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THE CONSULTING ACTUARY

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CCA NEWS

2017 Annual Meeting and New Location Announced by CCA President Donald E. Fuerst

Donald E. Fuerst, CCA President, recently announced that the 2017 CCA Annual Meeting will be held at a new location, the Ritz-Carlton Orlando, Grande Lakes in Florida. The Ritz-Carlton Orlando, Grande Lakes is a beautiful property and has wonderful space that will accommodate our meeting very well. We are sure you will enjoy the site. The property is away from other Orlando resorts and has shuttles available to several of the Orlando area attractions. The location change allowed the CCA to maintain our initial meeting dates without concerns related to additional construction delays at the location we originally planned to use).

Mark your calendar for our 2017 Annual Meeting at the Ritz-Carlton Orlando, Grande Lakes for October 22 – 25, 2017. Our registration and complete details as available are posted on www.cactuaries.org/go/annualmeeting. Hotel reservations are now open for online booking at www.cactuaries.org/go/amhotel.

CCA 2017 Annual Meeting Highlights

Keynote Speaker:
Vanessa Van Edwards
Founder, ScienceofPeople.com

Monday, October 23, 7:45–10:15 AM

Vanessa Van Edwards is a published author and behavioral investigator. She is a professional people watcher—speaking, researching and cracking the code of interesting human behavior for audiences around

the world. Vanessa’s groundbreaking workshops and courses teach individuals how to succeed in business and life by understanding the hidden dynamics of people. Vanessa is a Huffington Post columnist and Penguin author. She has been featured on NPR, the Wall Street Journal, the Today Show and USA Today. She has written for CNN, Fast Company and Forbes.

Vanessa has spoken to groups across the globe from the stage at the Consumer Electronic Show to presenting research at MIT. She has used her research to consult for numerous Fortune 500 companies including American Express, Clean and Clear and Symantec.

She graduated Magna Cum Laude from Emory University in 2007 and is SETT certified with Dr. Paul Ekman, SUBx certified, and is a member of the Association of Certified Fraud Examiners and certified in Statement Analysis.

Monday Evening Event

Monday, October 23, 6:30 PM – 9:30 PM

This year the Monday Evening Event takes place on-site at the Ritz-Carlton Orlando, Grande Lakes. You and your registered accompanying persons are treated to an informal and relaxed event where you’ll dine and dance on the Da Vinci Lawn and Terrace.

This is a great opportunity to unwind away from the meeting and spend social time with your peers.

These are evenings to remember!

Tuesday Afternoon Networking Forums

Tuesday, October 24, 3:15 PM

Several of the CCA communities and special interest groups (SIGs) schedule a networking forum to allow these year-round common interest groups the opportunity to meet face-to-face. Feel free to stop by, meet, and discuss current issues, news, and outlooks. Community/SIG membership is not required to attend these on-site events. The following forums are currently scheduled:

Public Plans Networking Forum

Facilitated by the CCA Public Plans Community

Healthcare Networking Forum

Facilitated by the CCA Healthcare Community

Smaller Actuarial Consulting Firms Networking Forum

Facilitated by the CCA Smaller Actuarial Consulting Firms SIG

Registered attendees can view an updated list of dates and times for additional networking forums through the 2017 CCA Annual Meeting Community at www.ccactuaries.org/go/annualmeetingcommunity.

CCA 2017 Annual Meeting Session Highlights by Topic

CROSS DISCIPLINE

VIEW FROM INSIDE THE BELTWAY

Session 208

October 23, 2017 at 2:00 PM - 3:15 PM

Credits: EA Non-Core 1.50, CPD 1.50

What is the latest employee benefit news from inside the Beltway, the Administration and Congress?

Our speakers from the American Benefits Council discuss tax reform and employee benefit legislation and proposals as well as implications to benefit plan sponsors and the broader employee benefits community. The American Benefits Council is based in Washington D.C. and works closely with Congress, the White House and various agencies. Our speakers

answer your questions on the latest breaking news related to retirement and healthcare employee benefits.

Note that the allocation of EA credit depends on the actual content of the session.

Speakers:

- Tamara R. Shelton – Willis Towers Watson
- Jan Jacobson – American Benefits Council
- Kathryn Wilber – American Benefits Council

EVOLUTION (OR REVOLUTION) IN TOTAL REWARDS

Session 408

October 24, 2017 at 8:00 AM - 9:40 AM

Credits: EA Non-Core 2.00, CPD 2.00

Economic forces, legislative changes, tax treatments, and the competitive market for talent are causing organizations to reevaluate their total rewards programs. Hear the latest trends and look at future changes from our panel.

