This new structure allows for multi-section sponsorship of topics and more detailed presentations from various points of view. And, as is always the case, the program provides plenty of time to socialize, connect with friends and make new acquaintances.

The Program Committee members and the Society staff have worked diligently to bring you a wide range of timely, useful sessions. I invite you to read through the program brochure and register now.

Following the meeting, The Program Committee would appreciate feedback on your meeting experiences. Please be sure to complete the individual session/seminar evaluations handed out on site and the overall meeting evaluation, which will be e-mailed to you shortly after the meeting.

So, come on down to warm, sunny, southern Florida! I look forward to seeing you there.

Best Regards,

Larry N. Stern, FSA, MAAA
Chairperson, 2006 Spring Program Committee
Spring Meeting Program Committee

Larry N. Stern, FSA, MAAA  Chairperson
Kevin J. Howard, FSA, MAAA  Vice Chairperson
James C. Btooks, Jr., FSA, MAAA  Actuary of the Future
Joanna Kam-leng Chu, ASA  Actuary of the Future
Hal Warren Pedersen, ASA  Education & Research
Henry W. Siegel, FSA, MAAA  Financial Reporting
Lisa F. Tourville, ASA, MAAA  Health
Daniel D. Skwire, FSA, MAAA  Health Disability Income
Marc Slutzky, FSA, MAAA  International
Nicola P. Barrett, FSA, MAAA  Investment
Daniel Bret Cathcart, ASA, MAAA  Long-Term Care
Alan J. Sheptin, ASA  Management & Personal Development
Juliet R. Sandrowicz, FSA, MAAA  Marketing and Distribution
Jeffrey A. Beckley, FSA, MAAA  Product Development
Christine E. Dugan, FSA, MAAA  Product Development
Mark R. Troutman, FSA, MAAA  Reinsurance
John O. Nigh, FSA, MAAA  Reinsurance
Hubert B. Mueller, FSA, MAAA  Risk Management
Ian G. Duncan, FSA, FIA, FCIA, MAAA  Smaller Consulting Firm
Terry M. Long, FSA, MAAA  Smaller Insurance Company
Frank J. Buck, FSA, FIA, MAAA  Taxation
Charles S. Fuhrer, FSA, MAAA, FCA  Technology
Allan W. Ryan, FSA, MAAA  American Academy of Actuaries
Keith A. Dall, FSA, MAAA  Member-at-Large
Kenneth L. Clark, FSA, MAAA  Member-at-Large
### Board of Governors 2005-2006

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<tr>
<th>Position</th>
<th>Name</th>
<th>Term Expires</th>
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<tr>
<td>President</td>
<td>Robert M. Beuerlein, FSA, MAAA</td>
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<td>President-Elect</td>
<td>Edward L. Robbins, FSA, MAAA</td>
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<td>Vice-Presidents</td>
<td>Thomas R. Corcoran, FSA, MAAA</td>
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<td>Jay M. Jaffe, FSA, MAAA</td>
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<td>Mike Lombardi, FSA, FCIA, MAAA</td>
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<td>Kathleen R. Wong, FSA, MAAA</td>
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<td>Secretary/Treasurer</td>
<td>Bruce D. Schobel, FSA, MAAA, FCA</td>
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<td>Stephen G. Kellison, FSA, MAAA, EA</td>
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<td>Neil A. Parmenter, FSA, MAAA, EA, FCA</td>
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<td>Noel John Abkemeier, FSA, MAAA</td>
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<td>Mary J. Bahna-Nolan, FSA, MAAA</td>
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<td>Christopher M. Bone, FSA, MAAA, EA</td>
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<td>Patricia A. Pruitt, FSA, MAAA</td>
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Max J. Rudolph, FSA, MAAA 2007
Barry L. Shemin, FSA, MAAA 2006
Kenneth A. Steiner, FSA, EA, MAAA, FCA 2007
Richard Q. Wendt, FSA, MAAA, EA 2006
Teresa Russ Winer, FSA, MAAA 2006
Program Information
This program outlines the schedule for all sessions. A brief description of each session and its specialty track is included. A final program and program summary listing all room locations will be distributed at the meeting.

Acronyms
For an explanation of the acronyms listed in this program, please visit our Web site at: http://library.soa.org/library-pdf/acronym_listing.pdf

Antitrust Disclaimer
The Society of Actuaries and the cooperating organizations make no warranties as to the accuracy of the information contained in these discussion forums. The posting of messages does not constitute knowledge, endorsement or approval by the Society of Actuaries and the cooperating organizations, nor do we accept any liability for the content of any posting. Individuals using these discussion forums do so at their own risk and shall also remain individually responsible for their actions and statements in using these discussion forums.

Because the Society of Actuaries and the cooperating organizations are committed to adhering strictly to United States antitrust, copyright, trademark, securities and other federal statutes, as well as state common laws covering libel, slander, defamation, false advertising, invasions of privacy and violations of the rights of publicity, we strongly discourage users of these discussion forums from posting anything that: (1) sets or controls prices or terms of products or services and the manners in which products or services are sold; (2) violates the proprietary or personal rights of others; or (3) constitutes an advertisement. Your use of or participation in the Society of Actuaries’ meeting discussion forums is acknowledgement of your agreement with the above and your promise to use these discussion forums in a professional and courteous manner.

Continuing Education Credit
Professional Development Credit – [PD]
The Professional Development (PD) requirement within the Education System 2000 provides a means for candidates to acquire relevant technical and advanced knowledge. Within a two-year period, the candidate must obtain at least 35 units from the completion of suitable formal professional development programs. At least 20 of the 35 required units must come from SOA-approved programs. A [PD] symbol below the session title in this program indicates a session has been designated as an SOA-approved session. PD candidates are reminded that all sessions selected should address topics that are consistent with the educational objectives of his professional development plan. Attendees looking to obtain Professional Development credits are responsible for keeping track of the programs they attend, as the SOA does not provide certificates of attendance for Professional Development credit.

For further information regarding the PD requirement, please see the SOA Associateship and Fellowship Catalog or access the SOA Web site.

Guest Presenters
Nonmember presenters are indicated with an asterisk (*) throughout the program.

Notice of Intent to Publish and Copyright
Presenters are reminded that the sessions will be recorded and published in various media, including print, audio and video. Expressions of opinion are those of the participants individually and, unless expressly stated to the contrary, are not the opinion or position of the Society of Actuaries, its co-sponsors or its committees. The Society of Actuaries assumes no responsibility for statements made or opinions expressed in the sessions or in their publication, regardless of the publication media.

Online Registration
For convenient, error-free registration, visit http://HealthSpringMeeting.soa.org and register via the Web.
Program Information – (continued)

Paperless Meeting
In an effort to reduce print production and allocate resources to other areas of the program, the SOA will not be providing hard copies of handouts for all sessions. Hard copies will be produced by the SOA for certain sessions if it is deemed necessary by the presenter, and if the presentation is received by the SOA designated deadline. In addition, presentations received by the deadline will be posted for general viewing on the SOA Web site in PDF format seven (7) working days prior to the meetings, so that attendees may print handouts to bring with them if they wish. Handouts can be accessed at http://handouts.soa.org. All presentations (including late and amended materials) will be posted for general viewing on the SOA Web site after the meeting.

Session Description Updates
As presenters are recruited, they may decide to change the wording of their session(s). Please check the Health 2006 Spring Meeting online descriptions for any updates.

Session Formats
This meeting includes the following formats:

- **Buzz Group (BG)** consists of a large group of participants divided into small units, usually of no more than six participants each, meeting simultaneously. The purpose of the group is to react to a topic or a charge given to them.

- **Interactive Forum (IF)** is an actively-moderated session that includes significant participation.

- **Open Forum (OF)** is a broad discussion of a topic with high levels of audience participation.

- **Panel Discussion (PD)** consists of experts presenting specific topics with limited audience participation.

- **Section Meeting (SM)** is a business or social activity sponsored by an SOA section. Additional fees may be charged.

- **Teaching Session (TS)** is a detailed, how-to approach to the stated subject matter conducted with a small group of participants.

- **Workshop (WS)** is an informal discussion of a topic structured for a small group of participants.

Special Interest Sessions
The Wednesday, June 21 slot from 8 - 9:30 a.m. focuses on areas of special interest or topics that highlight Society of Actuaries sessions coordinated by special interest sections.
General Session

Be sure to start off this meeting right by taking in an exciting message from SOA President Robert M. Beuerlein, FSA, MAAA, including updates on the progress of SOA initiatives. You'll also get to know the 2007 president-elect candidates as they present attendees with their ideas for the future direction of SOA.

A special recognition of the SOA Health Section, celebrating it's 25th anniversary highlights the session.

Keynoter Richard Anderson, executive vice president of UnitedHealth Group, serves as the CEO of its health technology subsidiary, Ingenix, Inc. Prior to joining UnitedHealth Group, he spent 17 years in the airline industry, most recently as CEO of Northwest Airlines Corporation.

Anderson discusses the similarities and differences between the airline industry and the health care industry. Can we take the successes and failures and learn from both?
Tuesday, June 20
9 - 10:30 a.m.  

Session 3 L

Specialty Track/Sponsor: Health

Health Policy: How is it Made?
[PD]

Moderator: Kara L. Clark, FSA, MAAA
Lecturer: Beaufort B. Longest, Jr. *
Experience required: none

Gain a greater insight into how health policy is formed and its relevance to the market. Health care is an extremely important social issue, typically one of the top concerns of voters. Health policy has significant influence over the health actuary’s professional work and his life as a citizen.

You’ll develop a broader understanding of the role of various players in informing and shaping health policy and an appreciation for how attendees can get involved at various levels.

Coordinator: Kara L. Clark, FSA, MAAA

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Tuesday, June 20
9 - 10:30 a.m.  

Session 4 PD

Specialty Track/Sponsor: Health

Specialty Pharmaceuticals – the Newest Frontier in Drug Management
[PD]

Moderator: TBD
Panel: Steven D. Berna, FSA, MAAA, William Crown, Ph.D. *
Experience required: none

Learn all about specialty pharmaceuticals: what are they, and how have they impacted medical costs over the last several years. Panel members will explore current trends in managing and mitigating specialty Rx costs.

You’ll take home increased knowledge about this growing area of medical treatments, including methods being used to ensure cost-effective and appropriate delivery.

Coordinator: Cynthia S. Miller, FSA, MAAA
Tuesday, June 20
9 - 10:30 a.m.  5 Seminar

Specialty Track/Sponsor: Health


Moderator: Craig S. Kalman, FSA, MAAA
Panel: Greg Burgess *, Jugna Shah, MPH *, Joel Shalowitz, M.D., MBA, FACP *, Harry L. Sutton, FSA, MAA, FCA
Experience required: moderate

Provider contracting takes on numerous issues such as negotiations and monitoring of experience throughout the contract effective period. Each side has their own desired outcome. This three-part seminar covers issues dealing with both plan and provider expectations during negotiations, discussing various factors and metrics, and best practices for each stakeholder. Each session will conclude with an interactive forum to discuss various mini-case studies. Participants are encouraged to add any of their own mini-case studies during this time.

In the first part of this seminar you’ll learn:
• How payers and providers analyze their contracts and negotiations
• What type of changes are being seen in contracts and what is driving those changes

You’ll gain:
• An understanding of how contracting continues to evolve
• Knowledge on how to prepare for negotiations

Coordinator: Craig S. Kalman, FSA, MAAA

Tuesday, June 20
9 - 10:30 a.m.  Session 6 PD

Specialty Track/Sponsor: Long-Term Care

The Basics of Long-Term Care

Moderator: Robert K. Yee, FSA, MAAA
Panel: Kathleen Hamby, CLU, CLTC, LTCP *, Andrew J. Herman, FSA, MAAA
Experience required: none

Increase your understanding of long-term care insurance and learn what makes this a truly unique product.

Expert panelists will provide an overview of long-term care. They’ll present basic information related to:
• Industry players
• How the product works
• Unique pricing and risk considerations
• Reserve and capital requirements

Follow up: 15 PD

Coordinator: Daniel Bret Cathcart, ASA, MAAA
Tuesday, June 20
9 - 10:30 a.m.

