

FEBRUARY 25-28, 2024

# ReFocus2024

THE COSMOPOLITAN OF LAS VEGAS, NV



## AGENDA

(as of November 14, 2023)

### SUNDAY, FEBRUARY 25

4:00-6:30 PM **REGISTRATION**  
5:30-6:30 PM **WELCOME RECEPTION**  
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### MONDAY, FEBRUARY 26

7:00 AM-5:00 PM **REGISTRATION**

7:15-9:00 AM **NETWORKING BREAKFAST**

9:00-9:10 AM **WELCOME AND OPENING REMARKS**  
Speaker:  
**Mariana Gomez-Vock**, Senior Vice President, Policy Development, American Council of Life Insurers

9:10-9:30 AM **STATE OF THE INDUSTRY**  
ACLI President & CEO Susan Neely will offer her perspective on the societal challenges that we face today and how the life insurance industry can lead.  
Speaker:  
**Susan Neely**, President & Chief Executive Officer, American Council of Life Insurers

9:30-10:15 AM **GENERAL SESSION: ACTUARIES AS CEOs- WHAT IT TAKES TO GET THERE AND BE SUCCESSFUL**  
CEOs in today's environment need to navigate a host of challenging changes, including climate change, diversity and inclusion, remote working, a pandemic, low-for-long followed by rapid interest rate hikes. Learn how these CEOs, armed with distinct points of views because of their experiences, will tackle these challenges and other concerns that face the insurance industry.  
Moderator:  
**Craig Reynolds**, Principal & Consulting Actuary, Milliman  
Speakers:  
**Tony Cheng**, President, RGA Reinsurance Company  
**Ellen Cooper**, Chairman, President & Chief Executive Officer, Lincoln Financial Group  
**Esfand Dinshaw**, Chairman & Chief Executive Officer, Sammons Financial Group

10:15-10:45 AM **REFRESHMENT BREAK**

10:45 AM-11:45 AM **GENERAL SESSION: US REINSURERS CEO PANEL**  
Hear from a panel of Reinsurer CEOs as they discuss current topics affecting their companies and clients.  
Moderator:  
**Anna Manning**, Chief Executive Officer, RGA Reinsurance Company  
Speakers:  
**JC Brueckner**, Chief Executive Officer, Americas, SCOR Global Life Americas  
**Marc-Andre Giguere**, President & Chief Executive Officer, Munich Re, U.S. (Life & Health)  
**Pete Schaefer**, President & Chief Executive Officer, Hannover Re

**Neil Sprackling**, Chief Executive Officer Life & Health Re U.S., Swiss Re

12:00–2:00 PM

**NETWORKING LUNCH**

2:00–2:45 PM

**GENERAL SESSION: REGULATORY/OFFSHORE REINSURANCE**

The life insurance industry is highly regulated for good reason. People invest large sums for long periods and must trust that their funds will be available at the appropriate time. However, stakeholders demand that invested capital be used wisely. Innovative structures and offshore reinsurance have helped reduce capital costs while maintaining security for policyholders. New regulations could have an effect on current structures. Hear from top regulators in Bermuda and the US to better understand how the regulations could lead to structural changes that impact life insurers and reinsurers.

Moderator:

**Jillian Froment**, Executive Vice President & General Counsel, American Council of Life Insurers

Speakers:

**Andrew Mais**, Commissioner, Connecticut Insurance Department & President-Elect, National Association of Insurance Commissioners (NAIC)

**Craig Swan**, Chief Executive Officer, Bermuda Monetary Authority (BMA)

2:45–3:15 PM

**REFRESHMENT BREAK**

3:15–4:00 PM

**GENERAL SESSION: KEYNOTE SPEAKER: FIRESIDE CHAT WITH DONNA BRAZILE**

Moderator:

**Susan Neely**, President & Chief Executive Officer, American Council of Life Insurers

Speaker:

**Donna Brazile**, Veteran Democratic Political Strategist, Adjunct Professor, Author, Syndicated Columnist

4:00–5:00 PM

**NETWORKING RECEPTION**

Sponsored by:



7:00 AM–5:00 PM

**REGISTRATION**

7:15–9:00 AM

**NETWORKING BREAKFAST**

9:00–9:10 AM

**DAY 2 WELCOME AND REMARKS**

Speaker:

**Dale Hall**, Managing Director of Research, Society of Actuaries

9:10–9:30 AM

**ACTUARIAL TECHNOLOGY AND INNOVATION IN LIFE INSURANCE**

Society of Actuaries CEO Greg Heidrich will highlight the growing uses of innovative actuarial technology by life insurers, and how the profession is working with industry and regulators to ensure the responsible use of artificial intelligence tools, data, and analytics techniques.