Speakers:

- Thomas A. Swain – Bryan Pendleton Swats & McAllister LLC
- Eileen Vernor – National Science Foundation
- Tonya Bradford – Willis Towers Watson
- Dawn I. Rich – Cardinal Health
- Jeff Grady – Oceaneering International, Inc.

HEAR WHAT CLIENTS ARE LOOKING FOR IN AN ADVISOR

Session 508

October 24, 2017 at 10:10 AM - 11:50 AM

Credits: EA Non-Core 2.00, CPD 2.00

A panel of C-Suite executives shares their thoughts on why and when they use and choose consultants including what constitutes a successful client relationship.

Speakers:

- Phillip A. Merdinger – Mercer
- Gary Watts – Fidelity Information Systems Global
- Sherri Nadeau – YP Inc.
- Alan Browdy – JM Family Enterprises

PROFESSIONALISM IN THEORY AND PRACTICE

Session 003

October 24, 2017 at 1:00 PM - 3:05 PM

Credits: EA Core 2.50, CPD 2.50

When does an ASOP apply to a given scenario and when is it less clear cut? Join our panels of speakers as they discuss various situations and the application of ASOPs in those situations. Some are more clear cut than others. The panelists address those gray areas and actions that can be taken to avoid problems.

Speakers:

- Patricia A. Rotello – Willis Towers Watson
- Paul Kollmer-Dorsey – American Academy of Actuaries
- Christopher F. Noble – Willis Towers Watson
- Richard A. Block – Block Consulting Actuaries Inc.
- Carol R. Sears – Actuarial Consulting Group Inc.
- Ethan E. Kra – Ethan E. Kra Actuarial Services LLC
- Molly E. Loftus – Mercer

A TIP OF THE HAT TO ETHICS

Session 004

October 25, 2017 at 11:00 AM – 12:30 PM

Credits: EA Ethics 1.50, CPD 1.50

When it comes to ethical issues we may face as actuaries, some solutions are clearly more obvious than others. The speakers in this informative session present case studies and discuss the various hats one may wear depending on certain facts and circumstances. Come prepared to think about which hat you may wear in these scenarios as audience participation is encouraged.

Speakers:

- John T. Stokesbury – Deloitte Consulting LLP
- Paul M. Sepe – Willis Towers Watson
- Kelly Conlin – Conduent Human Resource Services
- Leslie L. Thompson – Gabriel Roeder Smith & Company

PENSION

LATE BREAKING DEVELOPMENTS

Session 401

October 24, 2017 at 8:00 AM–9:40 AM

Credits: EA Core 2.00, CPD 2.00

A panel of pension professionals discuss recent developments affecting retirement plans on the legislative, regulating, and legal fronts. Potential topics include: 2017 legislation, IRS, DOL, Treasury and PBGC guidance; as well as recent court cases.

Speakers:

- Fred C. Lindgren – Fidelity Investments
- Tonya B. Manning – Conduent Human Resource Services
- Bruce Cadenhead – Mercer
- Michael F. Pollack – Willis Towers Watson
- Representative – Internal Revenue Service (invited)
- Julie M. Reyes – Fidelity Investments

Q&N/AS: THINGS WE DON'T KNOW

Session 101

October 23, 2017 at 10:45 AM–12:00 PM

Credits: EA Core 1.50, CPD 1.50

Gray areas in the Internal Revenue Code and IRS guidance pose challenges for actuaries in consulting with their clients. The panel of experts discusses several gray areas and explores possible approaches to handling these situations.

Speakers:

- Scott A. Hittner – October Three LLC
- Susan L. Breen-Held – Principal Financial Group
- Ellen L. Kleinstuber

RETIREMENT IMPLICATIONS OF LIVING LONGER

Session 201

October 23, 2017 at 2:00 PM - 3:15 PM

Credits: EA Non-Core 1.50, CPD 1.50

What are the retirement implications of living longer? Speakers at this session discuss issues and decisions that retirees are facing such as accumulating assets before retirement, decumulation of assets after retirement and timing of Social Security benefits.

Speakers:

- Una Clementine Raghavan – Willis Towers Watson
- Philip Maurice Parker – Conduent Human Resource Services
- Michael Finke – American College of Financial Services
- Andrew J. Peterson – Society of Actuaries
- Jesse Nichols – Willis Towers Watson

HYBRID PLAN DESIGN AND OPERATION

Session 203

October 23, 2017 at 2:00 PM - 3:15 PM

Credits: EA Core 1.00, EA Non-Core 0.50, CPD 1.50

Speakers at this session address design and operation issues with market-based and traditional cash balance plans and variable annuity plans.