Session 7 OF

Specialty Track/Sponsor: Health

Voluntary Worksite Life Products
[PD]

Moderator: Thomas R. Corcoran, FSA, MAAA
Panel: Bonnie Brazzell *, Jeffrey D. Koll, FSA, MAAA
Experience required: none

In this interesting session you'll learn more about the voluntary worksite life market. You'll gain an understanding of actuarial issues and how to address them, and learn the keys to designing, pricing and implementing a successful voluntary worksite life program. Voluntary worksite products are the fastest-growing segment of the group life marketplace. Many companies are in the process of developing products and entering the marketplace, but there is little publicly-available data or other information. In this session, highly-experienced actuaries and marketers will provide background and facilitate discussions relating to this product line including:

- Target markets, products, distribution, and growth potential
- Actuarial issues
- Success and failures in the marketplace

Coordinator: Karl G. Volkmar, FSA, MAAA, FCA

Tuesday, June 20
9 - 10:30 a.m.

Session 8 OF

Specialty Track/Sponsor: Health Disability Income

The Impact of External Factors on Disability Insurance
[PD]

Moderator: Daniel D. Skwire, FSA, MAAA
Panel: Daniel D. Skwire, FSA, MAAA, Dennis Yu, ASA, MAAA
Experience required: moderate

Be sure to participate in this exciting open forum in which expert panelists will discuss the wide range of external factors and explore which ones are having the greatest impact on disability insurance. Panelists will also discuss those impacts likely to be of increasing importance in the future. Additional topics may include the following:

- Regulatory developments in California and elsewhere
- The impact of consumer-driven health care products
- Economic trends, including interest rates

Coordinator: Daniel D. Skwire, FSA, MAAA
Tuesday, June 20
9 - 10:30 a.m.  

Specialty Track/Sponsor: Smaller Consulting Firm

**Using Acting Techniques to Improve Your Presentation Skills**  
[PD]

Moderator: Ian G. Duncan, FSA, FIA, FCIA, MAAA  
Facilitator: David Ferrie *  
Experience required: none

So you have attended the SOA workshops on preparing a good presentation, you have honed your argument, and you think you are ready for a winning presentation? Why take the risk of spoiling a great presentation by stuttering, speaking too fast, staring at your client's shoes, and making other elementary mistakes?

This workshop, conducted by a professional actor, is designed to teach you some basic techniques to make your presentation look more professional including:

- How to stand  
- How to breathe  
- Pacing and pausing  
- Engaging the audience  
- And more!

Coordinator: Ian G. Duncan, FSA, FIA, FCIA, MAAA
Tuesday, June 20
11 a.m. – 12:30 p.m.  Session 12 PD

Specialty Track/Sponsor: Health

Prescription Drug Update

[PD]

Moderator: Geoffrey C. Sandler, FSA, MAAA
Panel: Steven D. Berna, FSA, MAAA, Cathy Gibson, RPH *, David Veschi *
Experience required: moderate

Gain a better understanding of the complex issues influencing prescription drug costs and utilization in today’s environment in this informative session.

Prescription drug costs continue to be a significant portion of medical claim costs, even though cost trends appear to have been slowing lately. A number of issues could push drug costs up or down in coming years. Our expert panelists will discuss issues such as:

- A number of brand name drugs will see their patents expire, and generic equivalents will become available.
- New, expensive drugs, under patent, will continue to emerge and they may or may not help to reduce medical non-drug claim costs.
- The growth of Consumer Directed Health Plans is resulting in more consumers paying the full cost of their prescriptions, and generic utilization under these plans is increasing.

Coordinator: Geoffrey C. Sandler, FSA, MAAA

Tuesday, June 20
11 a.m. – 12:30 p.m.  Session 13 PD

Specialty Track/Sponsor: Health

Predictive Modeling - Lessons Learned

[PD]

Moderator: TBD
Panel: Wesley R. Peterson, ASA, Lori Weyuker, ASA
Experience required: moderate

Increase your knowledge of the pros and cons of currently available predictive models in this session that asks, “What are we predicting?” Predictive models have improved dramatically since their inception. Speakers will discuss new real-life case studies on uses of various predictive models. Were the projects successful in predicting health care consumption? Are predictive models superior to other relevant methods?

Case studies presented will assume previous exposure to predictive models.

Coordinator: Lori Weyuker, ASA
Tuesday, June 20
11 a.m. – 12:30 p.m.

Specialty Track/Sponsor: Health

**Disease Management Topics**
[PD]

Moderator: TBD
Panel: Don Fetterolf, M.D. *, Allan Khoury, M.D. *
Experience required: Moderate

Take part in this session to gain a clearer understanding of the benefits of the available disease management. Disease management is becoming more widely implemented. Are these programs delivering? What are some valid methods for calculating ROI? Should ROI be considered, or should disease management be considered a core part of health care systems? Our top-notch speakers will answer these questions and present new real-life case studies on disease management implementation. Did the DM programs presented offer some kind of value (social and/or financial)? Are health care systems just as efficient with or without these programs?

Case studies presented will assume previous exposure to the topic.

Coordinator: Lori Weyuker, ASA

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Tuesday, June 20
11 a.m. – 12:30 p.m.

Specialty Track/Sponsor: Long-Term Care

**Long-Term Care Industry Snapshot**
[PD]

Moderator: Robert K. Yee, FSA, MAAA
Panel: Theresa W. Bourdon, MAAA, FCAS, FCA *, Kathleen Hamby, CLU, CLTC, LTCP *, Andrew J. Herman, FSA, MAAA
Experience required: none

Gain an understanding of the current direction of the long-term care insurance industry and how carriers are positioning themselves for the future.

Panelists will provide an overview of current status of long-term care industry. They will cover recent hot topics such as:

- New product and distribution trends
- Other influential environmental trends and implications
- Key takeaways by track from LTCI conference
- Industry think tank position and efforts

**Follow up to:** 6 PD

Coordinator: Daniel Bret Cathcart, ASA, MAAA
Tuesday, June 20
11 a.m. – 12:30 p.m.  Session 16 PD

Specialty Track/Sponsor: Reinsurance, Health

Government Program Reinsurance Market Update
[PD]

Moderator: Patrick L. Collins, FSA, MAAA
Panel: Ian G. Duncan, FSA, FIA, FCIA, MAAA, Peter Robinson *, Brian Dale Shively, FSA, MAAA
Experience required: moderate to substantial

Panel members will discuss the different ways that reinsurance mechanisms are utilized for government medical programs. Pricing, underwriting issues and trends in catastrophic reinsurance of Medicare and Medicaid programs will be reviewed. Panelists will explore new and niche market structures as well as traditional structures. In addition, one panelist will discuss the implications of using a government-based reinsurance program for commercial risks. You’ll increase your understanding of:

- How the reinsurance has evolved due to recent government initiatives
- Pricing and underwriting considerations for these risks
- Special state programs for these risks
- The various ways that reinsurance is utilized for these markets

Coordinator: Mark R. Troutman, FSA, MAAA

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Tuesday, June 20
11 a.m. – 12:30 p.m.  Session 17 IF

Specialty Track/Sponsor: Health

Claim Distribution Tables
[PD]

Moderator: Charles S. Fuhrer, FSA, MAAA, FCA
Panel: Charles S. Fuhrer, FSA, MAAA, FCA
Experience required: moderate

Take part in this interesting session to increase your technical and theoretical understanding of the use of A&H Claim Distribution Tables.

Experienced panelists will discuss claim distribution tables used in Accident & Health insurance products. They’ll cover:

- Changes in their development and use over time
- Different uses - considerations and adjustments based on use
- Use of pooling points and pooling charges in the development

Coordinator: Mark E. Billingsley, FSA, MAAA

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Tuesday, June 20
11 a.m. – 12:30 p.m.

Group Disability Experience Committee Update

Moderator: Roger L. Martin, FSA, MAAA
Panel: Roger L. Martin, FSA, MAAA
Experience required: moderate

Give feedback in this interactive session in which members of the Group Disability Experience Committee of the SOA will present preliminary results of data gathered for an intercompany morbidity study. Committee members will also describe the challenges they encountered during the study and solicit feedback from the audience on a variety of work-related issues.

Coordinator: Daniel D. Skwire, FSA, MAAA

Tuesday, June 20
11 a.m. – 12:30 p.m.

Medicare Seminar Part 1: MMA – One Year Later
[PD]

Moderator: TBD
Panel: TBD
Experience required: moderate

Increase your knowledge of practical problems faced in the Medicare Modernization Act bidding process and hear panelists discuss their observations regarding lessons learned relative to outcomes of the initial bid process.

We are now into the first year of implementation of the Medicare Modernization Act. Expert panelists will discuss implementation issues and potential challenges in the second year of MMA bidding. A brief overview of the stated objectives and framework for the program changes will be provided for those less familiar with the MMA. In addition, panelists will explore actuarial issues and problems raised by the legislative changes associated with the MMA.

Coordinator: John C. Lloyd, FSA, MAAA
Tuesday, June 20
12:30 – 1:45 p.m.  

General Luncheon

**Profits=Underwriting…Here’s Why!**
Hank George, founder and chair of LOMA’s Health Underwriting Study Group, will show why profitability is *inexorably* tied to how insurers underwrite new risks. He will weave together the (oft-unappreciated) impact of competent underwriting which goes beyond satisfactory morbidity to profoundly reduce business costs, cycle time and wastage (this last consideration being central to success in the present marketplace).

**Travel In n-Dimensional Space**
Don Fetterolf, MD Corporate Vice President Health Intelligence at Matria Healthcare and Chairman of the DMAA Quality and Research Committee, will provide a vendor’s perspective of the struggles with ROI. Multidimensional outcomes analyses, the vagaries of "wellness", and different philosophies on what medical management is really trying to do all make for headaches for actuaries in and out of disease management. What's coming and what's new will be reviewed.

The general luncheon is included in your registration fee. You may register your guest(s) for the luncheon by including $50 per person with your registration fee. Admission tickets are available for purchase at the meeting as space permits. Refunds will not be given.

Tuesday, June 20
2 - 3:30 p.m.  

Specialty Track/Sponsor: General  

**Alternative Underwriting - A New Concept in Health Insurance Risk Appraisal**

Moderator: Hank George *
Panel: Hank George *, Allen M. Klein, FSA, MAAA, Chris E. Stehno *
Experience required: No

There are many variables affecting health, and thus insurability, that are theoretically measurable…but have yet to be used in health insurance underwriting. With the advent of the use of teleinterviews with applicants, the potential to infuse some or all of these into our risk selection paradigms may be at hand. This session will focus on what these variables could be and why they might fit into a revolutionary approach to modifying how we assess health insurance risks.
Tuesday, June 20  
2 - 3:30 p.m.  

Specialty Track/Sponsor: Actuary of the Future  

**Personal Actuaries on Parade**  

Moderator: Teresa Russ Winer, FSA, MAAA  
Panel: Janet G. Deskins, FSA, MAAA, Paul T. Richmond, ASA, EA, MAAA  
Experience required: none  

Learn what it takes to become a personal actuary! A panel of practicing personal actuaries will share their experiences and describe just what roles they fill. In the process, they’ll address topics such as:

- What attracted them to this career option
- The wide variety of services a practicing actuary can provide
- How to attract and build a client base
- Greatest challenges
- Compensation methods
- Professional liability issues

You’ll learn that the profession is not static - many members are responding to new opportunities.

Coordinator: James C. Brooks, Jr., FSA, MAAA

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Tuesday, June 20  
2 - 3:30 p.m.  

Specialty Track/Sponsor: Health  

**Limited Benefit Medical – Product Design and Marketing**  
(PD)  

Moderator: William R. Lane, FSA, MAAA  
Panel: Warren M. Cohen, FSA, MAAA, William R. Lane, FSA, MAAA, James T. O’Connor, FSA, MAAA  
Experience required: moderate  

Participate in this informative session and gain a better understanding of the keys to market success and the difficulty in competing in this market. Our expert panelists will discuss the current state of the limited-benefit market including the unique challenges in designing these products, as well as selling, and underwriting them. Various types of limited-benefit medical products will be discussed, as well as various target markets.

