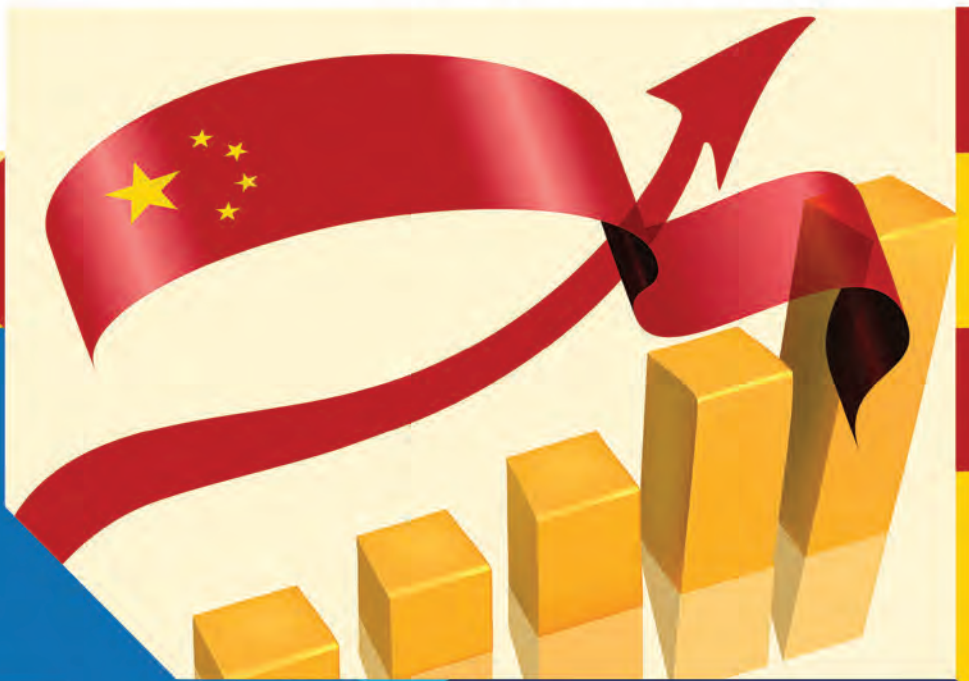


Life Insurance Conference of China

*Global Perspectives on Life Insurance
Innovation and Financial Reforms*



2017

October 31 - November 1

China World Summit Wing, Beijing, China

P R O G R A M





超300万保险人共同关注的微信展业工具平台



超级圆桌助手

不限量海报、动画、赠险、彩铃，
助您一秒锁定准客户



圆桌保险夜听

保险人的心灵加油站，每晚九点
主播大鹏与您相约



超级坐堂

保险圈的知识交流平台，大咖在
线直播、答疑，定期聚会



圆桌爆文

一手掌握最爆保险热文，助您挖
掘朋友圈背后海量人脉

超桌服务节选

平安保险李蒙 18 保险海报

张国栋
中国平安高级客户经理 | 湖北武汉

198 家友印象 26 赞赏数 100% 好评率

我的印象 爆单名片

4月2日，世界自闭症日“蓝色行动”

壹基金邀您
关爱自闭症儿童
做爱心保险人

为13岁以上自闭症患者
创建一个康复训练与生活技能训练场所

文章 李连杰 胡杏儿

壹基金 腾讯公益 超级圆桌

公益活动

想答百万大单？快来这里抱大腿！

问答 问大咖 每周一课 大咖直播

台湾增员大咖刘建章：以实战经验教你增员六部曲技能，你get到了吗？

大咖直播 CHFP理财规划师职业资格认证培训

深圳超桌网络科技有限公司

客户服务热线：400-897-5579

Thank You to Our Sponsors

Elite Sponsors



Sponsors



一生保障 | 在你左右



Media Sponsors



ORGANIZING COMMITTEE

CHAIRMAN

IAN J. WATTS, LIMRA/LOMA

MEMBERS

NING SHOUBO, Sunshine Life Insurance Co., Ltd.

ZHANG KE, Taiping Life Insurance Co., Ltd.

HU GUOPING, Pearl River Life Insurance Co., Ltd.