Speaker:

**Greg Heidrich**, Chief Executive Officer, Society of Actuaries

9:30–10:15 AM

**GENERAL SESSION: IMPACT OF WEATHER**

Once thought of as a non-life insurance problem, climate change has now begun to affect the life insurance industry. Wildfires, flooding, storms and earthquakes have killed thousands of people worldwide in 2023 alone. These numbers will undoubtedly grow in years to come. Stakeholders are also putting demands on how insurers invest trillions of assets, pressuring them to stop supporting carbon-friendly businesses. Learn about how the insurance industry is handling these pressures and what the future might hold.

Speaker:

**Karen Clark**, Co-Founder, Karen Clark & Company

10:15–10:45 AM

**REFRESHMENT BREAK**

10:45-11:45 AM

**GENERAL SESSION: CONVERGENCE OF ASSET MANAGEMENT AND INSURANCE**

Since President Roosevelt signed the Glass-Steagall Act into law in 1933, banks and insurance companies needed to conduct business separately. In 1999, President Clinton repealed the Act allowing banks and insurers to interact. Currently, banks are taking a lot of interest in the huge assets that insurers have amassed. But it is not just an asset management “play” any longer. Some banks are actually embracing insurance risk. Learn how the insurance industry has adjusted to more involvement by banks and private equity firms into the world of insurance.

Moderator:

**Philip Salem**, Managing Director, Goldman Sachs

Speakers:

**David Schieldrop**, Managing Director, Wells Fargo Securities**Tom Vandever**, Managing Director, Head of FIG M&A, Americas, Barclays

12:00–2:00 PM

**NETWORKING LUNCH**

2:00–2:45 PM

**GENERAL SESSION: STATE OF INSURTECH/SUSTAINABILITY OF INNOVATION INSURANCE**

Over the past 10 years, insurtech has helped foster and accelerate innovation around underwriting, claims, customer service/distribution and management information. This has been fostered by Venture Capital, Private Equity and Carriers/Reinsurers Strategic Investment arms. With over \$15B invested in insurtech, are we getting the results we expected - in terms of return, actual acceleration of innovation? Do we still see this as a viable option for helping to drive/support innovation? How has the past experience and challenges in implementing insurtech partnerships change the buy versus partner paradigm? How well are we equipped to drive innovation without the insurtech seed?

2:45–3:15 PM

**REFRESHMENT BREAK**

3:15–4:00 PM

**GENERAL SESSION: GENERATIVE AI – PEARLS, PITFALLS, AND PROMISE IN LIFE INSURANCE**

The use case for technologies based on generative AI and Large Language Models is marked in equal parts by opportunity and risk. The growing consensus, however, is that having *no* approach is no longer a viable option. True to its multi-disciplinary nature, we’ve assembled a panel of leading life industry, insurtech, and big tech executives who all share one commonality: they are actively leveraging these tools beyond the theoretical and into practice.

Moderator:

**Dave Rengachary**, SVP, Head of Underwriting, US Mortality Markets, RGA Reinsurance Company

Speakers:

**Chris Behling**, Vice President, Underwriting, Northwestern Mutual**Alex Cook**, Senior Vice President, Strategic Capabilities, New York Life**Tony Jacob**, Worldwide Financial Services Go-to-Market (GTM) Lead, Amazon Web Services (AWS)**Yuval Man**, Chief Executive Officer, DigitalOwl

4:00–5:00 PM

**NETWORKING RECEPTION**

Sponsored by:



7:45–10:00 AM

**REGISTRATION**

8:00–9:00 AM

**NETWORKING BREAKFAST**

9:00-10:00 AM

**GENERAL SESSION: REINSURANCE MOCK ARBITRATION**

Have you ever wondered what goes on behind the scenes at a reinsurance arbitration? Enjoy a front row seat as you watch an arbitration unfold. You will hear arguments from two sets of attorneys as they arbitrate interesting fact patterns. A seasoned panel of arbitrators will then deliberate right in front of you and render a final decision. We will then take a vote as to whether the audience agrees. Join us for an entertaining and insightful experience.

**Counsel for the Cedent:****Beth Clark**, Of Counsel, Steptoe & Johnson LLP**Michele Jacobson**, Partner, Steptoe & Johnson LLP

**Counsel for Reinsurer:**

**Kristina Matic**, Partner, Foley & Lardner LLP

**Andrew Meerkins**, Senior Counsel, Foley & Lardner LLP

**Arbitration Panel:**

**Donald Solow**, President, Vista Life & Casualty Reinsurance

**Jeremy Starr**, President, Jeremy Starr Consulting, LLC