Note that the allocation between EA Core and Noncore credit depends on the actual content of the session.

Speakers:

- Lawrence J. Sher – October Three LLC
- William Strange – Fidelity Investments
- Lloyd A. Katz – The Benefit Practice
- Crystal Leben-Reyes – Conduent Human Resource Services

DC PLANS: DESIGNS AND TESTING

Session 302

October 23, 2017 at 3:45 PM–5:00 PM

Credits: EA Non-Core 1.50, CPD 1.50

Defined contribution plans are now the central component of employer provided retirement benefits. Explore the latest trends and consulting issues in DC plan design from the perspective of financial advisors and actuaries. Speakers cover topics such as:

- Impact of plan design on non-discrimination testing;
- Pre-tax, after-tax and Roth contributions;
- Automation features (enrollment, savings rate escalation, default investments);
- Re-enrollment (investments and savings rates);
- Fiduciary oversight; and
- Success metrics.

Speakers:

- Anthony Michael Davis – Fidelity Investments
- Michael Chisnell – Sequoia Financial Group
- Jaime Bruton – Bruton Financial
- Shams Talib – Fidelity Investments
- Andrew Marcus – Fidelity Investments

EFFECTIVELY WORKING WITH CLIENTS' EXTERNAL AUDITORS

Session 502

October 24, 2017 at 10:10 AM–11:50 AM

Credits: EA Non-Core 2.00, CPD 2.00

At this session, audit and actuarial professionals discuss the audit process and regulatory environment, how the audit process affects consulting actuaries and our mutual clients, recent developments (which may include the alternative spot rate approach, mortality improvement, and presentation of net benefit costs), and significant events that can have accounting implications.

Speakers:

- Stephen N. Eisenstein – KPMG
- Casey Shork – Deloitte Consulting LLP
- Daniel Langlois – KPMG LLP

HEALTH

SPECIALTY DRUGS CONQUER THE WORLD (IF WE LET THEM)

Session 105

October 23, 2017 at 10:45 AM–12:00 PM

Credits: CPD 1.50

Many experts expect that specialty drugs will represent 50 percent of total drug spending by 2020. Speakers discuss:

- Major drugs just released and in the pipeline;
- How setting matters;
- Specialty drug cost trends relative to other drugs; and
- Strategies to manage specialty drug growth.

Speakers:

- Derek N. Guyton – Mercer
- Michael J. Staab – Innovative Rx Strategies
- Ben Slen – Accredo

OUT OF NETWORK SHARED SAVINGS SOLUTIONS

Session 205

October 23, 2017 at 2:00 PM–3:15 PM

Credits: CPD 1.50

Self-funded employers can incur significant additional claim costs when employees receive healthcare out of network. Shared Savings Solutions are efforts by insurers to negotiate discounts on large out-of-network claims and share the savings with the employer.

Speakers:

- John J. Schubert – Deloitte Consulting LLP
- Jane H. Jensen – Willis Towers Watson
- Jennifer L. Gillespie – Consortium Health Plans

THE STATE OF THE ACA

Session 404

October 24, 2017 at 8:00 AM–9:40 AM

Credits: CPD 2.00

Repeal? Replace? Repair? Revote? Our panel of consultants examines the impact of recent and potential government actions on the ACA. How will employers, providers and payers be affected? Join us for a session in “real-time” as the future of US healthcare takes shape.

Speakers:

- Tanya E. Sun – Mercer
- Trevis G. Parson – Willis Towers Watson
- Tracy Watts – Mercer
- Amy Dorff – Willis Towers Watson

MACROECONOMICS APPROACH TO HEALTHCARE

Session 604

October 25, 2017 at 8:00 AM–9:15 AM

Credits: CPD 1.50

The current state of healthcare shows that costs have risen to unsustainable levels. If Isaac Newton was sitting underneath the healthcare trend tree, he would find that what goes up, actually goes up. What are the drivers of healthcare costs and how did we get here? Can we change it and potentially bend trend? How would we accomplish this?

Speakers:

- Tanya E. Sun – Mercer
- Phil Ellis – Acumen LLC
- Amanda Frost – Health Care Cost Institute

CONCIERGE MEDICINE

Session 605

October 25, 2017 at 8:00 AM–9:15 AM

Credits: CPD 1.50

Accessibility... Affordability... Personal Touch...

Concierge medicine may be the future of healthcare. Patients long for simplicity and transparency along with quality care. Providers want a more stable workload, less overhead, and greater operational efficiency. We discuss the merits of new delivery and payment approaches and the impact technology may have in fueling change.

