



2014 DI & LTC Insurers' Forum

Attendees' Titles and Companies

Title	Business Name
Senior Vice President	Ability Resources
Actuary	Actuarial Resources Corp
Assistant Consulting Actuary	Actuarial Resources Corp
Associate Actuary	Allstate Benefits
Senior Actuary and Director	American Council of Life Insurers
Director, Risk Mgmt	American Fidelity Assurance
Director, Fin & Act Services	American Fidelity Assurance
Director, Customer Service	American Fidelity Assurance
Lead Underwriter	American Public Life
Sr. Actuarial Analyst	Ameritas Life
Senior Actuarial Associate	Ameritas Life
Director DI GSI Program	Ameritas Life
CEO	Archangel Investigations & Protection
Director of Operations	Archangel Investigations & Protection
Pricing Actuary	Aurigen
Administrator	Auto-Owners Insurance
Lead Director, Actuarial	AXA
AVP Advanced Marketing	AXA
Insurance Analyst	Balyasny
Director, Reporting & Analysis	Bankers Life & Casualty
Director of New Business & Systems	Berkshire Life/Guardian
Senior Marketing Manager	Berkshire Life/Guardian
VP, Account Management	CareScout
Account Manager	CareScout
Research Director	Celent
Sr. National Accounts Director	Claims Bureau USA
Analyst	ClearBridge Investments
Vice President, Product Management - LTC	CNO
Long Term Care Product Manager	Commonwealth Financial Network
Consulting Actuary	CSG Actuarial
Principal	DCB Disability Income Consulting
President	Disability Insurance Specialists
AVP of Client Services	Disability Management Services

Associate	Drinker Biddle & Reath
Associate	Drinker Biddle & Reath
Product Strategist	EIS Group
Manager	Ernst & Young
COO & Chief Actuary	Front Street Re
Principal Product Owner	Fuzion Analytics
Principal Data Analyst	Fuzion Analytics
Marketing & Product Advisor	Fuzion Analytics
Vice President, Claims	Gen Re
Assistant Vice President	Gen Re
VP, Underwriting	Gen Re
Vice President - Sr. Account Executive	Gen Re
Senior Vice President	Gen Re
2nd VP & Pricing Actuary	Gen Re
Vice President	Gen Re
SVP, LTC Product Leader	Genworth Financial
Product Development Leader	Genworth Financial
VP Medical Director Genworth Claims	Genworth Financial
Director, Claims	Genworth Financial
Director LTC Product Design	Genworth Financial
Director, Government & Industry Relations	Genworth Financial
SVP and Chief Actuary	Genworth Financial
DI Competition	Guardian Life
Director of Product Strategy	Guardian Life
Underwriting Development Consultant	Guardian Life
Senior Research Analyst	Guardian Life
Vice President	Hannover Re
AVP	Hannover Re
Deputy Manager	IGATE
Associate VP	IGATE
Asst. Vice President, Disability Income Sales	Illinois Mutual Life
VP & General Counsel	Illinois Mutual Life
President & CEO	Insight Decision Solutions
Operations Manager	Insight Decision Solutions
Actuary/Director	John Hancock
Chief Actuary	Kansas Insurance Department
Manager External Business	Knights of Columbus
Business Development Actuary	LifeCare Assurance
Vice President	LifePlans
Multi-Life Sales Specialist	LifeSecure Insurance
Vice President, Product & Marketing	LifeSecure Insurance
Senior Conference Coordinator	LIMRA
Client Relationship Director	LIMRA
Director, Conferences	LIMRA
Research Actuary	LIMRA

