



## THE LIFE INSURANCE CONFERENCE

*Stop Tweaking! Start Recalibrating!*

### 2014 Life Insurance Conference

#### Attendees' Titles and Companies

<b>Title</b>	<b>Company</b>
Life Insurance Agency Manager	AAA Northern California, Nevada & Utah
Program Manager	AARP
ASW Technology Lead	Accenture
Life and Annuity Sales/Marketing	Accenture
Product Lead for Life and Annuity Software	Accenture
Product Specialist	Accenture
Sales Director	Accenture
Sales Director	Accenture
President	Actuarial Enterprises, Ltd.
Chief Executive Officer	Adrea Rubin Marketing, Inc.
Insurance Specialist	AgriBank
Manager of Insurance Operations	AgriBank
Senior Vice President	AIG Global Consumer Insurance
Vice President	AIG Global Consumer Insurance
Senior Vice President	AIG Life and Retirement
Vice President, Product Development	AIG Life and Retirement
Director Life Products	Allianz Life
Actuary	Allstate
Director	Allstate
Director - New Business Development	Allstate
Director Marketing	Allstate
Marketing Lead Consultant	Allstate
President & Chief Operating Officer	Allstate
Product & Financial Manager	Allstate
Sales Director	Allstate
Sales Director Advanced Sales Education	Allstate
Senior Vice President	Allstate
Senior Vice President & Chief Operating Officer	Allstate
Sr. Vice President	Allstate
Vice President	Allstate
VP Sales & Operations	Allstate

Counsel, Taxes & Retirement Security	American Council of Life Insurers
Director, Member Relations	American Council of Life Insurers
Managing Director	American Council of Life Insurers
Senior Director & Actuary	American Council of Life Insurers
Senior Meeting Planner	American Council of Life Insurers
SVP & Chief Actuary	American Council of Life Insurers
Vice President & Senior Actuary	American Council of Life Insurers
Vice President, Conference Development	American Council of Life Insurers
Vice President, Taxes & Retirement Security	American Council of Life Insurers
Assistant Actuary	American Family Insurance
Life Sales Director	American Family Insurance
Product Design Manager	American Family Insurance
Staff Actuary	American Family Insurance
Product Life Actuary	American Fidelity Assurance
President and CEO	American Fraternal Alliance
Vice President Annuity and Accident & Health	American General Life Companies
Business Leader	
Sr. Marketing Manager, Product Development	Americo
Senior Product Research Analyst	Ameritas Life Insurance
Assistant Vice President	Amica Life Insurance Company
Life Officer	Amica Life Insurance Company
Sr. Competitive Intelligence Analyst	Amica Life Insurance Company
Account Executive	Andesa Services
Lead Actuary	Andesa Services
President, Life & Health	Aon Affinity Insurance Services
VP Actuarial Services	Assumption Life
Executive Sales Consultant	Assurant Specialty Property
Director of Underwriting	Assurity Life Insurance
Manager, Life Products	Assurity Life Insurance
Underwriting Manager	Assurity Life Insurance
Account Executive	Aurigen Reinsurance Company of America
Shared Services Director	AXA
COO	beSure
Vice President	Blueberry
Managing Director – North American	BNY Mellon
Insurance Division Head	
Vice President - Marketing Segment Manager	BNY Mellon
Associate Actuary	Boston Mutual Life Insurance Company
Assistant	Bradesco Vida e Previdencia
Commercial Manager	Bradesco Vida e Previdencia
Commercial Manager	Bradesco Vida e Previdencia