Speakers:

- Trevis G. Parson–Willis Towers Watson
- Daniel Joseph Dotzert–Willis Towers Watson
- Tim McDonald–Aon Hewitt
- Carolyn M. Young–Accolade

WHAT CAN YOU LEARN FROM THE MEDICARE TECHNICAL PANEL?

Session 704

October 25, 2017 at 9:30 AM–10:45 AM

Credits: CPD 1.50

Every once in a while, a Medicare Technical Panel is convened to help the CMS actuaries with a review of the assumptions used in the annual report of the Medicare Trustees. Their findings and recommendations are used by the Medicare actuaries but can also be used by actuaries in their work for employer clients.

Speakers at this session discuss the key findings of the latest Panel report and how they might be used for other public and private plan valuations.

Speakers:

- Dale H. Yamamoto – Red Quill Consulting
- Greger Vigen
- Melissa Chacko –
Conduent Human Resource Services

INVESTMENT

A PRIMER ON INVESTMENT AND RELATED ISSUES

Session 001

October 22, 2017 at 5:15 PM–6:55 PM

Credits: EA Non-Core 2.00, CPD 2.00

Want to better understand how yield curves are built and how they drive discount rates? Would you like to better understand the approaches used to connect liability-driven investments to pension liabilities? Ever had a sticky conversation with an auditor about a client's economic assumptions and want to better understand how they see the world? Expert speakers present a primer on these and other investment-related issues.

Speakers:

- Elena V. Black – The Terry Group
- Jerry Mingione – Willis Towers Watson
- Lisa G. Ullman – PricewaterhouseCoopers LLP
- Michael E. Clark – Principal Financial Group

IMPACT OF LOW CURRENT RATES ON INVESTMENT RETURN ASSUMPTIONS

Session 102

October 23, 2017 at 10:45 AM–12:00 PM

Credits: EA Non-Core 1.50, CPD 1.50

Interest rates have been low in recent years, a trend seemingly disconnected with history. Many actuaries have relied on capital market models that assume rates will return to more normal levels over time, thereby essentially mitigating the impact of current low rates on projected levels of investment return. But after almost a decade of low rates it may be open to question whether rates will ever return to "normal". Speakers at this session explore (1) the causes of current low rates, (2) possible rationales for rates staying low into the future, and (3) the expected return implications of a range of interest rate scenarios.

Speakers:

- Jerry Mingione – Willis Towers Watson
- R. Evan Inglis – Nuveen Asset Management
- Elena V. Black – The Terry Group
- Tamara Lee Wilt – Actuarial Guidepost, LLC

PUBLIC PLANS

ROLE/RESPONSIBILITY OF THE PUBLIC SECTOR ACTUARY—CAN YOU HEAR ME NOW?

Session 107

October 23, 2017 at 10:45 AM–12:00 PM

Credits: EA Non-Core 1.50 CPD, 1.50

Come to this session to hear a panel of experts discuss the increasingly sensitive (and sometimes even contentious or confrontational) roles and responsibilities of a public sector actuary in serving the public and his/her client, including:

- Role/responsibility of the actuary in recommending an "actuarially sound" funding policy;
- Role/responsibility of the actuary in consulting with your client to adopt more "realistic" actuarial assumptions;
- Role/responsibility of the actuary in advocating for changes in funding policy, plan design, assumptions, etc.;
- Role/responsibility of the actuary to communicate the "real facts" about a plan with the public, retirement system members, the Board and other interested parties; and
- The ethical challenges surrounding these roles!

Speakers:

- Lance J. Weiss – Gabriel Roeder Smith & Company
- Koren L. Holden – Colorado PERA
- Brian B. Murphy – Gabriel Roeder Smith & Company
- David N. Levine – Groom Law Group

UAAL: HOW DID WE GET HERE?

Session 207

October 23, 2017 at 2:00 PM - 3:15 PM

Credits: EA Core 1.50, CPD 1.50

What are the key factors that have contributed to the Unfunded Actuarial Accrued Liability (UAAL)? How did some UAALs grow and become so difficult to manage, and what tools are available to both understand and manage the UAAL? We discuss best practice approaches to consider and pitfalls to avoid when doing the analysis and communicating the results. The speakers at this session include case studies and sample communications.

Speakers:

- David J. Kershner – Conduent Human Resource Services
- Paul Angelo – Segal Consulting
- Adam J. Reese – PRM Consulting Group
- William R. Hallmark – Cheiron, Inc.