Analyst	LIMRA
Vendor Relations Mgr.	LIMRA
Multimedia Manager	LIMRA
Corporate Vice President	LIMRA
Sr. Strategy Consultant	Lincoln Financial Group
Compliance Consultant	Lincoln Financial Group
Head of Linked Benefit Product Solutions	Lincoln Financial Group
Senior Meeting Planner	LOMA
Second Vice President	LOMA
Account Manager	Long Term Care Partners
Senior Account Manager	Long Term Care Partners
VP, Business Development	LTCG
AVP / Group Team Lead	LTCI Partners, LLC
CEO and Founding Partner	Maddock Douglas, Inc.
Product Director	Manulife
Worksite Actuary	MassMutual
DI Chief Underwriter/AVP	MassMutual
AVP & Actuary	MassMutual
Competitive Research Consultant	MassMutual
DI Pricing Actuary	MassMutual
AVP & Actuary	MassMutual
VP Compliance & Regulatory Affairs	MedAmerica Insurance
IDI UW Sr. Quality Analyst	MetLife
AVP, IDI Underwriting	MetLife
AVP DI Products	MetLife
Director DI Product Marketing	MetLife
Regional Vice President	MIB
Consulting Actuary	Milliman
Consulting Actuary	Milliman
Consulting Actuary	Milliman
Risk Management Consultant	Munich Re
Vice President, Living Benefits	Munich Re
Regional Vice-President, Business Development	Munich Re
Manager, Underwriting Services, Living Benefits	Munich Re
AVP and Actuary	Munich Re
Client Account Manager	Munich Re
Associate Actuary	Munich Re
Associate Actuary	Munich Re
Vice-President of Business Development	Munich Re Automation Solutions
Marketing Manager	Mutual of Omaha
Product Performance Director	Mutual of Omaha
Marketing Manager	Mutual of Omaha
Director, Long-term Care Initiatives, Advanced Sales	Nationwide
Product Director	Nationwide
Chief Actuarial Executive and CFO, Life Division	Netcare Life and Health

CVP	New York Life
CVP - Actuarial Services	New York Life
Corporate Vice President	New York Life
National Disability Insurance Consultant	North Star Resource Group
Disability Insurance Specialist	Northeast Planning Corporation
Director of Operations	Northwestern Long Term Care
President & CEO	Northwestern Long Term Care
Actuary	Northwestern Mutual
Assistant Director-DI Underwriting	Northwestern Mutual
Senior Actuary	Northwestern Mutual
Assistant Director DI Risk Management Support	Northwestern Mutual
LTC Financials & Reporting Consultant	Northwestern Mutual
Director - DI Product Development	Northwestern Mutual
Vice President - Actuary	Northwestern Mutual
Illustration Consultant	Northwestern Mutual
Assistant Director LTC Product Development	Northwestern Mutual
Director of Underwriting	Northwestern Mutual
Dir. Competition and DI Marketing	Ohio National Financial Services
Executive Vice President & Chief Product Officer	Ohio National Financial Services
DI Sales Vice President	Ohio National Financial Services
DI Product and Competition Specialist	Ohio National Financial Services
Sr. Actuarial Coordinator	Ohio National Financial Services
President	Omega Squared, Inc.
Senior Director	Ontario Medical Association
National Sales Manager Long-term Care	Pacific Life
Vice President -Financial Advisors Network	Pacific Life
Director of Marketing	Principal Financial Group
AVP	Principal Financial Group
Managing Disability Income RVP	Principal Financial Group
Vice President, IDI	Principal Financial Group
Product Director	Principal Financial Group
Assistant Director - DI Distribution	Principal Financial Group
Asst Director, Internal Sales	Principal Financial Group
Assistant Marketing Director	Principal Financial Group
CFO and SVP Strategy & Development	Professional Disability Associates
Director, Actuarial	Prudential
Sr. Staffing Specialist	Prudential
Director, Recruiting	Prudential
Director, LTCi Claims	Prudential
Vice President, Life & LTC Sales	Raymond James
VP Business Development	RGA
Vice President and Actuary	RGA
President	Secura Consultants
Sr. Actuarial Associate	SelectHealth
Professional Development Manager	Society of Actuaries

Director of Advanced Sales and Brokerage
2nd VP & Associate Actuary
2nd Vice President, IDI Sales
Assistant Actuary
Actuarial Analyst
Manager, Life/Health Compliance
Senior VP
Manager
Senior Staff Actuary
Sr Staff Actuary
Director
Vice President - Marketing
President LTC
Director, Product Development
Vice President and Actuary
Director of Product Management
Executive Director
Actuary
Director, Risk Management
Principal and Consulting Actuary
President and Consulting Actuary
Consulting Actuary
Founder

Southern Farm Bureau Life
Standard Insurance
Standard Insurance
Standard Insurance
State Farm
State Farm
Swiss Re
Thrivent Financial
Thrivent Financial
Thrivent Financial
Towers Watson
Transamerica
Transamerica
Transamerica
Transamerica
Trustmark Insurance
UBS Financial
United Security Assurance of PA
Unum
Wakely Actuarial
Wakely Actuarial
Wakely Actuarial
What's Your Point Training