Coordinator: William R. Lane, FSA, MAAA
Tuesday, June 20
2 - 3:30 p.m.  
Session 27 PD

Specialty Track/Sponsor: Health

Comparing Various Nations Health Systems – Successes and Failures [PD]

Moderator: Lisa F. Tourville, ASA, MAAA  
Panel: Jay P. Boekhoff, FSA, MAAA, Lori Weyuker, ASA  
Experience required: none

Take this session and gain insight into other nations’ health systems as knowledgeable panelists explore what the United States can learn from each system and what other nations can learn from the U.S.

Many nations are looking for ways to improve the cost, access, quality and delivery of health care. The role of private insurance to help meet these difficulties is being explored. Can the U.S. learn from successes and failures from other nations’ health care systems? And, can other nations learn from the successes and failures experienced within the U.S.?

Panelists will discuss the health system profile, role of private health care services and ability to provide adequate/quality health care. Specific examples will be discussed which illustrate what is being done well in the public and private sectors and suggestions will be made about what might be done differently.

Coordinator: Lisa F. Tourville, ASA, MAAA

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Tuesday, June 20
2 - 3:30 p.m.  
Session 28 PD

Specialty Track/Sponsor: Health Disability Income

Catastrophe Risk in Disability and Group Life Insurance [PD]

Moderator: Alexander D. Marek, FSA, MAAA  
Panel: Alexander D. Marek, FSA, MAAA  
Experience required: moderate

Join our expert panelists as they describe the manner in which disability and group life insurers evaluate and address risk. Most insurance products, to a greater or lesser extent, are subject to catastrophe risk, in which a single devastating event may cause an enormous financial loss. Specific topics include the nature of the catastrophe risk, methods for projecting and modeling the financial impact of catastrophes and current options for mitigating catastrophe risk. This session also includes an update on recent developments with the federal Terrorism Risk and Insurance Act (TRIA) that may affect life and health insurers.

Coordinator: Daniel D. Skwire, FSA, MAAA
Tuesday, June 20  
2 - 3:30 p.m.  

Specialty Track/Sponsor: Reinsurance, Health

**Session 29 PD**

**Catastrophic Medical Claim Trends**  
[PD]  

Moderator: Daniel L. Wolak, FSA, MAAA  
Panel: Merry Gann *, Boris Garcia-Zakzuk *, Michael E. Rieth, ASA, MAAA  
Experience required: moderate to substantial  

Explore trends in severity and frequency of various categories of catastrophic claims such as transplant, neonatal, trauma and others. Attend this session and learn all about:  

- Other trends in frequency and severity of excess medical claims  
- Claim management issues and vendors impacting reinsurance of such claims  
- Other pricing and underwriting considerations  

Coordinator: Mark R. Troutman, FSA, MAAA  

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Tuesday, June 20  
2 - 3:30 p.m.  

Specialty Track/Sponsor: Health

**30 Seminar**

**Medicare Seminar Part 2: Bid Audits – Reviewing Medicare Advantage and PDP Bids**  
[PD]  

Moderator: TBD  
Panel: TBD  
Experience required: moderate  

Gain insight into the audit standards and expectations of CMS with regard to Medicare Advantage plan (MA) and Prescription Drug Plan (PDP) bids. Experienced panelists will discuss actuarial issues and problems encountered in the bid audit process. Bids for Medicare Advantage Plans (MA) and Prescription Drug Plans (PDP) are subject to an audit and review by CMS. Revisions under the Medicare Modernization Act and the introduction of PDP plans have created a new set of standards and requirements for these audit reviews. Panelists will discuss these requirements and the expectations of CMS for submitted bids.  

You’ll increase your sensitivity for the issues and items of interest in the CMS audits.  

Coordinator: John C. Lloyd, FSA, MAAA
Tuesday, June 20
2 - 3:30 p.m.  31 Seminar

Specialty Track/Sponsor: Health

Provider Contracting Seminar Part 2: Metrics – Is Everyone Using the Same Yardstick?
[PD]

Moderator: Craig S. Kalman, FSA, MAAA
Panel: Greg Burgess *, Jugna Shah, MPH *, Joel Shalowitz, M.D., MBA, FACP *, Harry L. Sutton, FSA, MAAA, FCA
Experience required: moderate

Provider contracting takes on numerous issues such as negotiations and monitoring of experience throughout the contract effective period. Each side has their own desired outcome. This three-part seminar covers issues dealing with both plan and provider expectations during negotiations, discussing various factors and metrics, and best practices for each stakeholder. Each session will conclude with an interactive forum to discuss various mini-case studies. Participants are encouraged to add any of their own mini-case studies during this time.

In the second part of this seminar you'll learn:
• How are plans measuring contract provisions
• How are providers measuring their reimbursements

You'll gain:
• An understanding of how to measure impacts on claims costs, trends and pricing
• Knowledge on how to use this information in preparing for future contract negotiations

Coordinator: Craig S. Kalman, FSA, MAAA

Tuesday, June 20
4 - 5:30 p.m.  Session 34 PD

Specialty Track/Sponsor: Health, Reinsurance

State-Run High-Risk/High-Cost Health Reinsurance Pools – Do They Work?
[PD]

Moderator: TBD
Panel: Earl L. Hoffman, FSA, MAAA, James T. O’Connor, FSA, MAAA, Thomas D. Snook, FSA, MAAA
Experience required: moderate

Familiarize yourself with the approaches states are taking to reinsurance pools, the successes and the failures as well as developments looming on the horizon. The number of Americans without health insurance is growing. State high-risk reinsurance pools have been proposed by some as a partial solution to the uninsured problem. You'll learn about:
• The various reinsurance and risk pool mechanisms that exist today
• The new developments in this arena
• What the experience has been under several of the state-run, high-cost pools

Coordinator: Cynthia S. Miller, FSA, MAAA
Tuesday, June 20  
4 - 5:30 p.m.  

Session 35 PD  

Specialty Track/Sponsor: Health  

Integrating Health and Productivity Management Strategies  
[PD]  

Moderator: Jodie L. Hansen, FSA, MAAA  
Panel: Neil S. Austin *, Stephen P. Melek, FSA, MAAA  
Experience required: none  

Review health and productivity management programs that have been implemented, and garner insight into the success level of various integrated health and productivity management strategies by attending this interesting session.  

Employers who have integrated their health and productivity management programs have made significant strides in understanding the impact of health and productivity on their organizations' bottom line. Critical to this strategy is collaboration among key health stakeholders, senior leaders, unions and vendors for a unified approach to the reduction of illness, absence and disability. This includes the implementation of targeted wellness and injury-prevention programs that improve the health of their employees, thereby decreasing time away from work.  

Coordinator: Jodie L. Hansen, FSA, MAAA  

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Tuesday, June 20  
4 - 5:30 p.m.  

Session 37 PD  

Specialty Track/Sponsor: Health Disability Income, Long-Term Care  

Stochastic Modeling in Disability and Long-Term Care  
[PD]  

Moderator: Amy Pahl, FSA, MAAA  
Panel: Edward B. McEllin, FSA, MAAA, Amy Pahl, FSA, MAAA  
Experience required: moderate  

Take a practical look at real-life examples of stochastic modeling, as expert panelists discuss pricing, valuation and financial projections in this unique session. Disability and long-term care actuaries are accustomed to working with a wide variety of financial models for pricing, valuation, and financial planning. Most of these models are deterministic in nature, focusing on expected results rather than on the possible variance of those results. Increasingly, however, insurers are exploring methods of stochastic modeling as a means to help them understand the nature and scope of the risk and variability inherent in their business.  

Coordinator: Amy Pahl, FSA, MAAA
Tuesday, June 20
4 - 5:30 p.m.  

Session 38 WS

Specialty Track/Sponsor: Health

**Small Group Medical – Current Issues**

[PD]

Facilitators: Daniel W. Bailey, ASA, MAAA, Bernon R. Erickson, Jr., ASA, MAAA, Thomas Jacob Leibowitz, FSA, MAAA

Experience required: moderate

Take in the latest issues of interest in the small group market, including underwriting, plan design changes, pharmacy benefits, rating bands, managed care, claim cost trends and federal and state regulatory concerns. You’ll have an opportunity to share your recent experiences and current concerns.

You’ll gain a better understanding of the current market environment for small group medical, and have a better awareness of possible future issues.

Coordinator: William R. Lane, FSA, MAAA

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Tuesday, June 20
4 - 5:30 p.m.  

39 Seminar

Specialty Track/Sponsor: Health

**Medicare Seminar Part 3: Update on CMS Prescription Drug Plans**

[PD]

Moderator: TBD

Panel: TBD

Experience required: moderate

Increase your appreciation for the actuarial issues and outcomes of the initiation of Medicare’s new drug program for eligible individuals.

Bids are now in place and enrollment completed for the new CMS Medicare Part D plans. Panelists will discuss their observations as to issues and outcomes from this first year of the program, changes and outcomes in the marketplace, and potential issues arising in the second-year bidding process.

Topics may include:

- A brief discussion of the program for those less familiar with Part D and an update on emerging issues and potential changes
- Issues and problems faced by PDP carriers
- Outcomes and issues for those receiving the federal subsidy
- Actuarial issues and concerns specific to the program
- Round Two

Coordinator: John C. Lloyd, FSA, MAAA
Tuesday, June 20
4 - 6 p.m. 40 Seminar

Society of Actuaries Health

Specialty Track/Sponsor: Health


Moderator: Craig S. Kalman, FSA, MAAA
Panel: Greg Burgess *, Jugna Shah, MPH *, Joel Shalowitz, M.D., MBA, FACP *, Harry L. Sutton, FSA, MAAA, FCA
Experience required: moderate

Provider contracting takes on numerous issues such as negotiations and monitoring of experience throughout the contract effective period. Each side has their own desired outcome. This three-part seminar covers issues dealing with both plan and provider expectations during negotiations, discussing various factors and metrics, and best practices for each stakeholder. Each session will conclude with an interactive forum to discuss various mini-case studies. Participants are encouraged to add any of their own mini-case studies during this time.

In this third part of the seminar you'll learn:
- How do provider billing changes impact payer payments
- What impact do third party changes, such as Medicare outpatient hospital services being paid under APCs, have on what you see on claims

You'll gain:
- An understanding of how to measure impacts on claims costs, trends and pricing
- Knowledge on how to use this information in preparing for future contract negotiations

Coordinator: Craig S. Kalman, FSA, MAAA

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Tuesday, June 20
6 - 7:30 p.m.

Reception

This may be the event of the meeting. You and your registered guests are invited to attend this exciting networking event. Enjoy appetizers and cocktails while hobnobbing with those “must meet” contacts. And don’t forget to bring along plenty of business cards, too, to pass around to all the VIPs you meet.
Wednesday, June 21
7 - 7:45 a.m.  
Session 42 SM

Specialty Track/Sponsor: Education and Research

Education and Research Section Continental Breakfast
Chairperson: Ian G. Duncan, FSA, FIA, FCIA, MAAA

Take advantage of this networking opportunity by joining the Education and Research Section for a continental breakfast as section leaders discuss current interest issues.

This breakfast is open to all meeting attendees free of charge. If you plan to attend, you must register in advance to obtain a ticket.

Coordinator: Hal Warren Pedersen, ASA

Wednesday, June 21
7 - 7:45 a.m.  
Session 43 SM

Specialty Track/Sponsor: Health Disability Income

Disability Special Interest Group Hot Breakfast
Chairperson: Daniel D. Skwire, FSA, MAAA
Panel: Robert W. Beal, FSA, MAAA
Experience required: moderate

This is a great opportunity for disability actuaries to get together and network on an informal basis. The Disability Special Interest Group will update participants on its activities and present the latest information on recent sales and profit trends in the disability market.

This hot breakfast is open to all meeting attendees. There is a nonrefundable charge of $10 per person. Please include the additional fee with your registration.

Coordinator: Daniel D. Skwire, FSA, MAAA
Wednesday, June 21  
8 - 9:30 a.m.  

**Session 46 PD**  

**Specialty Track/Sponsor:** Actuary of the Future  

**Competitive Threats to Actuaries of the Future from Non-Actuaries**  

**Moderator:** Sudha Shenoy, FSA, MAAA  
**Panel:** Joel Albizo *, David S. Duncan, FSA, MAAA, Margaret Resce Milkint  
**Experience required:** none  

Become a contender! Learn how personal development can enhance your competitiveness in the labor market while gaining insight into how you can support SOA strategic efforts to maintain the competitiveness of the actuarial profession.  