Commercial Manager	Bradesco Vida e Previdencia
Commercial Manager	Bradesco Vida e Previdencia
Department Manager	Bradesco Vida e Previdencia
Department Manager	Bradesco Vida e Previdencia
Executive Superintendent	Bradesco Vida e Previdencia
President	Bradesco Vida e Previdencia
Superintendent of Area	Bradesco Vida e Previdencia
Superintendent of Area	Bradesco Vida e Previdencia
Superintendent of Area	Bradesco Vida e Previdencia
Superintendent of Area	Bradesco Vida e Previdencia
Superintendent of Area	Bradesco Vida e Previdencia
Superintendent of Area	Bradesco Vida e Previdencia
Training Coordinator	Bradesco Vida e Previdencia
Training Coordinator	Bradesco Vida e Previdencia
Vice President - Sales & Marketing	Canada Life Reinsurance
President & CEO	Catholic Financial Life
Sr. VP	Catholic Financial Life
Consultant	CDR Optimal Consulting Group
CEO	Celent
Business Reporter	Chicago Tribune
AE	Cincom
Product Manager	Cincom
Tradeshow Mgr	Cincom
Senior Actuary	CNO Financial Group
Head of Retail Life Operations	Cognizant
Assistant VP, Product Development	Colonial Life
Senior Vice President and Chief Actuary	Columbian Financial Group
Assistant Actuary	Combined Insurance
AVP, New Product Development	Combined Insurance
Director	Combined Insurance
VP, Strategic Programs	Combined Insurance
Subgerente de Vida Individual	Compañia de Seguros de Vida Consorcio
CEO & Founder	Competiscan
EVP of Business Development	Competiscan
Business Development Executive	Concentrix
Sales Executive	Concentrix
Director, Business Development	Corporate Insight, Inc.
Senior Analyst, Annuity & Life Insurance	Corporate Insight, Inc.
Products Form and Filing Analyst	COUNTRY Financial
Vice President, Financial Products	COUNTRY Financial
Attorney	COUNTRY Insurance & Financial Services
Sales Executive	CSC
Solution Architect	CSC

Director, Actuarial Management	CUNA Mutual Group
Director, Life/Health Actuarial Management	CUNA Mutual Group
Marketing Manager - TruStage	CUNA Mutual Group
National Sales Director	CUNA Mutual Group
Senior Insurance Associate	CUNA Mutual Group
Sr. Product Manager	CUNA Mutual Group
Sr. Product Manager	CUNA Mutual Group
Sr. Product Manager	CUNA Mutual Group
Branch Manager	Dawood Family Takaful Limited
Reporter	Deal Reporter
Account Services Executive	Dell
Sales Support Consultant	Dell
Benchmark Client Liaison	Deloitte Consulting LLP
Benchmark Client Liaison	Deloitte Consulting LLP
SVP Individual insurance and savings	Desjardins Financial Security
Attorney	Drinker Biddle & Reath LLP
Director	DTCC
Director	DTCC
Sales Director	Earthintegrate
Sales Director	Earthintegrate
Senior Director, Enterprise Sales	Ebix Inc
Sr. Sales Executive	Ebix Inc
Director	Ebix Inc.
M&A Associate	Eli Global, LLC
M&A Associate	Eli Global, LLC
M&A Team Lead	Eli Global, LLC
Director of Sales	Epsilon
Director, Sales Insurance	Epsilon
Enterprise Sales	Epsilon
SVP   GM	Epsilon
VP Data Strategy	Epsilon
CEO	EquiSoft Inc
Senior Sales Support Consultant	EquiSoft Inc
VP Insurance Business Development	EquiSoft Inc
Director, S&R Product Development	Equitable Life Assurance
Manager - Life Sales	EquiTrust Life Insurance Company
Director - Managing Life Actuary	Erie Family Life
VP, Life Underwriting & Claims	Erie Family Life
Director Strategic Marketing	Erie Insurance
Life Product Manager	Erie Insurance
VP, Insurance	Expert Global Solutions
Senior Advisor	EY
Partner	Faegre Baker Daniels