SETTING THE INVESTMENT RETURN ASSUMPTION FOR PUBLIC PLANS

Session 407

October 24, 2017 at 8:00 AM–9:40 AM

Credits: EA Core 2.00, CPD 2.00

Setting the investment return assumption from the perspective of the investment consultant and the actuary. Learn the perspective of investment consultants on the short-term and long-term horizons. Learn different tools actuaries use to get the assumption and how to bridge the gap to the investment consultants. Attendees can even discover that insights about investment forecasting can be gained from the National Hurricane Center.

Speakers:

- Michael J. de Leon – Deloitte Consulting LLP
- R. Evan Inglis – Nuveen Asset Management
- Larry F. Langer – Conduent Human Resource Services
- Melinda L. Settle – Horizon Actuarial Services, LLC
- James J. Rizzo – Gabriel Roeder Smith & Company

INTERNATIONAL

O CANADA—RECENT DEVELOPMENTS NORTH OF THE BORDER

Session 106

October 23, 2017 at 10:45 AM–12:00 PM

Credits: EA Non-Core 1.50, CPD 1.50

Significant changes have taken place in Canada over recent years in the pension funding and Social Security arena. Currently, reforms in Ontario around pension funding, the Canadian Social Security system (CPP), and Canadian Healthcare system are being contemplated. Our speakers provide an in-depth understanding of the reforms under consideration and the implications of these reforms on companies and plan sponsors.

Speakers:

- James L. Jones – Deloitte Consulting LLP
- Carol Wong – Conduent Human Resource Services
- Max Husani Bazile – Deloitte Consulting LLP

NATIONAL HEALTHCARE MODELS AROUND THE WORLD—EFFECTIVE ALTERNATIVE APPROACHES

Session 506

October 24, 2017 at 10:10 AM–11:50 AM

Credits: CPD 2.00

With national healthcare again in the news in the US and elsewhere, there is renewed focus on how countries around the world approach healthcare design, financing, management and delivery to its citizens. Speakers discuss interesting models of integrated healthcare systems, from completely privatized approaches to completely public ones where all providers are employed by the government. Specific aspects to be covered include:

- How are benefits financed (payroll, value-added tax (VAT), general revenue, etc.)?
- Who owns and operates hospitals and who employs doctors and other providers?

- How are prescription drugs priced?
- How are retirees, the unemployed and the economically disadvantaged covered?
- How do political structures and cultural norms affect the design, funding and delivery of healthcare?

Rather than review models country by country, the speakers focus on models using countries as examples to illustrate points and delve into the advantages and disadvantages and discuss the impact on employer-provided medical benefits under each model.

Speakers:

- Douglas J. Carey
- Ibrahim E. Muhanna – i.e. Muhanna & Co.
- David A. Robalino – The World Bank
- Ian G. Duncan –
University of California, Santa Barbara

MULTIEMPLOYER PLANS

CHOOSING DISCOUNT RATES FOR WITHDRAWAL LIABILITY FUNDING

Session 306

October 23, 2017 at 3:45 PM–5:00 PM

Credits: EA Core 1.50, CPD 1.50

Panelists discuss their rationales in selecting a discount rate for withdrawal liability vis-à-vis the discount rate that is selected for purposes of long-term funding.

Speakers:

- Melissa Conklin Kolle – The Cultural Institutions Retirement System
- Joshua P. Kaplan – Segal Consulting
- Donald E. Fuerst
- Mitchell H. Hofing – Dexter Hofing LLC

EMBRACING REJECTION: SOB LETTERS

Session 705

October 25, 2017 at 9:30 AM–10:45 AM

Credits: EA Core 1.50, CPD 1.50

Panelists discuss the rejection of recent suspension of benefit (SOB) applications with detailed analysis of the Treasury Department's stated rejection reasons.

Speakers:

- Eli Greenblum – Segal Consulting
- Dominic DeMatties – Alston & Bird LLP
- Josh Shapiro – Groom Law Group
- Boris Alex Vaynblat – The McKeogh Company

Opportunities at CCA

I WANT TO...

COLLABORATE to learn about and help shape evolving actuarial solutions

Communities and Special Interest Groups

SHARE knowledge and expertise about important actuarial concerns

Presenter/Speaker

INFLUENCE and **CREATE** awareness of the value of membership

Membership Committee

INNOVATE to keep CCA on the cutting edge when providing continuing education

**Education Scan Committee
Education Innovation Committee**

***Click here to access the
Volunteer Form***

DESIGN and **RECRUIT** for audio/webcasts and seminars

Seminar Committee

DEVELOP and **IMPLEMENT** social media strategies to enhance the value of CCA

Social Media Committee

ENGAGE members to leverage their talents

Member Engagement Committee

PLAN and **COORDINATE** program content for professional meetings

**Annual Meeting Program Committee
Joint Program Committee for the
Enrolled Actuaries Meeting
Healthcare Meeting Program
Committee**

***Learn more by clicking on one of the
color boxes above***

Realize Added Benefits at 2017 CCA Annual Meeting by Participating as a Session Assistant

Would you like to gain exposure within the profession? Consider participating as a Session Assistant at this year's Annual Meeting. Responsibilities may include setting up pre-planning conference call(s) for session presenters, writing a summary of the content presented at the session you are assisting, and other duties as requested by the session moderator.