The actuarial profession continues to take on challenges due to rapid changes in the financial services industry and competition from other professions. In this session, panelists:  

- Describe competitive threats to various actuarial practice areas based on employer and member research conducted by the SOA Strategic Planning Committee  
- Share their perspectives on competitive threats based on their background and actual experiences  
- Discuss how the SOA strategic plan addresses these threats  

**Coordinator:** Joanna Kam-Ieng Chu, ASA

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**Wednesday, June 21**  
**8 - 9:30 a.m.**  

**Session 47 PD**  

**Specialty Track/Sponsor:** International  

**Entry into the China Group Insurance and Health Insurance Markets for Foreign Companies**  

**[PD]**  

**Moderator:** TBD  
**Panel:** Andrew B. Wang, FSA, MAAA  
**Experience required:** moderate  

Thinking about entering the Chinese market? You don’t want to miss out on this session as expert panelists discuss evaluating the opportunities and the approaches to gaining approvals for and entering the Chinese markets for group life and health insurance. Knowledgeable practitioners will discuss what has been successful and what hasn’t, and what qualities the authorities look for in a new entrant.  

You’ll leave with a better understanding of how to plan to break into the Chinese market.  

**Coordinator:** Marc Slutzky, FSA, MAAA
Wednesday, June 21
8 - 9:30 a.m.  
Session 48 PD

Specialty Track/Sponsor: Risk Management, Health

Risk Management for Individual Products  
[PD]

Moderator: Thomas R. Corcoran, FSA, MAAA  
Panel: James E. Oatman, FSA, FCIA, MAAA, Douglas W. Taylor, FSA, MAAA, FCIA, Robert K. Yee, FSA, MAAA  
Experience required: moderate

Learn about the practical aspects of risk management for individual products while learning about others’ real-life experiences. Risk management is a hot topic for actuaries and the SOA. Individual health insurance presents opportunities to apply some traditional risk management techniques as well as original approaches to unique exposures. This session addresses risk management issues for long-term care, individual disability and limited benefit medical products.

Our knowledgeable speakers are experienced in risk management and will describe what they do, why they do it and the benefits their companies get.

You’ll gain insights into:
- Risk management principles and practice-specific to individual health products
- Actuarial perspectives on risk management
- Practical issues for successful risk management programs

Coordinator: Thomas R. Corcoran, FSA, MAAA
**Wednesday, June 21**
8 - 9:30 a.m.  

Specialty Track/Sponsor: Technology  

**Session 49 PD**

**IT Investment – Actuaries as Stakeholders**

Moderator: Van Beach, FSA, MAAA  
Panel: Van Beach, FSA, MAAA, Lisa Fox *, Jonathan E. Trend, FSA, MAAA  
Experience required: none

Product design, pricing, profitability, experience reporting, risk management – areas for which actuaries are directly responsible - are increasingly dependent upon technology and the IT department. As a result, actuaries have a growing stake in IT strategy and investment decisions. Actuaries can provide strategic direction and can directly benefit from technology investment – enable product design, improve risk management, enhance modeling capabilities, etc., – but they must be able to identify and communicate the opportunities.

This session will explore:
- The many ways systems and technology directly impact an actuary’s job responsibilities
- The input needed from actuaries during the IT investment decision-making process
- Is there an opportunity for companies to gain competitive advantage by breaking traditional lines between actuarial and IT departments?

Coordinator: Charles S. Fuhrer, FSA, MAAA
Wednesday, June 21
8 - 9:30 a.m.

Specialty Track/Sponsor: Smaller Insurance Company

Health Product Opportunities for Smaller Insurance Companies

[PD]

Moderator: Norman E. Hill, FSA, MAAA
Facilitators: Andrea C. Polischuk, ASA, Arthur J. Verney, FSA, MAAA
Experience required: moderate

This session is two sessions in one! You’ll get the opportunity to join one of four groups to discuss one hot health topic related to smaller insurance companies for the first half of the session, then move to another group to discuss another interesting topic for the second half of the session.

We’ll divide into four distinct groups, each group discussing one of the following topics:

- Disability income products in California
- Pandemic influenza and the impact on small-company morbidity
- Premium-deficiency reserves on health products
- Return of premium benefits on health products

You’ll benefit from:

- An update on the changes in disability income products in California and how companies are reacting
- A better understanding of the possible impact of pandemic influenza
- An increased understanding of the need for premium-deficiency reserves and how to calculate them
- An update on the marketing and development of return of premium benefits

Coordinator: Terry M. Long, FSA, MAAA
Wednesday, June 21
8 - 9:30 a.m.  

Session 51 IF

Specialty Track/Sponsor: Management and Personal Development

Coaching for Performance
[PD]

Facilitators: John West Hadley, FSA, MAAA, David C. Miller, FSA, MAAA
Experience required: none

Whether you’re an aspiring manager or a manager interested in improving your skills, this session is a must take.

Every manager struggles to find the best way to communicate effectively with employees and motivate them to perform with excellence. We’ve lined up two actuaries who have built successful professional coaching practices to share their tips and skills and help you excel in management. Both coaches specialize in helping actuaries and consultants grow in areas of leadership, client development and career enhancement.

During this interactive session you will:

- Discover how to use a coaching management style to produce outstanding results
- Learn the GROW model of coaching
- See the GROW model demonstrated
- Experience coaching first hand, both as the coach and the coachee
- Work with a coaching tool that you can immediately apply to enhance employee development in your own company
- Learn to communicate in a way that gets your employees to become more self-aware and to take ownership for their results.

Coordinator: Alan J. Sheptin, ASA
Wednesday, June 21
8 - 9:30 a.m.

Specialty Track/Sponsor: American Academy of Actuaries

Peer Review – How It Can Help You
[PD]

Moderator: Geoffrey C. Sandler, FSA, MAAA
Panel: William C. Cutlip, FSA, MAAA, FCA, Geoffrey C. Sandler, FSA, MAAA, Thomas J. Stoiber, FSA, MAAA
Experience required: none

In this session, designed to stimulate audience participation, you'll enhance your understanding of the definition of peer review, learn how to implement peer review and gain a better understanding of the benefits of peer review.

The Code of Professional Conduct and the Actuarial Standards of Practice do not require peer review. However, peer review is one of the many processes that actuaries might consider in fulfilling their obligations under the Code. One of the ways the American Academy of Actuaries' Council on Professionalism assists the membership with non-binding guidance is through the publication of discussion papers, which can be found on the Academy's Web site. In particular, the Academy's Committee on Professional Responsibility has recently completed a revised version of a peer review discussion paper. This paper replaces an original version dating from 1997, and reflects current thinking on this topic.

Attendees are encouraged to read the peer review discussion paper in advance of the meeting.

Coordinator: Allan W. Ryan, FSA, MAAA
Wednesday, June 21
8 - 9:30 a.m.

Specialty Track/Sponsor: Education and Research

Introduction to Research Methods
[PD]

Moderator: Ian G. Duncan, FSA, FIA, FCIA, MAAA
Instructors: Karen Fitzner *, Marjorie A. Rosenberg, FSA, MAAA
Experience level: none

Hone your research skills in this unique session! Relatively little health care actuarial research is published in the actuarial literature. However, performing, reading and understanding research is critical to the future of the health actuarial profession. Our top-notch instructors examine:

- The importance of health actuarial research
- How/what to do when conducting actuarial research
- Researching the literature
- Statistical tests of significance
- Writing a research report
- How to get published

You'll have the opportunity to examine published studies with the instructors. These studies will be circulated to participants who sign up ahead of the session. The practical application covers:

- Applications of the theory to actual research studies
- How to interpret a research report: methodology; key assumptions; practical significance

Coordinator: Hal Warren Pedersen, ASA
Wednesday, June 21  
10 - 11:30 a.m.  

Trend Analysis - New Developments Impacting the Way We Analyze Trend  
[PD]

Moderator: Bradley J. Scott, FSA, MAAA  
Panel: Theresa Shouldis Bauer, FSA, MAAA, Alan R. Gard, FSA, MAAA, Rebecca Owen, FSA, MAAA, FCA,  
Bradley J. Scott, FSA, MAAA  
Experience required: moderate  

Take these real-world examples and learn about new elements of the latest products and the need to update  
trend forecasts and pricing to reflect their impact.  

A variety of new developments in health insurance products and delivery are changing the way actuaries analyze  
trend. Experienced panelists will discuss ways of looking at trends for:  
- New products like CDHPs and tiered networks  
- The arrival of Medicare Part D, and resurgent interest in offering Medicare Advantage products  
- The impact (if any) of disease management, wellness programs and provider quality performance incentives  
- The economy and its impact on health care cost trends  

You'll leave with some perspective on the trend impact of these items across the industry.  

Coordinator: Ruth Ann Woodley, FSA, MAAA

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Wednesday, June 21  
10 - 11:30 a.m.  

Disability Insurance Underwriting Roundtable  
[PD]

Facilitator: Warren M. Cohen, FSA, MAAA, Vincent A. DeMarco, FSA, MAAA  
Experience required: moderate  

Be a part of this exciting roundtable discussion. Both individual and group disability actuaries work with  
underwriters on a regular basis. This session consists of a moderated session covering a wide range of  
underwriting topics relevant to both group and individual business. The topics will depend on the specific interest  
of the group, but are likely to include recent trends in issue limits, developments in medical underwriting,  
approaches to voluntary cases, credibility factors and experience rating.  

Coordinator: Daniel D. Skwire, FSA, MAAA
**Medical Management - We're Actuaries - Should We Care?**

*Session 58 PD*

**Moderator:** John W. C. Stark, FSA, MAAA  
**Panel:** David V. Axene, FSA, MAAA, Sadhna Paralkar, M.D. *

Experience required: none

Learn why you should care about medical management in this interesting session. You'll discover the role actuaries can and should play in the medical management area of your organization.

Panelists will explore:
- An overview of medical management
- Ways actuaries can contribute (e.g., compute financial effects of new initiatives; be the bridge between the financial and clinical areas; and measure results)
- Opportunities for actuaries (including a discussion of how this fits in with the new emphasis on ERM)

**Coordinator:** John W. C. Stark, FSA, MAAA

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**Health Valuation Seminar Part 1: Practical Aspects in Developing Unpaid Claims Liability Estimates**

*Session 59 Seminar*

**Specialty Track/Sponsor:** Health  
**Moderator:** TBD  
**Panel:** TBD  
**Experience required:** moderate

Gain insight into practical aspects of new product and processing changes and learn how to develop estimates in relation to various possible events. Knowledgeable panelists will provide examples of issues and techniques for dealing with various challenges in developing estimates.

Health actuaries have traditionally developed estimates of claims liabilities using models based on claims lags and applied certain adjustments for special events, products and the less credible early completion months. Changes in products, claims operations and unique special events can create challenges to the historical underpinnings of these models. Examples might include:

- Changes in claims inventories  
- Seasonality issues  
- Major one-time events or catastrophic occurrences  
- Provider contracting changes  
- HRA, HSA, and large deductible product patterns  
- PDP plan reserves

**Coordinator:** John C. Lloyd, FSA, MAAA
Wednesday, June 21
10 - 11:30 a.m.  

Specialty Track/Sponsor: Health, Risk Management

Health Enterprise Risk Management Seminar – Part 1
[PD]

Moderator: Kara L. Clark, FSA, MAAA
Panel: Kara L. Clark, FSA, MAAA, Rajeev Maxwell Dutt, FSA, FCIA, MAAA, Ellen Peters, Ph.D. *,
Trevor Pollitt, FSA, MAAA, Sudha Shenoy, FSA, MAAA
Experience required: none

Join in on this very interactive Enterprise Risk Management session which may include everything from case studies and workshops to panel discussions. ERM has a lot of buzz within the actuarial profession and the broader business community. What does it mean and how can it be applied in a health context to add value to the organization? The seminar will be more applied than theoretical.

Potential topics include an application of the health risk mapping developed by the Health Risk Management Committee, results of the Network Risk Project and an overview of behavioral finance.