Sr. Vice President - Risk Management Strategic Partnerships	FastTrack RTW Services & Solutions
Vice President, Risk Management Strategic Partnerships	FastTrack RTW Services & Solutions
Asst. Actuary	FBL Financial Group, Inc.
Chief Marketing Officer	FBL Financial Group, Inc.
Life Sales Development VP	FBL Financial Group, Inc.
New Business VP	FBL Financial Group, Inc.
Sr. Credit Analyst	Federal Home Loan Bank of Chicago
Executive Vice President & Chief Marketing Officer	Federal Life Insurance Company
Field Vice President	Federal Life Insurance Company
VP & Director of Actuarial Services - Life and Health	Federated Mutual Insurance Company
Chief Distribution Officer	Fidelity & Guaranty Life
Vice President Key Accounts	Fidelity & Guaranty Life
VP, Product Management	Fidelity Investments Life
Program Manager	Fidelity Security Life Ins. Co.
Senior Consultant	First Consulting & Administration
Insurance Solutions Executive	FIS
AVP Sales Ontario	Foresters
Vice President	Gen Re
Speaker	Generational Insights
Senior Art Director	Genworth Financial
Vice President - Business Strategy	Genworth Financial
Director, Product Development	Gerber Life Insurance
Vice-President	Gerber Life Insurance
Senior Vice President of Operations	Gleaner Life
President & CEO	Gleaner Life Insurance Society
Sr. V.P. Direct Marketing	Globe Life and Accident Ins. Co.
Assistant Vice President, Market Development	Great-West Life/London Life/Canada Life
Research Director	Greenwald & Associates
Senior Vice President	Greenwald & Associates
New Business Development Professional	GR-NEAM
2np VP and Actuary	Guardian Life Insurance Company
AVP, Individual Life Special Services	Guardian Life Insurance Company
Manager	Guardian Life Insurance Company
Manager, IL Training & Communication	Guardian Life Insurance Company
Manager, New Business Case Management	Guardian Life Insurance Company
Project Manager	Guardian Life Insurance Company
AVP, Marketing	Hannover Re
VP, FS	Hannover Re

Chief Technology Broker	I T X
Director	I-Behavior
Director Client Services	IBU, Inc
President	IBU, Inc
Associate Director	iGATE
Deputy Manager - Business Development	iGATE
Director of Global Sales	iGATE
Vice President	iGATE Business Administration Services (iBAS)
Vice President, Sales	Illinois Mutual
VP, Sales & Marketing	illustrate inc
Vice President	illustrate inc.
Manager, Life New Business	Indiana Farm Bureau Insurance
Sr. Engagement Manager	Infosys McCamish Systems
Sr. Engagement Manager	Infosys McCamish Systems
Chief Underwriter	ING
VP, Head of Market Intelligence	ING
CEO Synodex	Innodata Synodex, LLC
Operations Manager	Insight Decision Solutions
President & CEO	Insight Decision Solutions
SVP, CMO	Insurance Administrative Solutions, LLC
President	Insurance Marketing Alliances
President	Insurance Marketing Alliances
EVP, Engineering & CIO	Insurance Technologies
VP, ForeSight Product Management	Insurance Technologies
Contributing Editor	InsuranceNewsNet, Inc.
Commissioner	Iowa Insurance Division
AVP	John Hancock
Director, Product Management	John Hancock
Manager	John Hancock
SVP, Marketing & Strategy	John Hancock
Senior Regulatory Counsel	Kemper Corporation
Actuary	Legal & General America
AVP, IT	Legal & General America
VP Administrative Services	Legal & General America
VP Administrative Services	Legal & General America
Sr Vice President	Lewis & Ellis
Director, Life Insurance Vertical	LexisNexis
Director, Vertical Strategy	LexisNexis
Marketing Specialist	LexisNexis
VP & GM Life Vertical	LexisNexis
Vice President, Independent Channel	Liberty Life Assurance Co. of Boston
AVP-Strategic Partnerships	Liberty Mutual Insurance
VP	Liberty Mutual Life