HUANG MIN, Minsheng Life Insurance Co., Ltd.

YU NING, Aviva Cofco Life Insurance Co., Ltd.

SUN XIAOHONG, Aeon Life Insurance Co., Ltd.

2017

Antitrust Policy and Caution

Each person attending this function must be mindful of the constraints imposed by applicable antitrust laws. Some personnel here today represent companies that are in direct business competition with one another. This meeting's purpose is to provide a forum for the free exchange of ideas on the designated topics. It is not the purpose of this meeting to reach any agreement that could have anticompetitive effects.

You can avoid antitrust compliance problems by following simple guidelines:

- Stick to the published agenda.
- Pricing, premiums, and benefits to be offered or terminated are competitively sensitive information which competitors should not exchange or discuss with each other. Never take a poll of views or make a collective agreement on these issues.
- Always retain your right to make an independent judgment on behalf of your company.

LIMRA and LOMA are dedicated to the purpose of assisting all of their members to achieve their competitive potential.



2009年开始，CICFP和LOMA开展国际注册理财规划师（ICFP）职业认证。并由CICFP直属机构国财金融培训集团具体开展业务事宜。

目前，已有十多万业内人士参加CICFP教育考核，在保险等业务使用注册理财规划师称衔及CFP商标授权。

ICFP国际注册理财规划师顾问式行销课程，让保险从业人员得到专业理财课程及国际认证，迅速提高了个人的知名度和美誉度，提高了销售业绩。

购买服务时请认准



CFP、ICFP、CIWM、CAIA、CCFP、
PFP、中荷保险、誉山国际系列注册商标。

诚邀

各保险公司引入CFP
ICFP职业认证

官方网站: www.cicfp.com 邮件: huiwen@cicfp.com 电话: 010-88118426

Life Insurance Conference of China

◀ TUESDAY, OCTOBER 31 ▶

All sessions will take place in
the China Ballroom (Level B1)

7:30 a.m. — REGISTRATION DESK OPENS

China Ballroom (Level B1) Foyer

8:45 – 9:45 a.m. — WELCOME AND OPENING REMARKS

9:45 – 10:30 a.m.

An Inevitable Choice: Taiping's Three-Year Regeneration Plan



ZHANG KE, Ph.D.

Director and General Manager
Tai Ping Life Insurance Company Ltd.

Mr. Zhang will explain the strategic planning that went into Taiping Life's "Three-Year Regeneration Plan" as well as how they were able to successfully implement the plan without deviating from the value of growth. Mr. Zhang will also discuss how Taiping Life shifted the corporate culture to be more cohesive, and developed a strategic mindset that divides their strategy into short term, midterm, and long term focuses.

10:30 – 11:00 a.m. — NETWORKING BREAK

Sponsored by:



11:00 a.m. – 12:30 p.m.

CEO Panel: A Discussion on Solvency II



FU ANPING

President
PICC Life Insurance Co. Ltd.



NING SHOUBO

CEO
Sunshine Life Ins. Co., Ltd.



HUANG MIN

Director, President
Minsheng Life Insurance Company Limited



SUN YUCHUN

General Manager
China United Life Insurance Limited



YIN XIAOSONG

Board Director and General Manager
Ergo China Life Insurance



Moderator: **ZHAO PING**

Chief Strategy Officer, Greater China
LIMRA and LOMA

As financial services markets move toward more global standards for compliance and financial reporting, Solvency II will continue to influence the way our companies price and design products. The panel of CEOs will share their perspectives on the opportunities, challenges, and implications of meeting Solvency II requirements, and how they impact distribution, asset liability management, operations, and product innovation.

2017

Life Insurance Conference of China

12:30 – 1:30 p.m. — **LUNCHEON**

1:30 – 2:15 p.m.

The Independent Agency Model: Global Practices and Regulations



ZHAO PING

Chief Strategy Officer, Greater China
LIMRA and LOMA

This session will include insights on independent agency systems and regulatory models from around the world, with a specific focus on the U.S. model. The information and lessons learned from these markets will also be compared to the current system in China, and several key takeaways Chinese executives should note will be suggested.

2:15 – 3:00 p.m.