Session Assistants are provided with additional networking opportunities at the CCA Annual Meeting by meeting speakers and CCA leaders at a special Sunday evening reception.

Actuaries new to the profession or volunteering are especially encouraged to consider serving in this capacity as it is an excellent way to network into other continuing education opportunities and potentially participate in future speaking opportunities.

New! Retiree Medical Seminar

The CCA will host a new seminar devoted to Retiree Medical. This seminar serves as a primer for working on retiree group benefit valuations. Whether you are undertaking ASC715 or GASB 45/74/75 valuations, the fundamentals are the same. Attendees receive a copy of the textbook used on the Society of Actuaries' exams, "Fundamentals of Retiree Group Benefits." The seminar material closely follows its contents.

The speakers at this seminar cover:

- Trends in retiree medical plan design.
- Actuarial assumptions and methods.
- Pros and cons of Retiree Drug Subsidy and Employer Group Waiver Plans
- How Medicare Advantage Plans work – and why the premium cost for Medicare Advantage plans are generally lower than Medicare Supplement premiums.
- Morbidity tables – sources and uses.
- My retiree medical plan client is being audited – what to expect when the auditor's actuary reviews the valuation – and how to plan for a smooth audit review.

Speakers:

- Dale H. Yamamoto – Red Quill Consulting
- Adam J. Reese – PRM Consulting Group
- Colleen O'Malley Driscoll – Ernst & Young, LLP
- John J. Schubert – Deloitte Consulting LLP
- John V. Grosso – Aon Hewitt

CCA's Retiree Medical seminar will be held immediately preceding the CCA Annual Meeting, at the Ritz-Carlton Orlando, Grande Lakes in Orlando, Florida. A separate registration and additional fee apply.



RITA K. DEGRAAF

CCA Executive Director Rita K. DeGraaf Retiring

After more than 30 years of service to the Conference of Consulting Actuaries, Executive Director Rita K. DeGraaf will be stepping down to enjoy early retirement. Ms. DeGraaf began her career with CCA in 1985 in an administrative role with what was then the Conference of Actuaries in Public Practice (CAPP); within three years she worked her way up to Executive Director. CCA President Donald E. Fuerst, Board of Directors and membership formally thanked Ms. DeGraaf for her service at the close of the 2016 Annual Meeting with a standing ovation and thunderous applause.

Effective July 1, 2017, the incoming CCA Executive Director is Kelly Fanella, who is being promoted from her position as CCA's Associate Executive Director of Business and Member Engagement. Ms. Fanella has an extensive background in association management. We welcome Kelly to her new role!

2017 Enrolled Actuaries Meeting Highlights

More than 690 actuaries and guests participated in the Enrolled Actuaries Meeting, held Sunday, April 2 to Wednesday, April 5, 2017 at the Marriott Wardman Park Hotel in Washington, DC.

There were 78 continuing education sessions covering timely and relevant topics to keep Enrolled Actuaries up-to-date and well-informed on issues impacting specific areas of interest to pension actuaries. When asked what they liked about EA 2017, attendees shared this feedback in their evaluations:

“Best one in a long time. Nice job to all.”

“Good work in getting top experts, especially in general sessions, but also in some notable worksessions, eg. 806.”

“Presenters were extremely knowledgeable on the topics they presented and were willing to discuss proposed solutions.”

“Hearing from the PBGC and IRS representatives was incredibly valuable.”

“The meeting is well organized with diverse session offerings.”

“There is always good detailed technical content in the sessions.”

There were several sessions during which Internal Revenue Service (IRS), Pension Benefit Guaranty Corporation (PBGC), Government Accounting Standards Board (GASB) and Joint Board for the Enrollment of Actuaries (JBEA) representatives offered insights for participants.

Participants also enjoyed the opportunity to network with colleagues, exchange ideas, catch up with long-time friends and speak with company representatives at the various exhibits. These exchanges took place during the Exhibit Hall hours, where continental breakfast and

refreshments were served, and a reception was held on Tuesday.

