



AGENDA

(as of October 22, 2021)

SUNDAY, MARCH 6

- 4:00–6:30 PM **REGISTRATION**
- 5:30–6:30 PM **WELCOME RECEPTION**

MONDAY, MARCH 7

- 7:00 AM–5:00 PM **REGISTRATION**
- 7:15–8:45 AM **NETWORKING BREAKFAST**
- 8:45–9:00 AM **WELCOME AND OPENING REMARKS**
 Speaker:
Mariana Gomez-Vock, Vice President & Deputy, Policy Development, American Council of Life Insurers
- 9:00–9:20 AM **STATE OF THE INDUSTRY**
 Speaker:
Susan Neely, President & CEO, American Council of Life Insurers
- 9:20–10:00 AM **GENERAL SESSION – EXECUTIVE OUTLOOK**
 This panel of CEO’s will review the hot topic sessions included in this year’s conference and share their perspectives on each of the issues.
 Moderator:
Pete Schaefer, President and Chief Executive Officer, Hannover Life Reassurance Company of America
 Speaker:
Laurent Rousseau, Chief Executive Officer, SCOR
- 10:00–10:30 AM **REFRESHMENT BREAK**
- 10:30 AM–11:15 AM **GENERAL SESSION - ECONOMIC OUTLOOK PANEL**
 Speaker:
Scott Miner, Global Chief Investment Officer, Guggenheim Partners and Chairman, Guggenheim Investments
- 11:15 AM–12:00 PM **GENERAL SESSION – GENERAL GLOBAL TAX ISSUES**
 Moderator:
Regina Rose, Senior Vice President, Taxes & Retirement Security, American Council of Life Insurers
 Speaker:
Mervyn Skeet, Assistant Director, Head of Taxation, Association of British Insurers
- 12:00–2:00 PM **NETWORKING LUNCH**
- 2:00–3:15 PM **GENERAL SESSION – INNOVATION IN ANNUITIES**
 With an aging population, government provided social insurance systems running low on funds and continuing low interest rates, annuity sales are struggling. In addition, regulators are requiring more capital to be held on products with guarantees making returns on these products marginal. A prominent distributor, major annuity writer and elite product developer will discuss new and innovative products ideas that could change the market.
 Moderator:
Tim Hill, Consulting Actuary & Principal, Milliman, Inc.

MONDAY, MARCH 7 (continued)

- 3:15–3:45 PM **REFRESHMENT BREAK**
- 3:45–5:00 PM **GENERAL SESSION - LIFE INSURANCE SALES/TECHNOLOGY**
- 5:00–6:00 PM **NETWORKING RECEPTION**

TUESDAY, MARCH 8

- 7:30 AM–5:00 PM **REGISTRATION**
- 7:45–9:00 AM **NETWORKING BREAKFAST**
- 9:00–9:20 AM **DAY 2 WELCOME AND SOA LEADERSHIP INSIGHTS**
SOA Emcee:
Dale Hall, Managing Director of Research, Society of Actuaries
SOA Leadership Insights:
Greg Heidrich, Executive Director, Society of Actuaries
- 9:20–10:30 AM **GENERAL SESSION - DIVERSITY IN THE BOARDROOM**
Moderator:
Susan Neely, President & CEO, American Council of Life
Speaker:
Tricia Guinn, RGA Board Member
- 10:30–11:00 AM **REFRESHMENT BREAK**
- 11:00 AM– 12:00 PM **GENERAL SESSION WITH KEYNOTE SPEAKER**
- 12:00–2:00 PM **NETWORKING LUNCH**
- 2:00–3:15 PM **GENERAL SESSION - WHY INSURERS ARE DIVESTING BLOCKS OF LIFE AND ANNUITY BUSINESS: THE BUSINESS PERSPECTIVE**
The session will focus on the increased activity in the sale of blocks of life insurance business. Almost every major insurer has either sold or announced the sale of a portion of its life and retirement business. While this may be good for shareholders, the buyers and the sellers, what does it mean for policyholders?
Speakers:
Rich Bielen, President & Chief Executive Officer, Protective Life Corporation
Yanela Frias, President, Prudential Retirement
- 3:15–3:45 PM **REFRESHMENT BREAK**
- 3:45–5:00 PM **GENERAL SESSION - WHY INSURERS ARE DIVESTING BLOCKS OF LIFE AND ANNUITY BUSINESS: THE REGULATOR PERSPECTIVE**
The session will include a panel of regulators discussing their views on the increased activity in the sale of blocks of life insurance business.
Moderator:
Ken Frino, Managing Director, AM Best
Speakers:
Gerald Gakundi, Director, Insurance Supervision, Bermuda Monetary Authority (BMA)
Doug Ommen, Commissioner, State of Iowa Division of Insurance
- 5:00–6:00 PM **NETWORKING RECEPTION**

WEDNESDAY, MARCH 9

- 7:45–10:00 AM **REGISTRATION**
- 7:45–8:45 AM **NETWORKING BREAKFAST**
- 8:45–10:00 AM **GENERAL SESSION - PRECISION MEDICINE AND OMICS**
The life insurance industry is uniquely positioned to be the leader in bringing technology to its policyholders now. This panel will shed light on the OMIC revolution and the advancements to expect in the near and long

term in respect to medical technology as well as technology that is available today for cancer care that is not made available by the standard of care.

Moderator:

Tom Wamberg, HealthOme

Speakers:

Dr. Ezra Cohen, FRCPC, FASCO, Medical Oncologist

Dr. Thomas J. Graham, Past Chairman of Cleveland Clinic Innovations

Anne Melissa Dowling