Operating Traditional Insurance Companies in an "Internet+" Environment



LI ZHAOHUI

Executive Vice President and
General Manager, Telemarketing
Taikang Life Insurance Co. Ltd.

Mr. Li will outline how traditional insurance companies should be rethinking their business model to adapt to the new "Internet + insurance" environment. He will discuss new formats and platforms that companies must adopt to consolidate departments and better embrace the Internet, as well as new technologies and applications that will provide customers with more comprehensive insurance, medical care, and case management services.

3:00 – 3:30 p.m. — **NETWORKING BREAK**

3:30 – 4:15 p.m.

Life Settlement Regulation: A U.S. Perspective



JIM POOLMAN

Former U.S. Insurance Commissioner &
Executive Director, Indexed Annuity
Leadership Council

As a former U.S. regulator, Mr. Poolman will explore the history and regulation of life settlements, where investors pay cash to policy owners for the rights to collect the death benefit. Topics of discussion will also include the life insurance industries reaction to them, and how the regulatory structure has been strengthened in the United States to protect against consumer fraud.

4:15 – 5:30 p.m.

Panel: Using Digital Technology to Help Advisors



MA XU

Vice President
AVIVA-COFCO Life Insurance
Company Limited



BINAYAK DUTTA

Group Chief Distribution Officer
FWD Group Management Holdings Limited



SUN CHENGYUE

Vice President of Sales
Tongdun Technology Co., Ltd

Global Perspectives on Life Insurance Innovation and Financial Reforms



WU SAIMEI

Senior Manager
Taiping Life Insurance Company Ltd.,
Shenzhen Branch



Moderator: **JASON YIN**

Board Director and General Manager
Ergo China Life Insurance

In this discussion, panelists will offer multiple perspectives on how digital technology is transforming the way agents sell around the world. Topics of discussion will include navigating the challenges of regulations, connecting with customers via social media, and relying on technology to assist with the sales approach and delivery. Participants will also share their opinions on how to derive quantitative metrics to measure the success and efficiency from sales supported by these new digital tools.

5:30 p.m. — EVENING COCKTAILS & DINNER GALA

Sponsored by:



All registered participants are welcome to join us for a Dinner Gala on Tuesday evening, 31 October, following the conference sessions. Spend the evening discussing the presentations from earlier in the day, mingling with other attendees, and enjoying dinner, drinks, and live entertainment!

◀ **WEDNESDAY, NOVEMBER 1** ▶

8:00 a.m. — REGISTRATION DESK REOPENS

China Ballroom (Level B1) Foyer

8:45 – 9:00 a.m. — WELCOME BACK

9:00 – 10:00 a.m.

Health Reforms in China



OLIN L. WETHINGTON

Chairman
Wethington International LLC

Over the past several decades China's healthcare reform has contributed to improved medical treatment for China's population. However, significant challenges remain. This presentation will provide an overview on China's healthcare reform priorities going forward, and in particular, the role of commercial healthcare insurance in its development model, and what policies are likely to influence the expansion of commercial health insurance in China.

10:00 – 10:45 a.m.

Health Claims Processing in the Age of Big Data



JASON LIU

CEO
Leapstack, Inc.

The timeliness of health claim settlement payouts and risk identification has become a core pain point for many of today's insurance companies. This session will discuss how the rise of big data and artificial intelligence technology is helping insurers overcome some of these challenges, and better equipping them to identify claim fraud risk while improving settlement efficiency rates.

10:45 – 11:15 a.m. — NETWORKING BREAK

2017

Life Insurance Conference of China

11:15 a.m. – 12:00 p.m.

Innovation of Health Insurance Products



DR. DAWN SOO

Head of Strategy – Health & Wellness,
Global Markets
Cigna International Corporation

Customer expectations for innovative health insurance products and digitization are higher than ever. Thus, companies wishing to remain competitive must learn to make sense of digitally-enabled business models in order to remain competitive in this Digital Economy. This presentation will provide an overview of the latest trends and the potential applications of exponential technologies, including apps, wearable and implantable, robotics, artificial intelligence, big data analysis, and 3D printing and prosthetics. It will also look at what the potential impact of these technologies might be on the health insurance industry, as well as the benefits they might hold for individuals, the community, and the economy.

