



Schedule of Events

Sunday, February 26, 2023

- 4:00 p.m. – 6:30 p.m. Registration
- 5:30 p.m. – 6:30 p.m. Welcome Reception

Monday, February 27, 2023

- 7:00 a.m. – 5:00 p.m. Registration
- 7:15 a.m. – 9:00 a.m. Networking Breakfast
- 9:00 a.m. – 9:30 a.m. **Welcome and Opening Comments**
Dale Hall, FSA, MAAA, CFA, CERA, Managing
Director of Research, Society of Actuaries Research
Institute
- State of the Industry**
Susan Neely, President & Chief Executive Officer,
American Council of Life Insurers
- 9:30 a.m. – 10:15 a.m. **One-on-One with Hannover Re Group CEO**

The world of insurance and reinsurance is much more interconnected than most people imagine. The pandemic, increasing interest rates, inflation, supply chain issues and socioeconomic challenges are only a few of the challenges facing CEOs of major global companies. Our panelist will discuss how the reinsurance industry is facing these challenges and what the future of reinsurance will look like.

Speaker:
Jean-Jacques Henchoz, Chief Executive Officer &
Chairman of the Executive Board, Hannover Re

Moderator:

Peter R. Schaefer, FSA, MAAA, President and Chief Executive Officer, Hannover Re

10:15 a.m. – 10:45 a.m. Refreshment Break

10:45 a.m. – 11:45 a.m. **Medical Technology to Improve Insurance**

Since the Human Genome Project was completed in 2003 ahead of schedule and under budget, life insurers have been both excited and frightened of this technology's possible effects on the industry. Improving life expectancies of in force policyholders is exciting, yet anti-selection for those who take tests and do not disclose the results can be a frightening result. Until today, this has been a relatively academic exercise. Hear how a medical technology company has teamed with a major insurer to create a product that will put this science to practical use.

Speaker(s):

Jason Mulligan, FSA, MAAA, CERA, Vice President, Deputy Chief Actuary, Combined Insurance

Darren Rowe, Chief Executive Officer and Board Member, healthŌme

Moderator:

Tom Wamberg, Executive Chairman of the Board, healthŌme

Noon – 2:00 p.m. Networking Lunch

2:00 p.m. – 2:45 p.m. **Understanding Policyholder Behavior to Sell More Insurance and Underwrite it More Effectively**

Life insurance is sold, not bought. We have heard this since the first life insurance policy was issued hundreds of years ago. New techniques, however, are being used to tap into behavioral economics theory to improve selection, expand life insurance sales, decrease lapsation and increase customer satisfaction. Those insurers that are dedicating resources to this relatively new field of science may have an edge in the future.

Speakers:

Dr. Jonathan Stahl, Consultant, Analytic Solution
Advisor, Nationwide

Adnan Haque, 2 nd Vice President, Integrated
Analytics, Munich Re
Matt Battersby, VP and Chief Behavioral Scientist,
RGA

Moderator:

Brooks Tingle, President and CEO, John Hancock
Insurance

2:45 p.m. – 3:15 p.m. Refreshment Break

3:15 p.m. – 4:00 p.m.

Keynote Speaker

Join a Q&A with **Brad Gilbert** whose wide-ranging
success is unique in the history of tennis: top 10
player for five years including a career high #4
ranking worldwide; elite coach of Grand Slam
champions; author of the international best-seller
“WINNING UGLY: Mental Warfare in Tennis;” and
highly respected tennis analyst on ESPN.

Moderator:

Ronald L. Klein, FSA, MAAA, Founder, Obtutus
Advisory GmbH

4:00 p.m. – 5:00 p.m. Networking Reception

Tuesday, February 28, 2023

7:00 a.m. – 5:00 p.m. Registration

7:15 a.m. – 9:00 a.m. Networking Breakfast

9:00 a.m. – 9:30 a.m.