The EA meeting’s handouts were available online in advance of the meeting for registrants and accessible through the meeting’s mobile app. For the convenience of all CCA Members, handouts are available on the CCA website in the Archives section.. Meeting handouts are also available for purchase at www.ccactuaries.org/archives/meeting-materials.

Mark your calendar now for the 2018 Enrolled Actuaries Meeting, returning to the Marriott Wardman Park Hotel in Washington, DC on April 8-11, 2018.



JAMES E. HOLLAND OF CHEIRON, EARL POMEROY OF ALSTON & BIRD AND ANDREW REMO OF THE AMERICAN RETIREMENT ASSOCIATION PRESENTING “WE SURVIVED THE ELECTION—NOW WHAT?” AT THE OPENING GENERAL SESSION OF THE 2017 ENROLLED ACTUARIES MEETING ON APRIL 3, 2017.

The 2017 Blue Book and Blue Book Index are Now Available

Released at the Enrolled Actuaries Meeting starting in 1998, the “Blue Book” is a compendium of questions from actuaries and answers from the PBGC. Access to the complete set of Blue Books is available through the [PBGC website](#).

The Blue Book Index is a complementary catalog of these materials, sorted by topic, to the full set of Blue Books. Click here to access the 2017 Blue Book Index through the [CCA website](#).

2017 CCA Healthcare Meeting Recap

April 5 – 6, 2017

Marriott Wardman Park Hotel

Washington, DC

The CCA hosted 70 professionals at the 2017 Healthcare Meeting in Washington, DC. This year’s meeting was expanded to one and one-half days of professional development content, providing even more continuing professional development hours than last year. Among the highlights was a session with representatives from the Centers for Medicare and Medicaid Services presenting on the impact of the new regulatory environment on rate filing and review process. For the convenience of all CCA Members, handouts are available on the [CCA website](#) in the Archives section..

Selling Health Insurance Across State Lines Subject of New Paper by Lawrence Mitchell

Inspired by discussions on the CCA Healthcare Community, CCA Past President Lawrence Mitchell authored a paper titled “Selling Health Insurance Across State Lines” to further the conversation on the matter among actuaries and non-actuaries alike.

The CCA welcomes other opinions and thoughts on the subject, and encourages members to join our communities and special interest groups which promote sound actuarial considerations throughout the profession.

The comments contained in his paper do not necessarily reflect the views of the CCA, the CCA’s members, or any employers of CCA members, and should not be construed in any way as being endorsed by any of the aforementioned parties.

CCA Seminar Builds Executive Presence for Consulting Actuaries

The CCA recently held two successful sessions of the seminar, “Building Your Brand: Executive Presence as a Consulting Actuary” in Atlanta. These sessions provided an overview of key elements to creating executive presence. They included the opportunity for consulting actuaries to give brief sample presentations with constructive critiques by professionals who train executives for public speaking.

Participants cited this program as very worthwhile and helpful in making marked improvements in their speaking styles:

“ . . . I thought the course was great.”

“ . . . liked the practice sessions and coaching to make it more impactful.”

“ . . . great facilitators – very personable and knew material.”

CCA leadership is evaluating potential appropriate future opportunities to host this course for consulting actuaries to hone their skills for presentations to clients. This course may be coming to a city near you. Watch for details on [CCA's website](#) and by email announcement from conference@ccactuaries.org.

Optimize Your Professional Network with CCA Communities, SIGs and Volunteer Opportunities

CCA's Communities and Special Interest Groups (SIGs) provide CCA members with a convenient opportunity to interact with each other in areas of shared interest within the actuarial profession. CCA's Communities have yielded foundational discussions that have even inspired white papers by CCA members.

The CCA welcomes volunteers

Get involved with the CCA and put your expertise to work!

There are a variety of ways for CCA members to participate. For more [information](#), visit our [website](#) and view our [Member Engagement form](#), where the responsibilities and time commitments for each opportunity are outlined.

Once you match your talents and interests, please email your completed Member Engagement form, click on the form's “Submit” button, or email your completed form to Kelly Fanella at kfanella@ccactuaries.org

Experienced CCA volunteers are encouraged to volunteer for the Board of Directors. To help you determine whether this is a match for your talents, consider the duties involved. Contact the CCA office at conference@ccactuaries.org for details.

CCA Welcomes New Members

The CCA congratulates and welcomes the following new Associates (ACAs) and Fellows (FCAs) as of June 6, 2017.

