

The Success Tract:

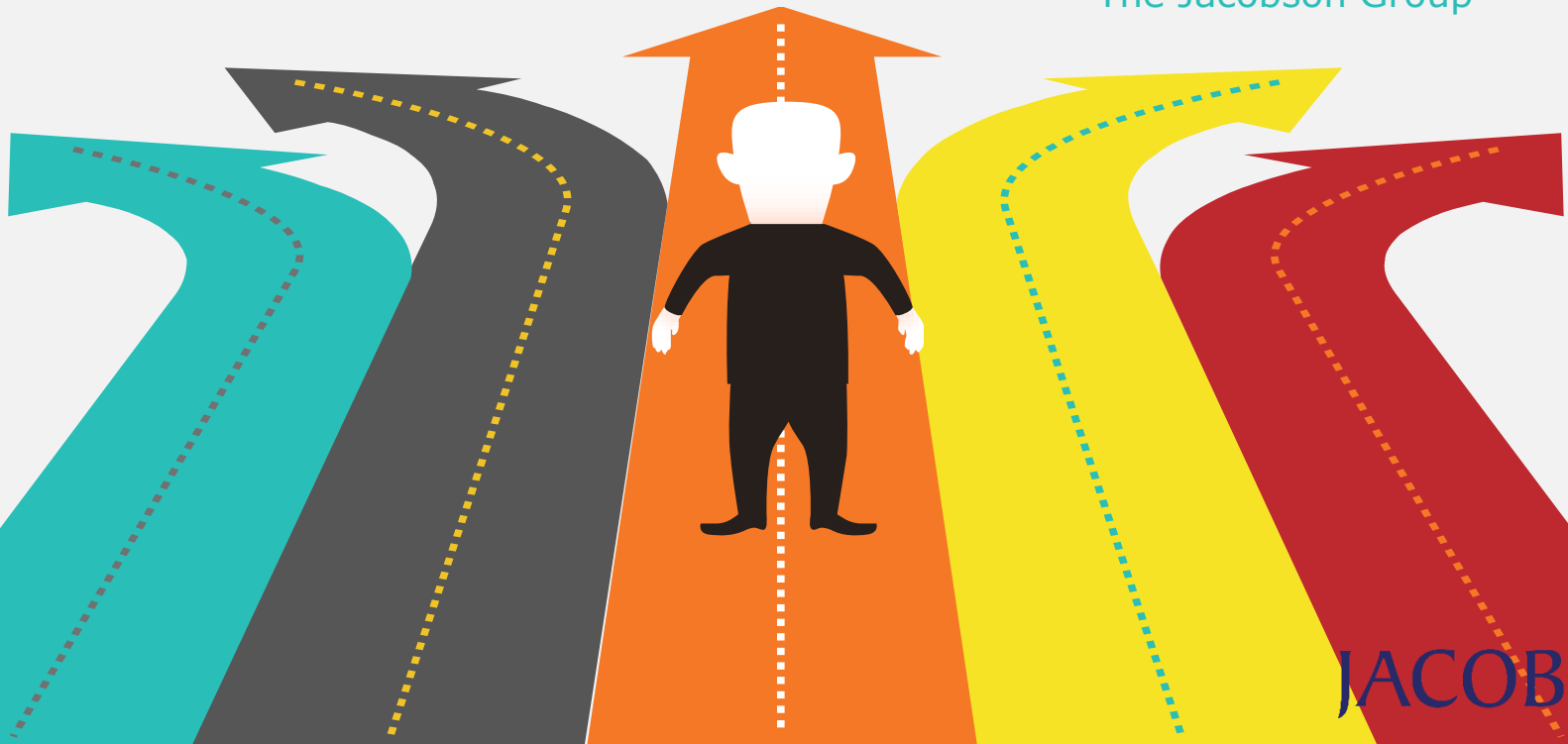
Words of Wisdom on Effectively
Managing Your Actuarial Career

Moderated by:

Margaret Resce Milkint

Managing Partner

The Jacobson Group



Insurance Talent

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Margaret Resce Milkint

Managing Partner

The Jacobson Group



- Margaret handles executive management and actuarial searches on a global basis for Jacobson's retained search practice.
- Margaret's expertise on career and recruiting issues is widely recognized throughout the industry and she is often called upon to share her perspectives and insights.