Welcome and Opening Comments

Mariana Gomez-Vock, Senior Vice President, Policy
Development, American Council of Life Insurers

SOA Insights

Greg Heidrich, Chief Executive Officer, Society of
Actuaries

9:30 a.m. – 10:15 a.m.

**U.S. Life Insurance Company CEOs – Changing of
the Guard**

The life insurance industry has faced its share of challenges of late. There has been more than a decade of an ultra-low interest rate environment placing pressure on investments and policies with interest rate guarantees. The pandemic has caused life insurers to take mortality losses for the first time in our lifetimes. These challenges would test even the most seasoned CEOs. For recently appointed CEOs, there is both great scrutiny and great opportunity on the horizon. Our panel of relatively new U.S. life insurance CEOs will reveal their visions of the future of the industry.

Speaker(s):

Jasmine Jirele, President and CEO, Allianz Life Insurance Company of North America

Moderator:

Mary Ann Brown, FSA, Independent Director, Partner Re

10:15 a.m. – 10:45 a.m. Refreshment Break

10:45 a.m. – 11:45 a.m. **Consolidation of the Life and Annuity Marketplace**

After a decades-old slog through low interest rates, many insurers are exiting certain life and annuity lines of business. Major investment companies have formed new reinsurers to buy up these blocks of business and aim to invest the assets and manage the risks more effectively than insurers that have been in the business for more than a century. Find out how they plan to make these ventures successful.

Speakers:

Manu Sareen, Co-President, Global Atlantic Financial Group

Brian Schreiber, Managing Director, Head of Carlyle Insurance Solutions, The Carlyle Group

Moderator:

Laird Zacheis, FSA, MAAA, Principal, Consulting Actuary, Milliman

Noon – 2:00 p.m. Networking Lunch

2:00 p.m. – 2:45 p.m. **The Economy of the World**

It is easy to think that inflation, rising interest rates, the supply chain and geopolitical issues are local problems. However, these issues are worldwide. Our keynote global economist will help us sift through the noise and explain why these issues are happening, the best way forward and when the world economy will moderate.

Speaker:

Jérôme-Jean Haegeli, Group Chief Economist, Swiss Re

Moderator:

Marc-André Giguère, FSA, FCIA, MAAA, President and CEO, Munich Re

2:45 p.m. – 3:15 p.m. Refreshment Break

3:15 p.m. – 4:00 p.m. **Insurance Balance Sheets and the Health of the Insurance Industry**

While rising interest rates have eased concerns with certain life insurance products, it has caused havoc with others. As rates rise, deferred fixed annuities are facing new lapsation concerns and also present new opportunities for future asset investments. All these changes can potentially put strain on life insurance company balance sheets and keep CFOs monitoring risk-based capital metrics. Our panel of CFOs will discuss the financial health of the life insurance industry and the techniques used to offset these challenges.

Speaker:

Vibhu Sharma, Executive Vice President and Chief Financial Officer, Pacific Life Insurance Company

Paul Wells, Chief Financial Officer, Protective

Andrew Michie, Chief Financial Officer, OneAmerica

Moderator:

Leslie Barbi, Executive Vice President, Chief
Investment Officer, RGA

4:00 p.m. – 5:00 p.m. Networking Reception

Wednesday, March 1, 2023

7:45 a.m. – 10:00 a.m. Registration

8:00 a.m. – 9:00 a.m. Networking Breakfast

9:00 a.m. – 10:00 a.m. **New Technologies to Facilitate Insurance and Reinsurance**

Once a beacon for new technologies, the insurance industry has been slower in adapting emerging technologies, implementing new systems, and encouraging future innovation. New tech industry companies are attempting to fill the void with technologies from point-of-sale to underwriting to issue and reinsurance to claim payment. Hear more about how these companies are considering new ideas that adopt these technologies giving them a competitive advantage.

Speakers:

Natasha Alexeeva, CEO, Friendly

Chad Hersh, Head of Worldwide Market
Development, Life Insurance, Amazon Web Services
(AWS)

Moderator:

Christine Patton, Executive Director, BILTIR