Part I of the seminar will provide an overview of the value of and framework for Enterprise Risk Management. Panelists will then introduce ERM tools and concepts that can be applied to a health insurance carrier. You'll have the opportunity to discuss your challenges and successes in considering how ERM can be implemented in your organization.

In this session, you'll:
- Gain an understanding of the basics of health ERM
- Receive tools that can be applied in your organization to get an ERM program started

Coordinator: John W. C. Stark, FSA, MAAA
Wednesday, June 21
11:30 a.m. - 12:45 p.m.  
Session 63 GS

General Luncheon
Pandemics and Business Preparedness

The luncheon keynote will be delivered by Dr. Michael T. Osterholm, director of the Center for Infectious Disease Research and Policy (CIDRAP), and professor in the School of Public Health, University of Minnesota. Dr. Osterholm has been an international leader on preparedness for an influenza pandemic. His recent invited papers in the journals *Foreign Affairs*, the *New England Journal of Medicine*, and *Nature* detail the threat of an influenza pandemic and steps we must take to better prepare for that event.

The general luncheon is included in your registration fee. You may register your guest(s) for the luncheon by including $50 per person with your registration fee. Admission tickets are available for purchase at the meeting as space permits. Refunds will not be given.

Wednesday, June 21
1 - 2:30 p.m.  
Session 65 OF

Follow up to Luncheon Keynote

Dr. Osterholm will answer questions and explore issues raised by his luncheon keynote address.
Wednesday, June 21
1 - 2:30 p.m.  Session 66 PD

Specialty Track/Sponsor: Health Disability Income, Long-Term Care

The Impact of Case Size on Disability Insurance [PD]

Moderator: Richard Carlson Leavitt, ASA, MAAA
Panel: Matthew R. Desfosses *, Frederick J. Flores, FSA, MAAA, Richard Carlson Leavitt, ASA, MAAA
Experience required: moderate

Be a part of this session as panelists explore a variety of issues related to case size and offer their thoughts on the challenges and opportunities of marketing to very large and very small cases. Most group disability insurers use very different methods for pricing and underwriting large cases and small cases. For example, large cases are often rated based on historical experience, which poses issues of credibility and data quality. Smaller cases, on the other hand, may have higher unit expenses and a greater risk of adverse selection. Much of the content in this session is also applicable to employer-sponsored, individual disability business.

Coordinator: Daniel D. Skwire, FSA, MAAA

Wednesday, June 21
1 - 2:30 p.m.  Session 67 PD

Specialty Track/Sponsor: Smaller Consulting Firm

Consulting with Senior Executives

Moderator: TBD
Panel: TBD
Experience required: moderate

Consulting actuaries – this one’s for you! Every consultant wants his advice to be taken seriously by the client, especially the senior management of client organizations. But it is often difficult to connect with senior executives, and still more difficult to have the opportunity to demonstrate the value of actuarial insights. In this session, you’ll have the opportunity to interact with some senior executives, and to hear directly from the executives about:

- What they look for in a consultant
- How to gain attention from senior management
- How to frame your solution to meet client executive needs
- What to do to be asked back for a return engagement

Coordinator: Ian G. Duncan, FSA, FIA, FCIA, MAAA
Wednesday, June 21
1 - 2:30 p.m.  
Session 68 WS

Specialty Track/Sponsor: Health

Trends in Dental Insurance
[PD]

Facilitator: Herschel Reich, FSA, MAAA
Experience required: moderate

Gain a thorough understanding of the state of the dental insurance market in this session as expert panelists discuss the current state of dental insurance. Some topics may include:

- Trends in claims as compared to medical insurance trends
- Recent plan design changes; what has worked and what has not
- Anticipated developments in the industry

Coordinator: Mark E. Billingsley, FSA, MAAA

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Wednesday, June 21
1 - 2:30 p.m.  
Session 69 PD

Supplemental Health Coverage Update
[PD]

Moderator: Darrell D. Spell, FSA, MAAA
Panel: Floyd Ray Martin, FSA, MAAA, Darrell D. Spell, FSA, MAAA
Experience required: none to moderate

Should your company sell supplemental health coverage? If so, how can you best manage it? Expert panelists will discuss what’s new in supplemental coverage such as critical illness, vision, hearing, hospital indemnity and other similar-type coverage.

You’ll learn about:
- New trends in product designs (e.g. coverage of emerging technologies in the case of vision and hearing)
- How these products are sold
- Product management

Coordinator: Bernard Rabinowitz, FSA, FIA, FCIA, MAAA
Health Valuation Seminar Part 2: Health and Long-Term Care Regulatory Update

Moderator: TBD
Panel: TBD
Experience required: moderate

Update your knowledge of the current status of various regulatory issues in this topical session. Expert panelists will discuss emerging issues and topics of interest in valuation of liabilities and regulation for health care and long-term care products. Discussion will cover hot regulatory topics, which may include:

- Key areas of concern for the NAIC Life and Health Task Force
- Important SEC and AICPA issues
- Current areas of focus related to the International Accounting Standards Board
- The latest Academy of Actuaries activities
- Updates on items of interest such as risk-based capital, best estimates, health blank regulations, Premium Deficiency Reserves and statements of actuarial opinion

Coordinator: John C. Lloyd, FSA, MAAA
**Wednesday, June 21**

1 - 2:30 p.m.  
**71 Seminar**

Specialty Track/Sponsor: Health, Risk Management

**Health Enterprise Risk Management Seminar – Part 2**  
[PD]

Moderator: John W. C. Stark, FSA, MAAA  
Panel: Kara L. Clark, FSA, MAAA, Rajeev Maxwell Dutt, FSA, FCIA, MAAA, Ellen Peters, Ph.D. *,  
Trevor Pollitt, FSA, MAAA, Sudha Shenoy, FSA, MAAA  
Experience required: none

Don’t miss this chance to gain a more in-depth understanding of some of the risks that face health organization and how less quantifiable risks can be identified, measured and managed in this very interactive Enterprise Risk Management seminar. ERM has a lot of buzz within the actuarial profession and the broader business community. What does it mean and how can it be applied in a health context to add value to the organization? The seminar will be more applied than theoretical. Session formats may include case studies, workshops and panel discussions.

Potential topics include an application of the health risk mapping developed by the Health Risk Management Committee, results of the Network Risk Project and an overview of behavioral finance.

Part II of the seminar will go into more depth on some of the dimensions of risks facing a health insurance carrier. Results from the Provider Network Risk Research project will be presented and discussed. An overview of behavioral finance and discussion about how it can be included in the ERM framework will follow.

Coordinator: John W. C. Stark, FSA, MAAA

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**Wednesday, June 21**  
3 - 4:30 p.m.  
**Session 74 PD**

Specialty Track/Sponsor: Health

**The Closed Block Problem in the Individual Health Insurance Market**  
[PD]

Moderator: TBD  
Panel: TBD  
Experience required: moderate

Learn why good risks leave and poor risks stay – the classic death spiral – as an actuarial task force commissioned by the NAIC discusses this along with different potential approaches to solve the problem. You just received your individual health insurance renewal and are shocked to see that you got a 35-percent premium rate increase. You could apply for a new policy from another insurer, but with your health conditions, would the rates be any better? If you stay with your current policy, what will the rate increase be next year? This scenario is more common than might be imagined. Individual health insurers often stop issuing coverage under a current policy form (i.e., they close the block) after a few years and introduce a new form in its place.

Coordinator: Damian A. Birnstihl, FSA, MAAA
Wednesday, June 21
3 - 4:30 p.m.  Session 75 PD

Specialty Track/Sponsor: Health

**Pandemics and Other Extreme Events: Is the Industry Ready?**

[PD]

Moderator: Jim Toole, FSA, MAAA
Panel: Scott E. Guillemette, ASA, MAAA, Max J. Rudolph, FSA, MAAA, Jim Toole, FSA, MAAA
Experience required: none

Participate in this session to gain a better understanding of the threat posed by extreme events such as pandemics and nuclear, biological and chemical (NBC) emergencies. Learn about resources the profession is bringing to bear to assist actuaries in taking a leadership role in addressing these issues. Results from the SOA study researching the effect of pandemic influenza on mortality and morbidity will be presented and the potential impact on various components of the U.S. health benefits system, including the self-insured population, explored.

While the health industry has a vital role to play in this country’s preparation for and response to future NBC emergencies, it is also itself very vulnerable to these events. In this session we will discuss the potential implications of possible future NBC events and explore options for improving health industry readiness.

Coordinator: Jim Toole, FSA, MAAA

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Wednesday, June 21
3 - 4:30 p.m.  Session 76 PD

Specialty Track/Sponsor: Health

**Stop Loss – Current Market Trends**

[PD]

Moderator: TBD
Panel: Gordon Russel Hugh, FSA, MAAA
Experience required: moderate

Be sure to take part in this session to gain a better understanding of the current market environment for medical stop loss coverage and increase your awareness of possible future issues. The session will cover topics of current interest in the medical stop loss market, including underwriting, plan design changes, the current position in the underwriting cycle, trends in offering lasers, managed care, claim cost trends and any federal and state regulatory concerns. Expert panelists will share their recent experiences and current concerns.

Coordinator: William R. Lane, FSA, MAAA
Wednesday, June 21
3 - 4:30 p.m.  
77 Seminar

Specialty Track/Sponsor: Health

Health Valuation Seminar Part 3: Valuation Issues in Individual A&H, Medicare Supplement and Long-Term Care Policies

Moderator: TBD
Panel: TBD
Experience required: moderate

Increase your practical knowledge of when and how to establish medical contract reserves in this interesting session. With an increasing market for individual A&H, Medicare supplement, and long-term care plans, actuaries are recognizing the need for contract reserves on their medical blocks of business and the unique considerations for these types of reserves compared to the more common types of reserves held by medical insurers. Knowledgeable panelists share their perspectives on emerging valuation issues and topics on such reserves.

Topics may include:
- Contract Reserve Need for Issue-Age Basis versus Attained-Age Basis products
- Actuarial assumptions
- Statutory (NAIC Health Insurance Reserve model regulation) and GAAP (FAS 60) requirements
- Deferred Acquisition Costs (DAC) Assumptions and Calculations
- Recoverability Test and Loss Recognition Test

Coordinator: John C. Lloyd, FSA, MAAA
Wednesday, June 21  
3 - 4:30 p.m.  
78 Seminar  

Specialty Track/Sponsor: Health, Risk Management  

**Health Enterprise Risk Management Seminar – Part 3**  
[PD]  

Moderator: John W. C. Stark, FSA, MAAA  
Panel: Kara L. Clark, FSA, MAAA, Rajeev Maxwell Dutt, FSA, FCIA, MAAA, Ellen Peters, Ph.D. *,  
Trevor Pollitt, FSA, MAAA, Sudha Shenoy, FSA, MAAA  
Experience required: none  

Gain some hands-on experience in applying the health risk-mapping tool to a realistic business situation in this exciting, interactive Enterprise Risk Management seminar. ERM has a lot of buzz within the actuarial profession and the broader business community. What does it mean and how can it be applied in a health context to add value to the organization? The seminar will be more applied than theoretical. Sessions formats may include case studies, workshops, and panel discussions.  

Potential topics include an application of the health risk mapping developed by the Health Risk Management Committee, results of the Network Risk Project, and an overview of behavioral finance.  

Part III of the seminar will involve small group discussions on a case-study application of the health risk-mapping tool presented in Part I. A large group debrief will follow the small group exercise.  

Coordinator: John W. C. Stark, FSA, MAAA  

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Thursday, June 22  
7 - 7:45 a.m.  
Session 80 SM  

Specialty Track: Health  

**Health Section Council Hot Breakfast**  

Chairperson: Lori Weyuker, ASA  

Join this open meeting of the Health Section Council and get an update on current section activities and finances. All members of the Society of Actuaries Health Section are invited to attend and enjoy this hot breakfast buffet. This session also provides attendees with a forum for discussing items of interest and meeting their section council representatives.  

This hot breakfast is open to all meeting attendees. There is a nonrefundable charge of $10 per person. Please include the additional fee with your registration.  

Coordinator: Lori Weyuker, ASA  

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Thursday, June 22  
8 - 9:30 a.m.  