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Tia Goss Sawhney, DrPH, FSA, MAAA

Consultant

- Tia worked previously as the director of data, analytics, and research for the Illinois Department of Healthcare and Family Service's Medicaid Program.
- Tia is a frequent writer and speaker. She actively participates in a number of actuarial and non-actuarial work groups.



Vinaya Sharma, PRM, FSA, CERA, ChFC

Actuary
QRM



- Vinaya has been involved in a variety of roles, ranging from actuarial modeling to client management and business development.
- Vinaya is a Fellow in the Society of Actuaries and a Chartered Enterprise Risk Analyst.



Patrick Nolan, FSA, MAAA

Experience Studies Actuary

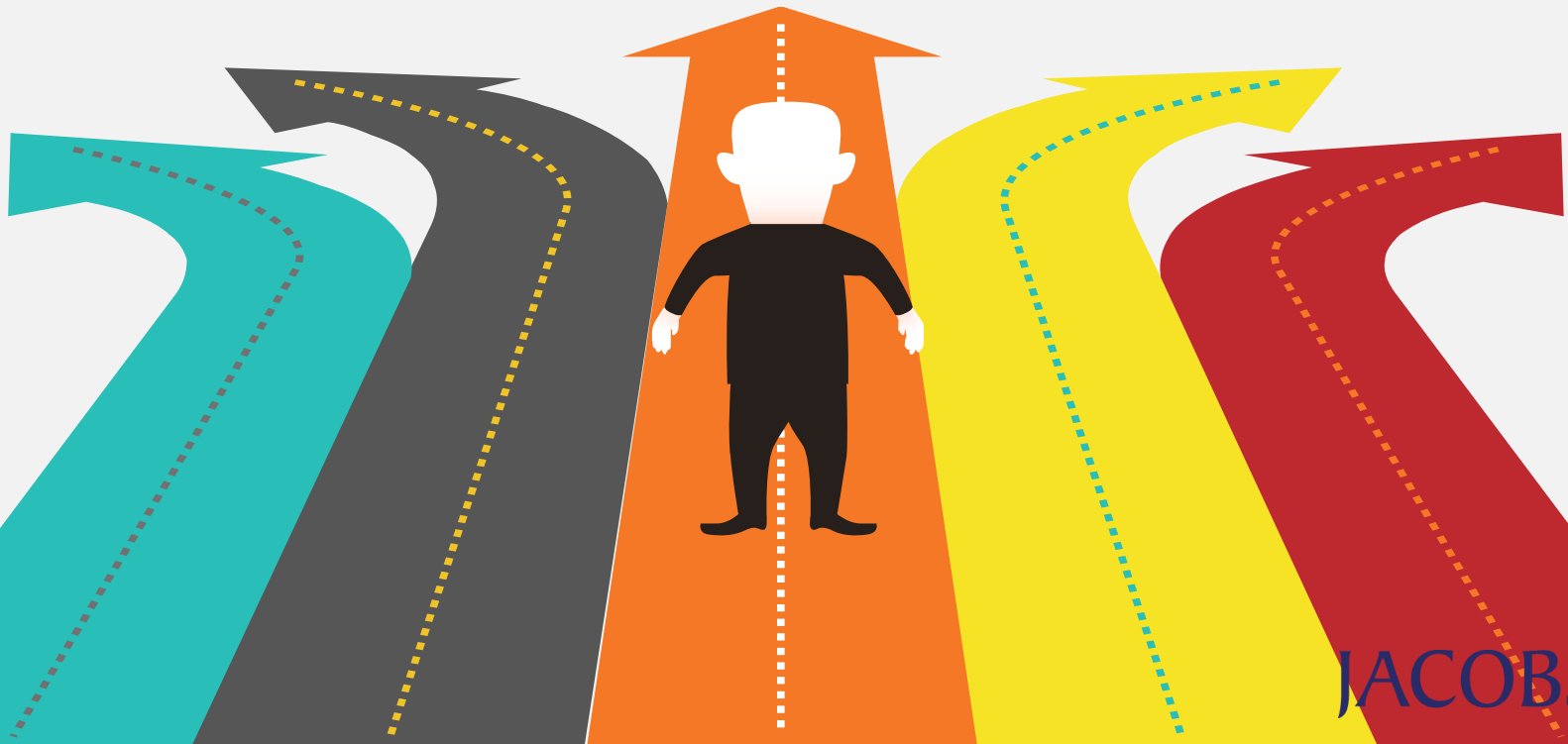
Society of Actuaries

- Prior to joining the Society of Actuaries, Patrick worked for Towers Watson's Retirement practice.
- Patrick graduated from the University of Notre Dame in May 2008, with a dual degree in Finance and Mathematics.