President	LIDP Consulting Services
Sales Executive	LIDP Consulting Services
Sales Representative	LIDP Consulting Services
Executive VP, Programs and Marketing	Life Happens
Chief Operating Officer	Life Insurance Company of Alabama
President & CEO	LifeCare Assurance Company
Assistant Managing Director	LIMRA
Assistant Vice President	LIMRA
Assistant Vice President, US Client Services	LIMRA
Associate Research Consultant	LIMRA
Client Relationship Director	LIMRA
Client Relationship Director	LIMRA
Corporate Vice President	LIMRA
Corporate Vice President	LIMRA
Data Scientist	LIMRA
Director, Conferences	LIMRA
Director, Public Relations	LIMRA
Director-Insurance Research	LIMRA
Meeting Planner	LIMRA
Multimedia LIMRA	LIMRA
Multimedia Specialist	LIMRA
Research Actuary	LIMRA
Senior Conference Coordinator	LIMRA
Senior Research Director	LIMRA
Vendor Relations	LIMRA
Vice President	LIMRA
Senior Meeting Planner	LIMRA and LOMA
AVP Business Development Innovation	Lincoln Financial Group
Group Life Product Manager	Lincoln Financial Group
Vice President	Lincoln Heritage Life Insurance
AVP Member Solutions	LOMA
AVP-Member Solutions	LOMA
Editor, Resource	LOMA
Managing Director	LOMA
Meeting Planner	LOMA
Member Solutions	LOMA
Member Solutions Sales Associate	LOMA
Second VP	LOMA
Senior Associate	LOMA
Senior Associate	LOMA
Senior Vice President	LOMA
Senior Vice President, Education and Training - Education & Training Division	LOMA

Director and Actuary	M Financial
SVP of Innovation	Maddock Douglas
AVP of Innovation	Maddock Douglas, Inc.
Director, Life & Annuity Sales	MajescoMastek
Senior Vice President, North American Life & Annuity Division	MajescoMastek
Vice President	MajescoMastek
Vice President, Strategic Client Advisor	Majescomastek
Pricing Officer, Retail Markets	Manulife Financial
Head of Life Underwriting - Actuary	MAPFRE
Actuary	MassMutual Financial Group
Assistant Vice President	MassMutual Financial Group
Competitive Research Consultant	MassMutual Financial Group
Second VP & Associate General Counsel	MassMutual Financial Group
Strategic Consultant	MassMutual Financial Group
Corporate Vice President - Product Solutions Management	Max Life Insurance
Principal	Mercer
AVP - UW Strategies	MetLife
Director - Life Insurance Marketing	MetLife
Retail Life Product Marketing	MetLife
Vice President - Data Management & Business Analytics	MetLife
VP	MetLife
Senior Vice President	Michael Edwards Direct, Inc.
Consultant	Milliman
Consulting Actuary	Milliman
Consulting Actuary	Milliman
Consulting Actuary	Milliman
Principal & Consulting Actuary	Milliman
Principal and Consulting Actuary	Milliman
Principal, MG-ALFA Product Manager	Milliman
Account Executive	Milliman IntelliScript
Life Actuary	Milliman IntelliScript
Principal and Sales Director	Milliman IntelliScript
Product Champion	Milliman IntelliScript
Project Manager / Analyst	Milliman IntelliScript
Senior Account Executive	Milliman IntelliScript
Senior Account Manager	Milliman IntelliScript
Director, Global Markets	Million Dollar Round Table
Industry Relations Strategist	Million Dollar Round Table
Sr. VP Life Product Manufacturing.	Minnesota Life
Account Manager	Mintel Comperemedia