Specialty Track/Sponsor: Health

**New Developments in Small Group Underwriting**  
[PD]

Moderator: TBD  
Panel: TBD  
Experience required: moderate

Acquire a better understanding of the new developments in small group underwriting, and their theoretical and practical aspects, in this unique session. Recent work in the areas of predictive modeling and pharmacy-based models offer the opportunity to add precision to small group underwriting. However, regulatory requirements, data access and operational inefficiencies limit the potential to achieve the full value of some of these promising new developments. In this session, experienced speakers will cover some of the recent advances in underwriting including:

- Predictive models
- Pharmacy based models
- Select and ultimate rating and the “wear-off” of selection

Speakers will address both the theoretical aspects and the practical implementation in a small group underwriting environment.

Coordinator: Ian G. Duncan, FSA, FIA, FCIA, MAAA
Thursday, June 22
8 - 9:30 a.m.

Specialty Track/Sponsor: Health

Rating Agencies – What are They Thinking?
[PD]

Moderator: Mark E. Billingsley, FSA, MAAA
Panelists: Dana B. Mehta, CFA *, Peter Patrino, CFA *, Shellie Stoddard *
Experience required: none

Gain insights into the insurance company rating process in this highly-educational session.

Expert panelists will describe the thinking process used by agencies that evaluate and rate health insurance companies including:
- What are they trying to rate?
- How do they measure, track, evaluate and interpret the data?
- How should their ratings be used and understood?

You’ll learn:
- Approaches by different agencies
- Types of information considered
- Appropriate interpretation of the resulting ratings

Coordinator: Mark E. Billingsley, FSA, MAAA
Thursday, June 22  
8 - 9:30 a.m.  

Specialty Track/Sponsor: Health

**The Impact of Hurricanes and Other Catastrophic Events – Are You Ready?**  
[PD]

Moderator: TBD  
Panel: Janice Kishner *, Brian G. Small, FSA, MAAA  
Experience required: none

Take home strategies that have been applied to deal with firsthand catastrophic events. Hear accounts of how Hurricane Katrina affected business operations from the perspectives of the health insurer, provider and customer. Speakers may address topics such as:

- Record keeping (business records, patient histories)  
- Provider and customer support  
- Claims changes (lags, utilization, out of network use, diagnoses)  
- Insured group changes  
- Public health issues

You’ll learn what has worked well and what needs further development in preparing and adjusting your own disaster plans.

**Follow up: 92 BG**

Coordinator: Joel C. Kabala, ASA, MAAA
Thursday, June 22
8 - 9:30 a.m.

Specialty Track/Sponsor: Health

Consumer Driven Health Plans – The Current State of Affairs
[PD]

Moderator: Stuart D. Rachlin, FSA, MAAA
Panel: Ian B. Stark, ASA, MAAA, FCA, David M. Tuomala, FSA, MAAA
Experience required: moderate

Be a part of this session to learn the success to date of various types of Consumer Driven Health Plans (CDHP). Knowledgeable panelists will describe actual experiences with plan design, market penetration and profitability.

Topics may include:
- Consideration of risk selection – are CDHPs skimming off the better risks?
- Are we seeing a continued emphasis on high-deductible plans?
- What are the successful plan designs?
- CDHP measurements and metric
- Is the market truly shifting to consumer driven plans?
- Are we seeing the expected financial results and behavioral changes?

You’ll gain an understanding of the current state of CDHPs and the CDHP market, in addition to learning what types of plans are selling and if CDHPs are keeping up with the hype.

Coordinator: Stuart D. Rachlin, FSA, MAAA
Thursday, June 22
8 - 9:30 a.m.

Specialty Track/Sponsor: Health Disability Income

Policy Reserve Issues for Disability Insurance
[PD]

Moderator: Robert W. Beal, FSA, MAAA
Instructors: Robert W. Beal, FSA, MAAA, Timothy P. Swankey, ASA, MAAA, Douglas W. Taylor, FSA, MAAA, FCIA
Experience required: moderate

Participate in this interactive session as you ask questions and share information on policy reserve issues for disability insurance based on your own experience. Policy reserves are required on disability insurance policies that offer level issue-age premiums as a means of pre-funding morbidity costs at higher ages, whether these policies are written on a group or individual basis. In this session, the knowledgeable instructors address a variety of technical considerations involved in the calculation and analysis of disability policy reserves including:

- Assumptions and techniques for addressing unusual policy provisions
- Complying with premium deficiency reserve requirements
- Estimating the impact of a new valuation table

Coordinator: Daniel D. Skwire, FSA, MAAA
Thursday, June 22
8 - 9:30 a.m.  
**Session 86 WS**

**Specialty Track/Sponsor: Health**

**Individual Medical Insurance: Current Market Trends**

[PD]

Facilitators: Rod E. Turner, FSA, MAAA  
Experience required: moderate

You'll gain a deeper insight into what is and is not successful in individual medical insurance during this exciting session. Attendees discuss topics of interest in the individual and association medical insurance market. Topics may include:

- Characteristics of the market
- Products
  - H.S.A. (Health savings accounts and consumer driven designs/support)
  - Traditional PPO and Indemnity
  - Limited medical benefit plans
- Distribution methods
- Underwriting trends
- Claim cost trends
- Regulatory concerns
- Profit performance

Coordinator: Bernard Rabinowitz, FSA, FIA, FCIA, MAAA

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Thursday, June 22
10 - 11:30 a.m.  
**Session 89 PD**

**Specialty Track/Sponsor: Health**

**Health Benefits Systems Consolidation Trends**

[PD]

Moderator: Jim Toole, FSA, MAAA  
Panel: Steve Spare *
Experience required: moderate

Update your knowledge of the drivers, impacts and future of ongoing consolidation in the health benefits system arena.

Increased consolidation on the payor side is being reflected in the provider arena as well. Ever larger for-profit hospital chains are eager to put scale to work for them in the health care value chain, while practitioners are exploring new organizational structures to raise capital and reduce overhead. Expert panelists will explore what lies around the corner for each of these groups.

Coordinator: Jim Toole, FSA, MAAA
Thursday, June 22
10 - 11:30 a.m.

Specialty Track/Sponsor: Health

Future of Benefit Design
[PD]

Moderator: TBD
Panel: Michelle Baade *, Chris E. Stehno *
Experience required: moderate

Educate yourself on what employers, insurers and consultants are considering in managed-care benefit design by taking this informative session. What is the future of benefit design for medical coverages? Our expert panelists will discuss and debate various questions and topics including:

- What is the next iteration of a consumer-directed health plan?
- Can wellness programs be combined with a health insurance plan?
- How far can employers go to vary contributions based on health status or participation in a wellness plan?
- You'll also learn how wellness programs are being designed and integrated into the insurance program.

Coordinator: Bryan F. Miller, FSA, MAAA
Thursday, June 22
10 - 11:30 a.m.  

Specialty Track/Sponsor: Health, Technology

Health Care and Information Technology: Looking Behind the Wizard’s Curtain
[PD]

Moderator: TBD  
Panel: TBD  
Experience required: none

Step into this session to learn all about what is happening in the world of health care IT. The media is full of articles about the coming wave of information technology to cure the ills of the American health care system. But caution is advised since the promise of technology often falls short of its promotion.

Expert panelists will discuss:
- The present state of readiness in key health care applications like electronic medical records, predictive modeling, barcoding and computerized physician order entry (CPOE), etc.
- The lessons learned in deploying these applications
- The role that government is playing in accelerating the adoption of information technology in health care

Key topics include:
- The challenges of introducing electronic medical records and how they are being addressed
- Predictive modeling: A dummy’s guide
- IT’s potential to address the cost, access and quality issues of health care

You’ll gain:
- An understanding of some of the risks and benefits of information technology in health care
- Realistic expectations of what IT can (and can’t) do in the health care arena in the short term and the long term

Coordinator: John Sardelis, ASA
Thursday, June 22
10 - 11:30 a.m.  Session 92 BG

Society of Actuaries
475 North Martingale Road, Suite 600
Schaumburg, IL 60173
847.706.3500
Fax 847.706.3599

Specialty Track/Sponsor: Health

The Impact of Hurricanes and Other Catastrophic Events – Are You Ready?
[PD]
Moderator: TBD
Facilitator: John W. C. Stark, FSA, MAAA
Experience required: moderate

In this session, you’ll be presented with catastrophic event scenarios and discuss various strategies to deal with issues that arise from both readiness and reactionary modes.

You’ll gain a renewed sense of urgency to make all the necessary preparations for unexpected events. Having identified and worked through issues that will require quick reaction time at the point of the catastrophic event, even when such actions involve new issues that are not within the ordinary process of business, you’ll be prepared for such actions as assisting in the replacement of medical records.

Follow up to: 83 PD

Coordinator: Joel C. Kabala, ASA, MAAA

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Thursday, June 22
10 - 11:30 a.m.  Session 93 IF

Shopping for Tires, Shoes and Health Care
[PD]
Moderator: Kara L. Clark, FSA, MAAA
Panel: Barbara O. Johnson, MPH *
Experience required: none

Increase your awareness of the emergence of new business models for the delivery of health care and learn how these models affect and change the dynamics of other players in the health care system.

In recent years, the market has seen the emergence of a number of "convenience"-type health care clinics such as MinuteClinic. What is the market acceptance and potential for growth for these clinics? What business models do they employ? How do they interface with payors other than health care delivery systems? Will they impact health care costs? What other alternative delivery models have been brought to market? Our experience panelists will explore all these questions.

Coordinator: Kara L. Clark, FSA, MAAA
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PARTIAL LISTING OF GUEST PRESENTERS

Albizo, Joel – 46 PD
Deputy Executive Director of Marketing & Customer Service Delivery
Society of Actuaries
Schaumburg, IL

Austin, Neil S. – 35 PD
Senior Consultant – Workforce Productivity
Ingenix (Reden & Anders)
San Francisco, CA

Baade, Michelle – 90 PD
Director of Business Development
Simply Well, LLC
Omaha, NE

Brazzell, Bonnie – 7 OF
Vice President
Eastbridge Consulting
Columbia, SC

Burgess, Greg – 5 Seminar, 31 Seminar, 40 Seminar
Managing Partner
Burgess Group
Alexandria, VA

Crown, William – 4 PD
President, i3 Innovus
Ingenix
Auburndale, MA

Desfosses, Matthew R. – 66 PD
Book of Business Director, Disability Profit and Risk Management
Hartford Life Insurance
Simsbury, CT

Ferrie, David – 9 WS
President
Dramatic Results, Unlimited
Milwaukee, WI

Fetterolf, Don – 14 PD, 22 GS
Vice President, Strategic Initiatives
Matria Healthcare
Marietta, GA
PARTIAL LISTING OF GUEST PRESENTERS (continued)

Fitzner, Karen – 53 TS
Fiscal Health
Chicago, IL

Fox, Lisa – 49 PD
Director, Insurance Solutions
Perot Systems
Tampa, FL

Gann, Merry – 29 PD
Vice President of Operations
Strategic Health Corporation
Miami Shores, FL

Garcia-Zakzuk, Boris – 29 PD
Medical Director, Vice President
Gen Re LifeHealth
Stamford, CT

George, Hank – 22 GS, 24 PD
President
Hank George, Inc.
Greendale, WI

Gibson, Cathy – 12 PD
Senior Clinical Pharmacist
Wellpoint Pharmacy Management
Mason, OH

Hamby, Kathleen – 6 PD, 15 PD
Genworth Financial
Richmond, VA

Johnson, Barbara O. – 93 IF
Senior Consultant
Reden & Anders, LTD
Minneapolis, MN

Khoury, Allan – 14 PD
Vice President, Clinical Operations
Whole Health Management
Cleveland, OH

Kishner, Janice – 83 PD
Chief Operating Officer, Chief Nurse Executive
East Jefferson Hospital
Metairie, LA
PARTIAL LISTING OF GUEST PRESENTERS (continued)

Longest, Jr., Beaufort B. – 3 L  
M. Allen Pond Professor and Director, Health Policy Institute  
University of Pittsburgh  
Graduate School of Public Health  
Pittsburgh, PA

Mehta, Dana B. – 82 PD  
Assistant VP, Life/Health  
AM Best Company  
Oldwick, NJ