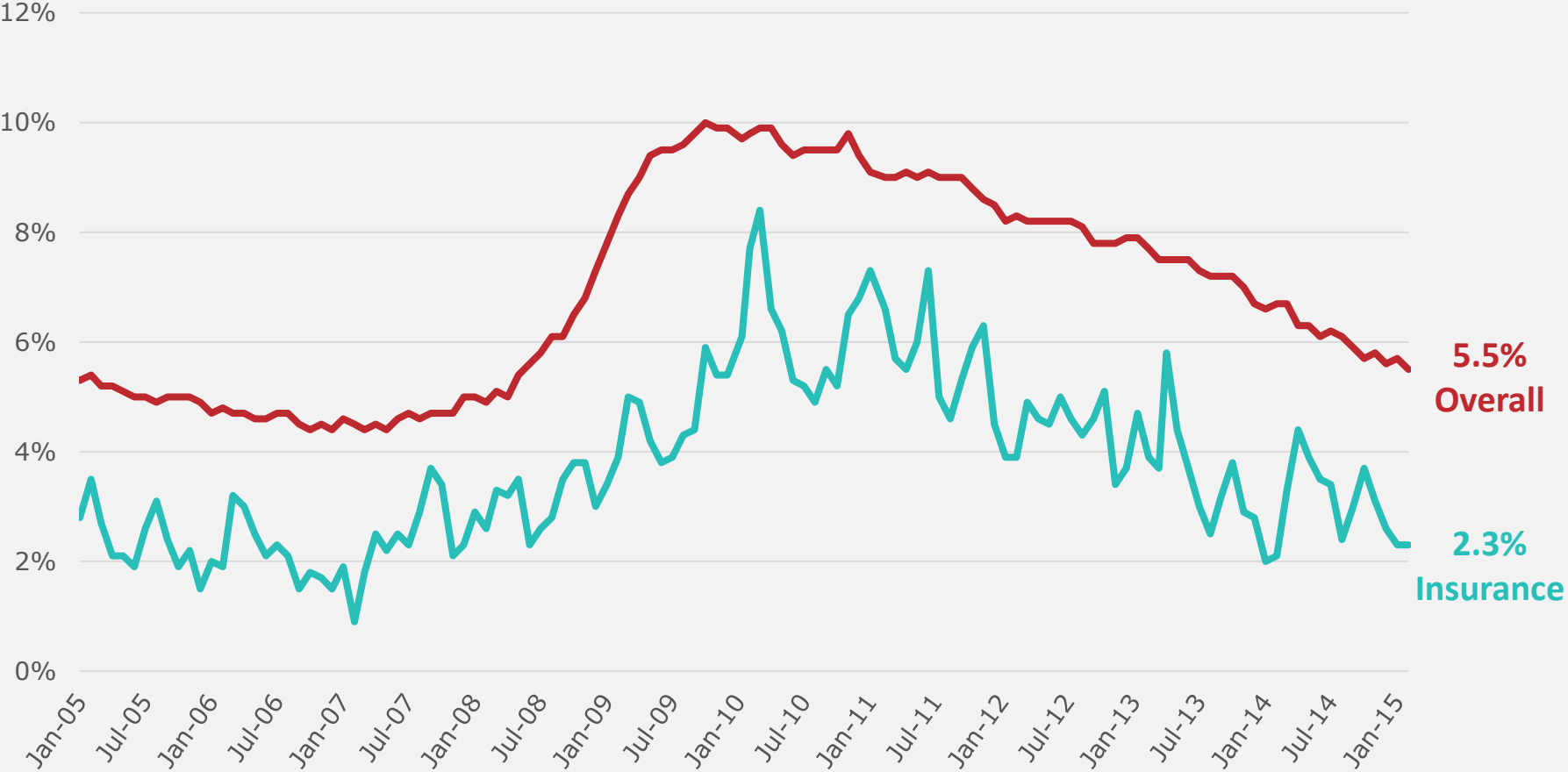
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The Future of the Actuary