Insurance Analyst	Mintel Comperemedia
Senior Product Analyst	Modern Woodmen of America
Vice President	MSCI
AVP & Actuary	Munich American Re
Second Vice President	Munich American Re
2nd VP Middle Market Underwriting	Munich Re
AVP - Biometric Research	Munich Re
Vice President Business Development	Munich Re
VP Business Development	Munich Re
EVP Americas	Munich Re Automation Solutions
Marketing Manager	Munich Re Automation Solutions
Marketing Research Consultant	Mutual of Omaha
Product Performance Director	Mutual of Omaha
Executive Managing Editor	National Underwriter Life & Health
Associate Vice President	Nationwide
Senior Vice President	Nationwide
Sr. Consultant Marketing	Nationwide
SVP	Nationwide
Analyst	NEOS LLC
CEO & Managing Partner	NEOS LLC
Senior Principal	NEOS LLC
Senior Principal	NEOS LLC
Actuary	New York Life
CVP	New York Life
CVP, Consumer Strategy & Marketing	New York Life
Product Manager	New York Life
Vice President	New York Life
Vice President & Actuary	New York Life
Vice President & Actuary	New York Life
Vice President & Deputy General Counsel	New York Life
VP & COO of AMN	New York Life
VP and Actuary	New York Life
Analyst	Nippon Life Insurance
VP	Nomura Research Institute America, Inc.
Assistant Actuary	North American Company
Actuary	Northwestern Mutual
Assistant Director Front End Operations	Northwestern Mutual
Assistant Director Life Product	Northwestern Mutual
Chairman, President and CEO	Northwestern Mutual
Director Life Product	Northwestern Mutual
Director-Standards Development	Northwestern Mutual
Instructional Designer	Northwestern Mutual

Intranet Manager & Sr. Communications Consultant	Northwestern Mutual
Manager	Northwestern Mutual
Senior Actuary	Northwestern Mutual
Social Collaboration Program Consultant	Northwestern Mutual
SVP Life & Annuity Product	Northwestern Mutual
Professor of Innovation	NYU Stern School of Business
Life Competition Analyst	Ohio National
Senior Vice President and General Counsel	Ohio National Financial Services
Senior Director	OMA Insurance
Managing Director	Omint
Managing Director	Omint
President	Omint
Vice President, Individual Product Development	OneAmerica Financial Partners
Sr. VP Operations	Optimum Re Insurance Company
Vice President, Sales and Marketing	Optimum Re Insurance Company
VP, R&D	Optimum Re Insurance Company
Senior Director, Life & Annuity Policy Admin	Oracle
Senior Sales Consultant	Oracle
AVP-Sales Support & Training	Pacific Guardian Life
Associate Actuary	Pacific Life Insurance
AVP, Digital Marketing	Pacific Life Insurance
Executive Vice President	Pacific Life Insurance
VP, Business Development	Paradysz
Life/Accident Manager	PEHP
Director & Actuary	Penn Mutual
Director, Business Analysis and Policy Filing	Penn Mutual
President	Pfeifer Advisory LLC
AVP & Associate Actuary	Phoenix
Executive Vice President	Phoenix
Second VP	Phoenix
Head New Business Development	Polaris Financial Technology
Regional Vice President Insurance Solutions	Polaris Financial Technology
Sr. Vice President	Polaris Financial Technology
Vice President	Polaris Financial Technology
VP Insurance Products	Polaris Financial Technology
Relationship Manager	Polaris Financial Technology Ltd
Director, Sales	Praeses Business Technologies
Product Director	Praeses Business Technologies
CMO	Primerica Life
Assistant Vice President, Product Marketing	Protective Life
Assistant VP, Sales Training & Development	Protective Life