12:00 – 1:00 p.m. — **LUNCHEON**

1:00 – 1:45 p.m.

The Future of Retirement in Asia



LARRY HARTSHORN

Corporate Vice President and Director,
International Research
LIMRA and LOMA

Aging populations have created a state of uncertainty for many public pension systems around the world. In order to grow in the retirement market, insurance companies need to focus their marketing strategies, publicity, and education on people who are preparing for retirement. This session will share findings from LIMRA's recent consumer perspective research on how countries throughout Asia are learning to best serve this market, connect with potential customers, and generate funding — as well as better understand what retirement means to China's consumers.

1:45 – 2:15 p.m.

Insurance Company Management in a Sophisticated Interest Rate Environment



WING WONG, FSA

Principal
Milliman

This session will provide a clear understanding of how fluctuating interest rate environments impact the management strategies of insurance companies. Using case study examples and research, Mr. Wong will provide an overview of lessons learned from international markets, as well as practical solutions for how to apply these lessons to your own company.

2:15 – 3:00 p.m.

Predictive Modeling for Life Insurance



BAO LICHEN, Ph.D.

Data Scientist
RGA Reinsurance Company

This presentation will deliver a basic introduction to Predictive Modeling and Big Data Technology, and how it can benefit the life insurance industry. Dr. Bao will also share case studies for the application of Predictive Modeling in Life Insurance, including how companies are using it to improve both upselling and cross selling.

3:00 – 3:30 p.m. — **NETWORKING BREAK**

Global Perspectives on Life Insurance Innovation and Financial Reforms

3:30 – 4:30 p.m. — **CLOSING KEYNOTE SPEAKER**

The Transformation of Innovation — How New Innovation Models are Impacting Products



LIU YANHUA
Counsellor
The State Council of China

The rapid development of big data, the Internet, IoT, cloud technology, artificial intelligence, and biotechnology has brought humans into a new era. How do we now define innovation? And what is the driving force behind it? Mr. Liu will discuss the transformation of China's innovation model, and explain how companies are now building innovative new service platforms.

