

DATE: January 15, 2010  
TO: Members of the Actuaries Club of Philadelphia  
FROM: Art Lucker  
RE: Actuaries Club Of Philadelphia Meeting  
Tuesday, February 16, 2010

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Enclosed you will find the announcement and registration form for the upcoming Annual Meeting of the Actuaries Club on **February 16, 2010**. This meeting will be held at the Union League of Philadelphia (140 South Broad Street). For more information on the Union League and directions, please visit their website at [www.unionleague.org](http://www.unionleague.org).

*(Please note that the Union League has a dress code, and reserves the right to refuse admittance to anyone not complying with the dress code. See the meeting reservation form for details.)*

A list of the workshops being offered is attached. The meeting schedule will be:

Registration	1:30 - 5:15
Meeting workshops	
Session #1	2:00 - 2:50
Session #2	3:00 - 3:50
Session #3	4:00 - 4:50
Cocktail Hour (cash bar)	5:00 - 5:45
Dinner & Business	5:45 - 7:00
After dinner speaker	7:00 - 7:30

The after dinner speaker will be Michael McLaughlin, FSA, CERA, MAAA, FIA, President of the Society of Actuaries. Mike's topic is "Risk is Opportunity: The Actuarial Profession in 2010".

We will also post the final meeting schedule on the Club's website at [www.phillyactuaries.org](http://www.phillyactuaries.org).

The deadline to register is Friday, February 12, 2010. We must give a final count to the Union League that day, so anyone whose registration form is not received by noon on February 12th may not be able to attend the dinner.

Please send your response to the following address:

Arthur Lucker, FSA, MAAA  
INS Consultants  
419 S. 2nd Street, Suite 206  
Philadelphia, PA 19147  
e-mail: [aml@insconsultants.org](mailto:aml@insconsultants.org)  
Fax: 215-627-7104  
Phone Number: 215-625-9877

**WE NEED VOLUNTEERS!!!** The Club is looking for new Officers, Board Members and program chairpersons for the 2010-2011 year. If you are interested and need more information please contact Dan Rachfalski at 717-425-6002 or [djrachfalski@cvtty.com](mailto:djrachfalski@cvtty.com). Also, contact Dan if you are interested in conducting workshops at future Club meetings.

**ACTUARIES CLUB OF PHILADELPHIA MEETING**  
**February 16, 2010**  
**The Union League**  
**Workshop Schedule**

**Session # 1: 2:00 - 2:50**

**WORKSHOP 1L:**

**Topic:** Practical Applications of Credibility Theory.  
**Speaker:** Thomas E. Rhodes, FSA, MAAA, FCA  
AVP & Actuarial Director - MIB Solutions, Inc.

**WORKSHOP 1H:**

**Topic:** What Can We Learn From the Health Care Systems of Other Countries?  
**Speaker:** John Dante, FSA, MAAA, FCA  
President and CEO - Dante Actuarial Consulting LLC

**WORKSHOP 1P:**

**Topic:** Funding and Benefit Restriction Rules - Final Regulations Under Sections 430 and 436  
(Attendees will receive one hour of EA core continuing education credit)  
**Speakers:** Carolyn E. Zimmerman, FSA, MAAA, EA  
Actuary - Internal Revenue Service  
John R. Markley, ASA, FCA, MAAA, FSPA, CPC  
Founding Partner and CEO - Markley Actuarial Services, Inc.

**Session # 2: 3:00 - 3:50**

**WORKSHOP 2L:**

**Topic:** Variable Annuities - Modeling, Pricing and Financial Reporting Issues.  
**Speakers:** Karen Ann Grote, ASA  
Towers Watson  
Todd H. Erkis, FSA, MAAA, CERA  
Principal - Towers Watson

**WORKSHOP 2H:**

**Topic:** The Difference between Short-run and Long-term Actuarial Projections of Medical Cost Trends.  
**Speaker:** Thomas E. Getzen, PhD  
Professor of Risk, Insurance and Health Management at the Fox School of Business, Temple University and Executive Director of iHEA

**WORKSHOP 2P:**

**Topic:** IRS Update  
(Attendees will receive one hour of EA core continuing education credit)  
**Speaker:** Carolyn E. Zimmerman, FSA, MAAA, EA  
Actuary - Internal Revenue Service

**Session # 3: 4:00 - 4:50**

**GENERAL SESSION:**

**Topic:** U.S. Health Care Reform - Should the Blues Have the blues?  
**Speaker:** Kathryn A. Galaraneau, FSA, MAAA  
SVP Actuarial & Underwriting - Independence Blue Cross

*The Actuaries Club of Philadelphia believes in good faith that any presentation made at this meeting constitutes an Organized Activity as defined by the current Academy Qualification Standards. Please visit [www.actuary.org/qualstandards/](http://www.actuary.org/qualstandards/) for further information.*