AVP Product Development	Protective Life
Associate Actuary	Prudential
Director - Product Strategy	Prudential
Director, Product Design	Prudential
Vice President	Prudential
Vice-President	Prudential
VP, Strategy & Analytics	Prudential
Director, Product Marketing Strategy	Prudential Individual Life
Account Executive	Pyramid Solutions
Retired	Retired Northwestern Mutual
Actuary and Executive Director	RGA
Assistant Actuary	RGA
Executive Vice President and General Manager	RiverSource Life Insurance Company
Sr Director Actuary	RiverSource Life Insurance Company
Vice President, Insurance Marketing	RiverSource Life Insurance Company
Director of Strategic Planning	Royal Neighbors of America
EVP/Chief Operating Officer	Royal Neighbors of America
Mgr. IT Business Enablement	Royal Neighbors of America
Chief Risk Officer	Safe Harbor Re
AVP Product Development	Sammons Financial Group
Manager	Samsung Life Insurance
Senior Manager	Samsung Life Insurance
Senior Manager	Samsung Life Insurance
President & CEO	Sandra Cavoto Insurance Agency, Inc.
Manager - Operations	Scotia Jamaica Life Insurance Company
Senior Manager Finance & Reporting	Scotia Jamaica Life Insurance Company
Director of Business Development	se <sup>2</sup>
Manager Business Development	se <sup>2</sup>
Vice President Business Development	se <sup>2</sup>
Vice President Strategic Development	se <sup>2</sup>
Senior Associate Consulting Actuary	Securian Financial Group
Manager, Client Services	SNL Insurance
Senior Account Manager	SNL Insurance
Consulting Staff Fellow	Society of Actuaries
Managing Director	Society of Actuaries
Managing Director of Research	Society of Actuaries
Professional Development Manager	Society of Actuaries
Research Actuary	Society of Actuaries
Actuary	Southern Farm Bureau Life Insurance Co.
VP Marketing	SSQ Financial Group
Associate Actuary	State Farm
Associate General Counsel	State Farm

L/H Manager	State Farm
Manager - Underwriting	State Farm
Manager, Product Strategies	State Farm
Research Analyst	State Farm
Senior Analyst	State Farm
V.P.	State Street
Managing Director	STEP Solutions
Sr. Business Development Executive	StoneRiver
Sr. Business Development Executive - Life Insurance	StoneRiver
Senior Manager	Sumitomo Life
AVP Strategic Life Product Development	Sun Life Financial
Enterprise Account Executive	SunGard
Vice President, iWorks Core Policy and Financial Solutions	SunGard
Partner	Sutherland Asbill & Brennan LLP
SVP of Sales and Business Development	SWBC
President Life & Health	Swiss Re
Senior Economist	Swiss Re
Senior Vice President	Swiss Re
Senior VP	Swiss Re
Director of Sales	Synodex
Vice President	Synodex
VP, Life & Health	TD Insurance
Chief Operating Officer	Tennessee Farmers Life
President & CEO	Texas Life Insurance Company
Practice Director	The Nolan Company
Lecturing	The Polytechnic Ibadan
Account Manager	Thomson Reuters
Director, Protection Product Management	Thrivent Financial
Dir. Product Management	TIAA-CREF
President and CEO	TIAA-CREF
Senior Marketing Manager	TIAA-CREF
Sr. Director Business Risk and Control	TIAA-CREF
Supplier Management	TIAA-CREF
VP, Product Management	TIAA-CREF
Sr. Director, Product Strategy	Transamerica
Executive Vice President	Triple-S Vida
Vice President, Counsel Government Relations	Trustmark Companies
Assistant Actuary	Trustmark Insurance
Second Vice President & Actuary	Trustmark Insurance
Life Systems Manager	United Home Life Insurance Company

Marketing and Business Development	Universal Conversion Technologies
Professor	Université du Québec à Montreal
President	UPRR
Senior Consultant	UPRR
Senior Vice President	UPRR
Actuary II	USAA
Director, Life Insurance Pricing	USAA
Prod Mgmt Director	USAA
Prod Mgmt Manager	USAA
Product Mgmt Director	USAA
Director of Product Management	USable Life
Director, Product Development	Usable Life
Department Manager	UTG
Technology Specialist	UTG
Vice President	UTG
Manager- Life & Annuities Software	ValueMomentum Inc
Regional VP - Sales	Venture Solutions
VP - Sales	Venture Solutions
Senior Director of Product Development	Veri-Tax
SVP	Wells Fargo
VP	Wells Fargo
Actuary	Western Southern Financial Group
Deputy Treasurer for Unclaimed Property	WV State Treasurer's Office