Milkint, Margaret Resce – 46 PD  
Partner  
The Jacobson Group  
Chicago, IL

Paralkar, Sadhna – 58 PD  
Senior Consultant  
Reden & Anders  
Eden Prairie, MN

Patrino, Peter - 82 PD  
Senior Director  
Fitch Ratings  
Chicago, IL

Peters, Ellen – 60 Seminar, 71 Seminar, 78 Seminar  
Research Scientist  
Decision Research  
Eugene, OR

Robinson, Peter – 16 PD  
Chief Executive Officer  
Reinsurance Advisory Services Inc.  
San Rafael, CA

Shah, Jugna – 5 Seminar, 31 Seminar, 40 Seminar  
President and Founder  
Nimitt Consulting, Inc.  
Roseville, MN

Shalowitz, Joel – 5 Seminar, 31 Seminar, 40 Seminar  
Professor and Director, Health Industry Management Program  
Kellogg School of Management  
Northwestern University  
Evanston, IL

Spare, Steve – 89 PD  
Senior Vice President  
Novant Health  
Winston-Salem, NC
PARTIAL LISTING OF GUEST PRESENTERS (continued)

Stehno, Chris E. – 24 PD, 90 PD
Consultant
Milliman
Denver, CO

Stoddard, Shellie – 82 PD
Director
Standard & Poor’s
New York, NY

Veschi, David – 12 PD
Vice President, Pharmacy Analytics
Ingenix
Hartford, CT
### HEALTH 2006 SPRING MEETING - PROGRAM SUMMARY

**TUESDAY, JUNE 20**

<table>
<thead>
<tr>
<th>Time</th>
<th>Specialty Track</th>
<th>Session</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>7:30 - 8:45 a.m.</td>
<td>G</td>
<td>1 GS</td>
<td>General Session</td>
</tr>
<tr>
<td>9 - 10:30 a.m.</td>
<td>H</td>
<td>3 PD</td>
<td>Health Policy: How is it Made?</td>
</tr>
<tr>
<td></td>
<td>H</td>
<td>4 PD</td>
<td>Specialty Pharmaceuticals - the Newest Frontier in Drug Management</td>
</tr>
<tr>
<td></td>
<td>LTC</td>
<td>6 PD</td>
<td>The Basics of Long-Term Care, Follow up: 15 PD</td>
</tr>
<tr>
<td></td>
<td>H</td>
<td>7 OF</td>
<td>Voluntary Worksite Life Products</td>
</tr>
<tr>
<td></td>
<td>HDI</td>
<td>8 OF</td>
<td>The Impact of External Factors on Disability Insurance</td>
</tr>
<tr>
<td></td>
<td>SCF</td>
<td>9 WS</td>
<td>Using Acting Techniques to Improve Your Presentation Skills</td>
</tr>
<tr>
<td>11 a.m. - 12:30 p.m.</td>
<td>H</td>
<td>12 PD</td>
<td>Prescription Drug Update</td>
</tr>
<tr>
<td></td>
<td>H</td>
<td>13 PD</td>
<td>Predictive Modeling - Lessons Learned</td>
</tr>
<tr>
<td></td>
<td>H</td>
<td>14 PD</td>
<td>Disease Management Topics</td>
</tr>
<tr>
<td></td>
<td>LTC</td>
<td>15 PD</td>
<td>Long-Term Care Industry Snapshot, Follow Up to: 6 PD</td>
</tr>
<tr>
<td></td>
<td>R/H</td>
<td>16 PD</td>
<td>Government Program Reinsurance Market Update</td>
</tr>
<tr>
<td></td>
<td>H</td>
<td>17 IF</td>
<td>Claim Distribution Tables</td>
</tr>
<tr>
<td></td>
<td>HDI</td>
<td>18 OF</td>
<td>Group Disability Experience Committee Update</td>
</tr>
<tr>
<td>12:30 - 1:45 p.m.</td>
<td>G</td>
<td>22 GS</td>
<td>General Luncheon: Profits=Underwriting…Here’s Why!</td>
</tr>
<tr>
<td>2 - 3:30 p.m.</td>
<td>G</td>
<td>24 PD</td>
<td>Alternative Underwriting – A New Concept in Health Insurance Risk Appraisal</td>
</tr>
<tr>
<td></td>
<td>A</td>
<td>25 I/OF</td>
<td>Personal Actuaries on Parade</td>
</tr>
<tr>
<td></td>
<td>H</td>
<td>26 PD</td>
<td>Limited Benefit Medical - Product Design and Marketing</td>
</tr>
<tr>
<td></td>
<td>H</td>
<td>27 PD</td>
<td>Comparing Various Nations’ Health Systems - Successes and Failures</td>
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<tr>
<td></td>
<td>HDI</td>
<td>28 PD</td>
<td>Catastrophe Risk in Disability and Group Life Insurance</td>
</tr>
<tr>
<td></td>
<td>R/H</td>
<td>29 PD</td>
<td>Catastrophic Medical Claim Trends</td>
</tr>
<tr>
<td></td>
<td>H</td>
<td>31 Seminar [PD]</td>
<td>Provider Contracting Seminar Part 2: Metrics - Is Everyone Using the Same Yardstick?</td>
</tr>
</tbody>
</table>
### WEDNESDAY, JUNE 21

<table>
<thead>
<tr>
<th>Time</th>
<th>Specialty Track</th>
<th>Session</th>
<th>Event</th>
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</thead>
<tbody>
<tr>
<td>4 - 5:30 p.m.</td>
<td>H/R</td>
<td>34 PD</td>
<td>State-run, High Risk/High Cost Health Reinsurance Pools - Do They Work?</td>
</tr>
<tr>
<td></td>
<td>H</td>
<td>35 PD</td>
<td>Integrating Health and Productivity Management Strategies</td>
</tr>
<tr>
<td></td>
<td>HDI/LTC</td>
<td>37 PD</td>
<td>Stochastic Modeling in Disability and Long-Term Care</td>
</tr>
<tr>
<td></td>
<td>H</td>
<td>38 WS</td>
<td>Small Group Medical - Current Issues</td>
</tr>
<tr>
<td>4 – 6 p.m.</td>
<td>H</td>
<td>40 Seminar [PD]</td>
<td>Provider Contracting Seminar Part 3: Outside Impacts: Will you be affected, too?</td>
</tr>
<tr>
<td>6 - 7:30 p.m.</td>
<td></td>
<td></td>
<td>Reception</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Time</th>
<th>Specialty Track</th>
<th>Session</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>7 - 7:45 a.m.</td>
<td>E&amp;R</td>
<td>42 SM *</td>
<td>Education and Research Section Continental Breakfast</td>
</tr>
<tr>
<td></td>
<td>HDI</td>
<td>43 SM *</td>
<td>Disability Special Interest Group Hot Breakfast</td>
</tr>
<tr>
<td>8 - 9:30 a.m.</td>
<td>A</td>
<td>46 PD</td>
<td>Competitive Threats to Actuaries of the Future From Non-Actuaries</td>
</tr>
<tr>
<td></td>
<td>IN</td>
<td>47 PD</td>
<td>Entry Into the China Group Insurance and Health Insurance Markets for Foreign Companies</td>
</tr>
<tr>
<td></td>
<td>RM/H</td>
<td>48 PD</td>
<td>Risk Management for Individual Products</td>
</tr>
<tr>
<td></td>
<td>T</td>
<td>49 PD</td>
<td>IT Investment – Actuaries as Stakeholders</td>
</tr>
<tr>
<td></td>
<td>SC</td>
<td>50 BG</td>
<td>Health Product Opportunities for Smaller Insurance Companies</td>
</tr>
<tr>
<td></td>
<td>M</td>
<td>51 IF</td>
<td>Coaching for Performance</td>
</tr>
<tr>
<td></td>
<td>AAA</td>
<td>52 OF</td>
<td>Peer Review - How It Can Help You</td>
</tr>
<tr>
<td></td>
<td>E&amp;R</td>
<td>53 TS</td>
<td>Introduction to Research Methods</td>
</tr>
<tr>
<td>10 - 11:30 a.m.</td>
<td>H</td>
<td>56 PD</td>
<td>Trend Analysis - New Developments Impacting the Way We Analyze Trend</td>
</tr>
<tr>
<td></td>
<td>HDI</td>
<td>57 WS</td>
<td>Disability Insurance Underwriting Roundtable</td>
</tr>
<tr>
<td></td>
<td>H</td>
<td>58 PD</td>
<td>Medical Management - We're Actuaries - Should We Care?</td>
</tr>
<tr>
<td></td>
<td>H/RM</td>
<td>60 Seminar [PD]</td>
<td>Health Enterprise Risk Management Seminar – Part 1</td>
</tr>
<tr>
<td>11:30 a.m.-12:45 p.m.</td>
<td>G</td>
<td>63 GS</td>
<td>General Luncheon: Pandemics and Business Preparedness</td>
</tr>
</tbody>
</table>
### 1 - 2:30 p.m.
- **G** 65 OF
  - Follow up to Luncheon Keynote
- **HDI/LTC** 66 PD [PD]
  - The Impact of Case Size on Disability Insurance
- **SCF** 67 PD
  - Consulting with Senior Executives
- **H** 68 WS [PD]
  - Trends in Dental Insurance
- **H** 69 PD
  - Supplemental Health Coverage Update
- **H** 70 Seminar [PD]
  - Health Valuation Seminar Part 2: Health and Long-Term Care Regulatory Update
- **H/RM** 71 Seminar [PD]
  - Health Enterprise Risk Management Seminar – Part 2

### 3 - 4:30 p.m.
- **H** 74 PD [PD]
  - The Closed Block Problem in the Individual Health Insurance Market
- **H** 75 PD [PD]
  - Pandemics and Other Extreme Events: Is the Industry Ready?
- **H** 76 PD [PD]
  - Stop Loss - Current Market Trends
- **H** 77 Seminar [PD]
- **H/RM** 78 Seminar [PD]
  - Health Enterprise Risk Management Seminar – Part 3

### THURSDAY, JUNE 22

<table>
<thead>
<tr>
<th>Time</th>
<th>Specialty Track</th>
<th>Session</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>7 – 7:45 a.m.</td>
<td>H</td>
<td>80 SM *</td>
<td>Health Section Council Hot Breakfast</td>
</tr>
<tr>
<td>8 - 9:30 a.m.</td>
<td>H</td>
<td>81 PD [PD]</td>
<td>New Developments in Small Group Underwriting</td>
</tr>
<tr>
<td></td>
<td>H</td>
<td>82 PD [PD]</td>
<td>Rating Agencies - What are They Thinking?</td>
</tr>
<tr>
<td></td>
<td>H</td>
<td>83 PD [PD]</td>
<td>The Impact of Hurricanes and Other Catastrophic Events - Are You Ready? (Follow up: 92 BG)</td>
</tr>
<tr>
<td></td>
<td>H</td>
<td>84 PD [PD]</td>
<td>Consumer Driven Health Plans - The Current State of Affairs</td>
</tr>
<tr>
<td></td>
<td>HDI</td>
<td>85 TS [PD]</td>
<td>Policy Reserve Issues for Disability Insurance</td>
</tr>
<tr>
<td></td>
<td>H</td>
<td>86 WS [PD]</td>
<td>Individual Medical Insurance - Current Market Trends</td>
</tr>
<tr>
<td>10 - 11:30 a.m.</td>
<td>H</td>
<td>89 PD [PD]</td>
<td>Health Benefit Systems Consolidation Trends</td>
</tr>
<tr>
<td></td>
<td>H</td>
<td>90 PD [PD]</td>
<td>Future of Benefit Design</td>
</tr>
<tr>
<td></td>
<td>H/T</td>
<td>91 PD [PD]</td>
<td>Health Care and Information Technology: Looking Behind the Wizard's Curtain</td>
</tr>
<tr>
<td></td>
<td>H</td>
<td>92 BG [PD]</td>
<td>The Impact of Hurricanes and Other Catastrophic Events - Are You Ready? (Follow up to: 83 PD)</td>
</tr>
<tr>
<td></td>
<td>H</td>
<td>93 IF [PD]</td>
<td>Shopping for Tires, Shoes and Healthcare</td>
</tr>
</tbody>
</table>
* Advance registration is required for these sessions and additional fees may apply.