4:30 p.m. — **ADJOURNMENT**

**Mark your calendars
and join us in 2018!**

ASIA DISTRIBUTION CONFERENCE

17 – 18 May, 2018
Bangkok, Thailand

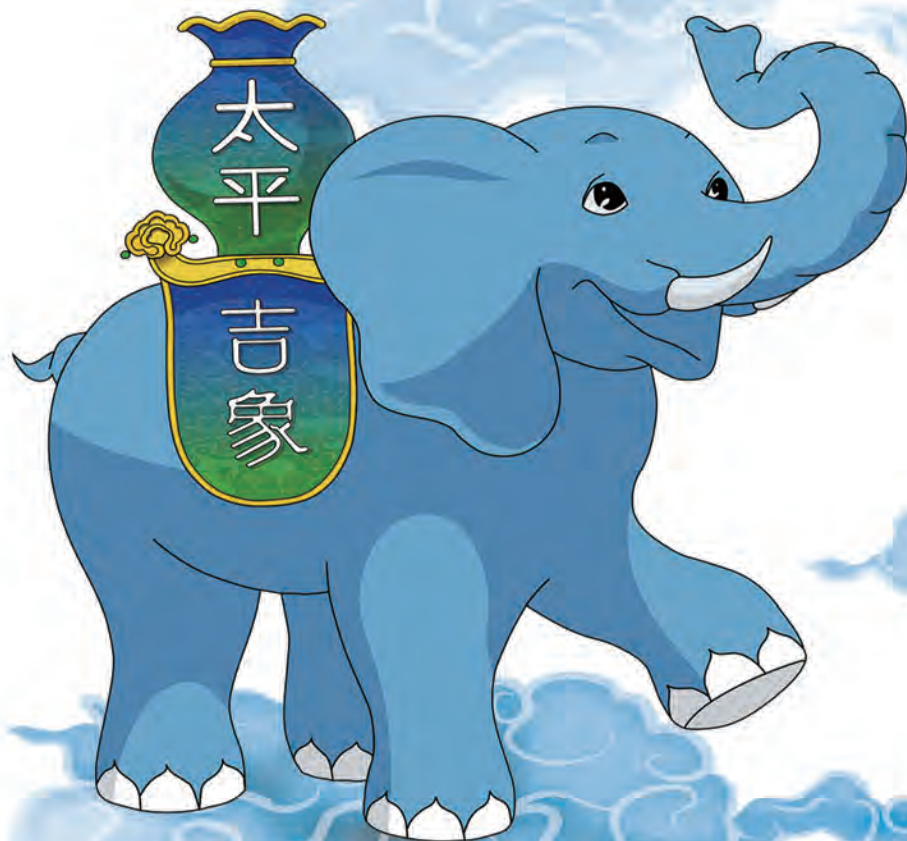


STRATEGIC ISSUES CONFERENCE

16 – 18 September, 2018
Bali, Indonesia



Visit www.limra.com/events
for more information.



保险就是保太平

太平人寿是中国太平保险集团有限责任公司（以下简称“中国太平”）旗下专业寿险子公司，为我国中大型寿险公司之一。公司总部设在上海，注册资本金100.3亿元，总资产超过3200亿元。中国太平拥有88年品牌历史，是管理总部设在香港的中管金融保险集团。作为中国太平战略发展的主要力量，太平人寿坚持践行“精品战略”，自开业以来，公司实力不断增强。2016年，惠誉国际对太平人寿做出“A+”评级，评级展望为“稳定”。目前，太平人寿已开设37家分公司和1100余家三、四级机构。



太平人寿保险有限公司
TAIPING LIFE INSURANCE CO., LTD.

总公司地址：上海市浦东新区银城中路488号

网址：www.cntaiping.com



太平人寿官方微博号：
太平人寿官方微博



太平人寿官方微信号：
TPRS95589

智能数据分析 引领者

THE LEADER IN INTELLIGENT DATA ANALYSIS



Program at a Glance

◀ TUESDAY, 31 OCTOBER ▶

- 7:30 a.m. – 5:00 p.m. — REGISTRATION DESK OPEN
8:45 – 9:45 a.m. — WELCOME & OPENING REMARKS
9:45 – 10:30 a.m. — OPENING KEYNOTE
An Inevitable Choice: Taiping's Three-Year Regeneration Plan
10:30 – 11:00 a.m. — NETWORKING BREAK
Sponsored by Great Wall Life Insurance Co. Ltd.
11:00 a.m. – 12:30 p.m. — *CEO Panel: A Discussion on Solvency II*
12:30 – 1:30 p.m. — LUNCH
1:30 – 2:15 p.m. — *The Independent Agency Model: Global Practices and Regulations*
2:15 – 3:00 p.m. — *Operating Traditional Insurance Companies in an "Internet+" Environment*
3:00 – 3:30 p.m. — NETWORKING BREAK
3:30 – 4:15 p.m. — *Life Settlement Regulation: A U.S. Perspective*
4:15 – 5:30 p.m. — *Panel Discussion: Using Digital Technology to Help Advisors*
5:30 p.m. — EVENING COCKTAILS & DINNER GALA
Sponsored by China Pacific Life Insurance Company Ltd.

◀ WEDNESDAY, 1 NOVEMBER ▶

- 8:00 a.m. — REGISTRATION REOPENS
8:45 – 9:00 a.m. — WELCOME BACK
9:00 – 10:00 a.m. — *Health Reforms in China*
10:00 – 10:45 a.m. — *Health Claims Processing in the Age of Big Data*
10:45 – 11:15 a.m. — NETWORKING BREAK
11:15 a.m. – 12:00 p.m. — *Innovation of Health Insurance Products*
12:00 – 1:00 p.m. — LUNCH
1:00 – 1:45 p.m. — *The Future of Retirement in Asia*
1:45 – 2:15 p.m. — *Insurance Company Management in a Sophisticated Interest Rate Environment*
2:15 – 3:00 p.m. — *Predictive Modeling for Life Insurance*
3:00 – 3:30 p.m. — NETWORKING BREAK
3:30 – 4:30 p.m. — CLOSING KEYNOTE SPEAKER
The Transformation of Innovation — How New Innovation Models are Impacting Products