Robert Blough, FCA

Michael Hunter, FCA

Irina Pogrebivsky, FCA

Ben Brandon, FCA

Audrey Johnson, FCA

Michele Raad, FCA

Martin Brandt, FCA

Steven Kapper, FCA

Stacey Schmid, FCA

Nancy Campbell, FCA

Andrew Kirchner, FCA

Boris Vaynblat, FCA

Gene Fife, FCA

Brian Lee, FCA

Keith Young, FCA

Scott Fitzpatrick, FCA

Thomas Lyle, FCA

David P. Glenn, FCA

Terry Mathews, FCA

The CCA congratulates Jeffrey Schapel, FCA, who recently transferred from an Associate (ACA) to become a Fellow (FCA).

Mark Guajardo, FCA

Henry Nearing, FCA

Megan Heine, FCA

Rebecca Owen, FCA

Don Hendriks, FCA

Lisa Penpek, FCA

In Memoriam

The CCA wishes to extend our condolences to the family and friends of the following CCA members who passed away since our last issue:

Stephen T. Carter, FCA

Thomas P. Dawidowicz, FCA

Jerrold Dubner, FCA

Robert H. Schramm, FCA

CONTINUING EDUCATION

Advance the Practice® via phone or web:

CCA AUDIO/WEBCASTS

Proposed CCA-Sponsored Audio/Webcasts for 2017

Subscribe and take advantage of significant savings on CCA-hosted audio/webcasts, including all these scheduled sessions plus late-breaking presentations.* For complete details, see www.ccactuaries.org/go/education.

September 13, 2017

The Future of Employee Benefits

September 27, 2017

Code of Professional Conduct

November 8, 2017

Health Clinics

December 6, 2017

Funding Policies – Standard Recommendations and Special Cases

December 13, 2017

Employer Health and Retirement Programs – An Enterprise Risk Management View

**The 2017 schedule is preliminary and subject to change. The CCA Board of Directors reserves the right to revise the audio/webcast schedule, with substitutions of session topics and content, and ensures a minimum of 10 audio/webcasts.*

Future Meeting Dates

2017 CCA Annual Meeting

October 22 – 25, 2017

*Ritz-Carlton Orlando Grande Lakes –
Orlando, FL*

Retiree Medical Seminar

October 22, 2017

*Ritz-Carlton Orlando Grande Lakes –
Orlando, FL*

2018 Enrolled Actuaries

Meeting

April 8 – 11, 2018

*Marriott Wardman Park Hotel –
Washington, DC*

2018 CCA Healthcare

Meeting

April 11 – 12, 2018

*Marriott Wardman Park Hotel –
Washington, DC*

2018 CCA Annual

Meeting

October 21 – 24, 2018

*The Broadmoor – Colorado
Springs, CO*

NEWS IN OUR PROFESSION

Council of U. S. Presidents (CUSP) and the North American Actuarial Council (NAAC) Meetings

CCA President Donald E. Fuerst, President-Elect John Lowell and Executive Director Rita DeGraaf participated in the meetings of the Council of U. S. Presidents (CUSP) and the North American Actuarial Council (NAAC), held May 4-6, 2017 at the Williamsburg Lodge in Williamsburg, VA. DeGraaf and her staff also planned and organized these meetings.

Current issues facing actuaries in North America and their membership organizations were discussed by association leaders who attended these meetings.

Participants and their guests also enjoyed evening dinner events, and special activities unique to historic Williamsburg, which showcases what life was like in the late 17th and early 18th centuries.

“Building Your Future” Program

CCA Matching Gift for Donations to The Actuarial Foundation

Actuaries know that financial literacy is key to an individual’s ability to build a better future. Bring the award-winning Building Your Future financial literacy curriculum to a high school near you. Your gift of \$250 provides a high school teacher with a classroom set (25 student books, 1 teacher guide) of Building Your Future.

Through the Conference of Consulting Actuaries’ Matching Gift Program, all CCA member donations are matched, dollar for dollar, up to the \$10,000 cap, as

approved by the Board of Directors. Your donation can be of any denomination, or you can choose to donate a full classroom set to a high school of your choosing. All donations are 100% tax-deductible. View the waiting list of schools at

<http://www.actuarialfoundation.org/wp-content/uploads/2017/05/schools-requesting-byf.pdf>

Double your impact and help expand financial literacy; make your CCA matched donation today at www.actuarialfoundation.org/donate/index.shtml.

News from The Actuarial Foundation

The Actuarial Foundation has announced the launch of its new website. The address is the same – www.actuarialfoundation.org – but the look and feel is all new!

Features of the new site include responsive design, revamped navigation and integrated social media buttons for improved communication. It provides visitors with an easier way to learn more about the Foundation and all the resources and services the Foundation provides.