[PD] = qualifies for Professional Development credit

SPECIALTY TRACKS/SPONSORS:
A = Actuary of the Future
AAA = American Academy of Actuaries
E&R = Education & Research
G = General
H = Health
HDI = Health Disability Income
IN = International
LTC = Long-Term Care
M = Management and Personal Development
R = Reinsurance
RM = Risk Management
SCF = Smaller Consulting Firm
SC = Smaller Insurance Companies
T = Technology

Please note: It is necessary for attendees to register for one session or seminar that they plan to attend in each time slot so that we can accurately allocate meeting room space.
Meeting Registration

Online Registration
For quick, convenient, error-free registration, go to http://HealthSpringMeeting.soa.org.

Fee Schedule

<table>
<thead>
<tr>
<th></th>
<th>Entire Meeting June 20-22</th>
<th>Entire Meeting June 20-22 After May 19</th>
<th>Tuesday Only June 20 By May 19</th>
<th>Tuesday Only June 20 After May 19</th>
<th>Wednesday Only June 21 By May 19</th>
<th>Wednesday Only June 21 After May 19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Meeting Fee</td>
<td>$975</td>
<td>$1075</td>
<td>$500</td>
<td>$600</td>
<td>$500</td>
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<tr>
<td>Guest Fee</td>
<td>$100</td>
<td>$100</td>
<td>$75</td>
<td>$75</td>
<td>N/A</td>
<td>N/A</td>
</tr>
</tbody>
</table>

- Payment is required in U.S. funds or equivalent. Schedule denotes U.S. funds.

Registration Fees
The SOA continues to offer a fee structure that allows for more flexibility and provides you with the option of registering for the entire meeting, Tuesday only or for Wednesday only.

Entire Meeting Registration includes the SOA-sponsored breakfasts, refreshment breaks, general session, general luncheon, reception, sessions, program materials and the attendee list.

Tuesday Only Registration includes the SOA-sponsored breakfast, refreshment breaks, general session, general luncheon, reception, sessions and program materials.

Wednesday Only Registration includes the SOA-sponsored breakfast, refreshment breaks, general luncheon, sessions and program materials.

Guest Fee
The SOA continues to provide a flexible fee structure for guests of attendees. This provides you with the option of signing up for the entire meeting or for Tuesday only. A guest (or nonbusiness affiliate) is considered a significant other, friend or family member of the attendee who is over the age of 18. One guest per registrant is allowed.

The guest fee for the Entire Meeting entitles guests to attend all SOA-sponsored breakfasts and the general reception. The guest fee for Tuesday’s Registration entitles guests to attend the SOA-sponsored breakfast and reception on Tuesday only. Please see fee schedule above.

Fee Waivers
You are entitled to a registration fee waiver (excluding all extra-cost activities) if you are an SOA member and:
1. A government employee who practices in an area that impacts the actuarial profession and has not yet attended a continuing education event in 2006 or
2. A full-time academic who has not yet exceeded the $1,500 limit in total fees waived in 2006 or
3. A member whose dues are waived in accordance with SOA’s Waiver of Dues Policy (i.e., retired, unemployed members), and who has not yet attended a continuing education program in 2006. Refer to the SOA Web site to see if you qualify.

*Please note: A $75 processing/food & beverage fee is assessed to all fee waiver registrations. Please indicate if you are registering as a “government employee,” “full-time academic” or “Waiver of Dues” in the upper right-hand corner of your registration card. Any further questions can be addressed by calling 847/706-3540.
Methods of Registration

**Paying by Credit Card**
Register online: [http://HealthSpringMeeting.soa.org](http://HealthSpringMeeting.soa.org).

**Paying by Check**
Mail your registration form with check payable to:
Society of Actuaries
SOA 2006 Health Spring Meeting
P.O. Box 71293
Chicago, IL 60694

* Registration forms submitted by mail must be postmarked by May 9 in order to qualify for the early registration discounts.

**REGISTRATION DETAILS AND POLICIES**

**Full payment is required at the time of registration**
Spouses or guests who attend the meeting and who are members of an actuarial organization must pay the regular member meeting fee.

**Registration Discount/Attendance List**
Registration forms submitted via mail must be **postmarked** on or before May 9, 2006 to qualify as advance registration and receive the discounted rates, as well as to insure inclusion on the attendee list.

Registrations received after May 19, 2006 will continue to be processed at the increased registration fee until June 2, 2006.

**In Person On-Site**
If you are unable to register by June 2, you may register at the on-site registration desk located at the Westin Diplomat Resort & Spa on Monday, June 19 beginning at 4 p.m. or Tuesday, June 20 beginning at 6:30 a.m.

**Confirmation**
Confirmations are e-mailed upon completion of registration. Please check your confirmation letter to ensure your information is accurate. Using your confirmation code, you may make changes to your registration until June 2, 2006.

**Refunds**
All cancellations and refund requests must be put in writing and received by the Society of Actuaries Continuing Education Department no later than Friday, May 19, 2006. The Society of Actuaries will refund the registration fee minus a processing fee of $100, and minus any special ticketed events. Refunds will not be issued for requests received after May 19, 2006. You may e-mail your cancellation requests to cancel@soa.org.

**Session Registration**
It is necessary for attendees to register for the session they plan to attend in each time slot. This will assist the SOA staff in assigning appropriate meeting room space to accommodate the maximum number of attendees for each session. Please sign up for sessions no later than June 2, 2006.
Hotel Information
Westin Diplomat Resort & Spa
3555 South Ocean Drive
Hollywood, FL 33019
Phone: 954.602.6000 or 888.627.9057
Fax: 954.602.8908

Rates
Guest room rates (taxes not included) at the Westin Diplomat Resort & Spa are as follows:

<table>
<thead>
<tr>
<th>Run of House</th>
<th>Club Level</th>
</tr>
</thead>
<tbody>
<tr>
<td>$219 single/double occupancy</td>
<td>$319 single/double occupancy</td>
</tr>
<tr>
<td>+ $16 daily resort fee</td>
<td>+ $16 daily resort fee</td>
</tr>
</tbody>
</table>

*Daily resort fee includes complimentary domestic long distance calls (up to 60 minutes each call), unlimited in-room Internet access, complimentary local and calling card toll-free calls, access to hotel health club, complimentary in-room coffee and shuttle service between the hotel and country club.

Reservations
Make your reservations by the reservation deadline of **Friday, May 19, 2006**. Reservations made after this deadline are subject to space and rate availability. To make your reservation call the hotel directly at: 954.602.6000 or toll-free at 888.627.9057. Make sure you mention you are attending the Society of Actuaries Health Spring Meeting.

A major credit card is required in order to make a reservation. Reservations may be cancelled with no penalty up to 72 hours prior to the date of arrival.

Early Departure Fee
When checking into the hotel you will be asked to confirm your departure date. At this time you may change your departure date without penalty. Any changes in the departure date after that may result in an early check-out fee up to $100.

Why stay at the Diplomat?
We realize there are many hotel options available to you as you make plans to attend the 2006 Health Spring Meeting. We encourage you to stay at the Westin Diplomat Resort & Spa in order to both maximize the quality of your meeting experience and to help the SOA achieve its room-block commitment at this property. By staying at the headquarters hotel, you gain the opportunity to better network with your peers and remain in the center of the activity surrounding the meeting. By reserving your sleeping room at the Westin Diplomat, you are helping fulfill our contractual obligations with the hotel, and ultimately reducing the overall cost of the meeting.

Confirmations
Confirmation of your hotel reservation will be sent directly by the hotel. If you have not received confirmation prior to your departure for Florida, please call the hotel to make sure your reservation is in order. Please mention your affiliation with the Society of Actuaries in all communication to ensure the correct handling of your reservation.

Hotel Check-In And Checkout
Check-in time is 3 p.m. and checkout time is noon. Those arriving early may check their bags with the bell desk in the hotel lobby.

Hotel/Airport Transportation
The Westin Diplomat Resort & Spa is located on the beach in Hollywood, Florida – just 15 minutes from Ft. Lauderdale International Airport and approximately 35 minutes from Miami International Airport. Shuttle service from Ft. Lauderdale International Airport is $10 per person and taxi fare is approximately $25-30. Taxi fare from Miami International is $55-60.
GENERAL INFORMATION

Airfare Discounts
The following discounts are available to attendees of the Society of Actuaries 2006 Health Spring Meeting. Please visit the SOA Web site for specific airline discounts and restrictions.

United Airlines
800/521-4041 (U.S. or Canada)
7 a.m. – midnight (E.S.T.)
Meeting ID#552KW

Air Canada
800/361-7585 (U.S. or Canada)
8:30 a.m. - 8:00 p.m. (E.S.T.)
Event #CV060888

Attire
Business casual attire is appropriate for meeting sessions and all Society-sponsored events.

Cyber City
Need to stay connected? The SOA is providing a small bank of computers at the Diplomat to allow you to access your e-mail account during the meeting. Cyber City hours and location will be posted at the hotel and listed in the final program.

Reception
Drop by the networking reception on Tuesday, June 20 between 6 and 7:30 p.m. to meet up with your colleagues before heading out for dinner or a night out on the town in exciting South Florida.

Weather
The expected daytime highs are in the upper 80s with nighttime lows in the mid 70s during our stay in Florida.
Future SOA Seminars and Meetings

April 3-5
The Life Insurance Conference
(hosted by LIMRA, LOMA, SOA, ACLI)
The Hilton in Walt Disney World Resort
Lake Buena Vista, FL

April 5-7
The Retirement Conference Series
(hosted by LIMRA, LOMA, SOA)
The Hilton in Walt Disney World Resort
Lake Buena Vista, FL

April 5-6
Predictive Modeling Applications
InterContinental Hotel
Chicago, IL

April 23-25
ERM Symposium
Sheraton Chicago
Chicago, IL

May 3-4
Re-envisioning Retirement Symposium
Omni Shoreham Hotel
Washington, DC

May 8-11
Asset Liability Management
Scandic Copenhagen
Copenhagen, Denmark

May 24-25
Life Spring Meeting
The Westin Diplomat Resort & Spa
Hollywood, FL

May 25-26
Life Corporate & Chief Actuaries Open Forum
The Westin Diplomat Resort & Spa
Hollywood, FL

June 8-9
SOA Economic Financial Reporting Seminar
Millennium Broadway
New York, NY

June 12-15
Asset Liability Management
New York, NY
Future SOA Seminars and Meetings (continued)

June 12
Reserves Week: Traditional Life
Millennium Broadway
New York, NY

June 13
Reserves Week: Universal Life
Millennium Broadway
New York, NY

June 14-15
Reserves Week: Deferred Annuities
Millennium Broadway
New York, NY

June 14-15
Reserves Week: Individual Health
Millennium Broadway
New York, NY

June 19
Health Corporate & Chief Actuaries Open Forum
The Westin Diplomat Resort & Spa
Hollywood, FL

June 22-23
Analysis & Presentation of Strategic Financial Information
The Westin Diplomat Resort & Spa
Hollywood, FL

June 26-27
6th Annual Product Development Symposium
Hyatt Regency Lake Las Vegas
Las Vegas, NV

June 27-28
Reinsurance Seminar
Hyatt Regency Lake Las Vegas
Las Vegas, NV

July 26-27
Maximizing the Value of the Pharmacy Benefit
Hard Rock Hotel
Chicago, IL

July 31- August 3
Asset Liability Management
Taipei, Taiwan
Future SOA Seminars and Meetings (continued)

August 23
Basic GAAP
Philadelphia, PA

August 24-25
Advanced GAAP
Philadelphia, PA

September 11-13
Product Tax Issues 7702/7702A
Washington, DC

September 18-19
Valuation Actuary Symposium
Westin Kierland
Scottsdale, AZ

September 19-20
Actuarial Tools to Optimize and Measure Capital Efficiency
Westin Kierland
Scottsdale, AZ

September 21-22
Individual Health Insurance Underwriting
Nashville, TN

October 5-6
2nd Annual Equity Based Guarantees
Renaissance Hotel Chicago O’Hare
Chicago, IL

October 15-18
SOA ’06 Annual Meeting & Exhibit
Sheraton Chicago Hotel
Chicago, IL