ACTUARIES CLUB OF PHILADELPHIA MEETING  
February 16, 2010  
The Union League

RESERVATION AND CANCELLATION DEADLINE: FRIDAY, FEBRUARY 12, 2010 - 12:00 NOON  
(We do not have the ability to add to the count of people for dinner after this date)

PLEASE MAIL, FAX OR EMAIL YOUR RESERVATION FORM BY THIS DATE

PAYMENTS USING PAYPAL OR FROM CORPORATE ACCOUNTS MAY FOLLOW SEPARATELY, IF NECESSARY

Name: \_\_\_\_\_ Company: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

	<u>Member Fees</u> <sup>1</sup>	<u>Non-member Fees</u> <sup>2</sup>	<u>Retired Fees</u> <sup>3</sup>	<u>College Student Fees</u> <sup>4</sup>
Dinner & Workshops	( ) \$90	( ) \$100	( ) \$60	( ) \$40
Workshops Only	( ) \$40	( ) \$50	( ) \$40	( ) \$25
Dinner Only	( ) \$75	( ) \$85	( ) \$60	( ) \$40

<sup>1</sup> Includes members of ASPPA.

<sup>2</sup> Consult our website for membership information.

<sup>3</sup> Also includes out-of-work members, Professors in College/University Actuarial programs and Club members attending their first meeting.

<sup>4</sup> College students matriculated in an Actuarial Science program.

Check below if:

Retired: \_\_\_\_\_ Out of work: \_\_\_\_\_ First meeting as club member: \_\_\_\_\_

Professor in College/University Actuarial program: \_\_\_\_\_

Member of the ASPPA Benefits Council of the Delaware Valley: \_\_\_\_\_

Please check one of the following:

( ) Payment for meeting fee is enclosed.

( ) Payment for the meeting fee will follow in the mail.

*(e.g. for members with payments from corporate accounts).*

( ) Payment is being made through Pay Pal. (designate payment to [payments@phillyactuaries.org](mailto:payments@phillyactuaries.org))

E-mail address used on PayPal account: \_\_\_\_\_

PayPal

If paying by PayPal, you still need to complete pages 3 and 4 of this form and send to Art Lucker so that he knows you will be attending. Art's e-mail address is [aml@insconsultants.org](mailto:aml@insconsultants.org).

**Dinner Entrees**

*(All dinners will include Tossed Green Salad with House Vinaigrette and Chocolate Chip Cheesecake with Seasonal Berries)*

\_\_\_\_\_ Filet Mignon with Plum Tomato and Aged Provolone in Sun Dried Tomato Sauce.

\_\_\_\_\_ Roasted Pork Loin with Champagne Mustard Cornichon.

\_\_\_\_\_ Chicken Breast Marsala and Salmon Fillet, Lime Beurre Blanc.

\_\_\_\_\_ Individual Vegetarian Lasagna (vegetarian entrée).

**Workshop Choices:**

Workshop #1 - 2:00

Workshop #2 - 3:00

General Session - 4:00

1L. \_\_\_\_\_

2L. \_\_\_\_\_

3. \_\_\_\_\_

1H. \_\_\_\_\_

2H. \_\_\_\_\_

1P. \_\_\_\_\_

2P. \_\_\_\_\_

Please send your response to:

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INS Consultants  
419 S. 2nd Street, Suite 206  
Philadelphia, PA 19147  
e-mail: aml@insconsultants.org  
Fax: 215-627-7104  
Phone Number: 215-625-9877



Location of the Union League

**Union League Dress Code:** The Union League’s dress code requires business casual attire for ladies and gentlemen. Gentlemen are required to wear a collared shirt and slacks; turtleneck and mock-turtleneck shirts may be worn when accompanied by a suit jacket or sport coat. At no time are jeans, sneakers, athletic clothing, or shorts permitted in the League house, except when entering the Inn from the Ground Floor. The League reserves the right to refuse admittance to anyone not adhering to the dress code.

## Instructions for Pay Pal

- Go to [www.paypal.com](http://www.paypal.com).
- Sign up or log into your account. It is not necessary to verify with a bank account.
- If needed, add a credit card to raise limit. Enter all credit card details to complete task.
- Select "Send Money" option.
- Recipient's e-mail (Actuaries Club of Philadelphia account) is: [payments@phillyactuaries.org](mailto:payments@phillyactuaries.org)
- Enter amount of meeting fee according to the announcement details.
- Type is Service.
- Subject: e.g. Actuaries Club of Philadelphia Meeting  
**DATE** e.g. February 16, 2010
- Note is fee class according to announcement (ex., Dinner & Workshop; Dinner only - College Students; Dinner & Workshop - New Member attending 1<sup>st</sup> meeting, etc.)
- Check Payment Details and Send Money (No Shipping Address required).

On meeting announcement, check "Payment is being made through Pay Pal" and include the e-mail address that is used for your Pay Pal account.