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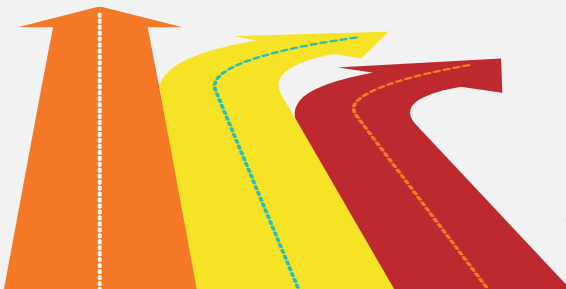
Industry Unemployment



— Overall — Insurance & Related

Source: Bureau of Labor Statistics

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Recruiting Challenges

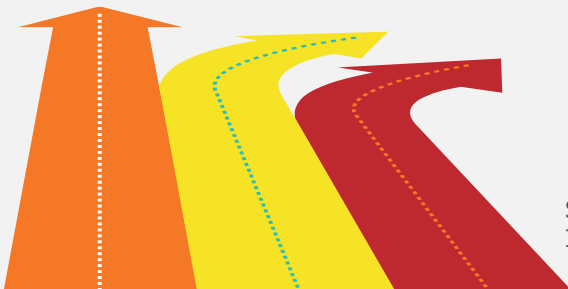
January 2015

Positions rated five or above are considered moderate or difficult to fill.



Source: The Jacobson Group and Ward Group, Semi-Annual Insurance Labor Outlook Study, January 2015

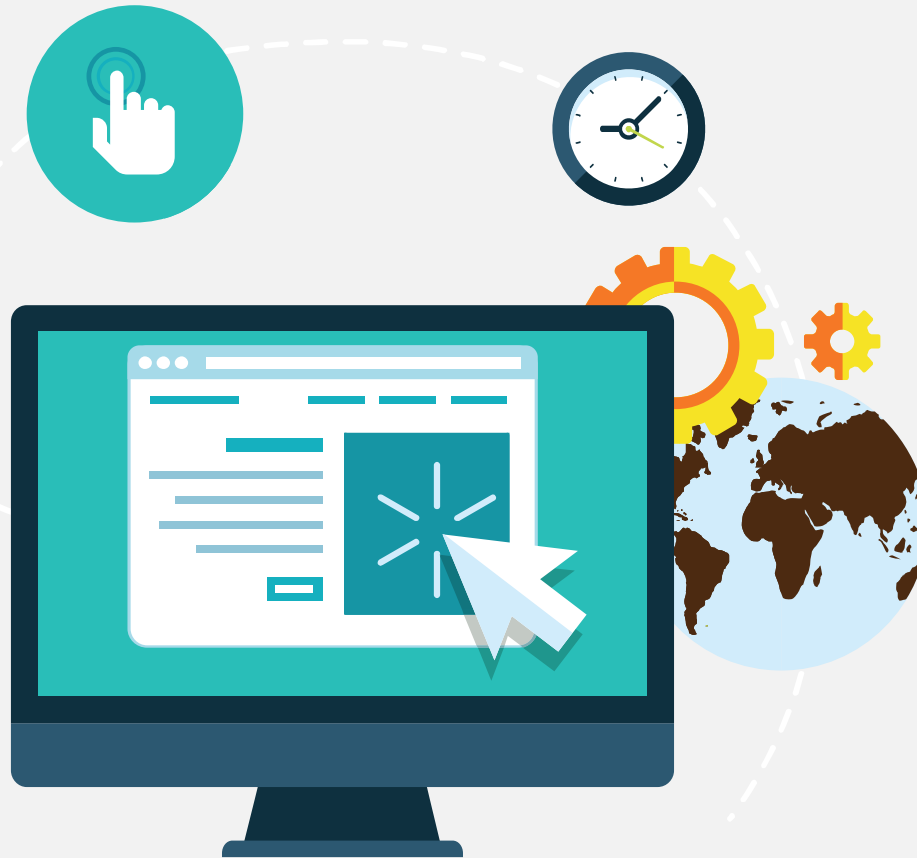
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Emerging Roles

Analytics: dynamic new discipline
in the digital revolution

The number of
**analytics
positions** are
forecasted to
increase **92%**
by **2017**.



The number of
actuaries **involved
in analytics** is
predicted to
increase **21%** by
the year **2018**.

Source: Accenture Institute for High Performance, U.S.
Department of Labor

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Globalization

Growing need for **international standards** and **global education**

Increased **uniformity** regarding the role of actuaries in financial reporting is necessary.



Actuaries must prepare to **compete** for jobs in a global marketplace.

Source: International Congress of Actuaries

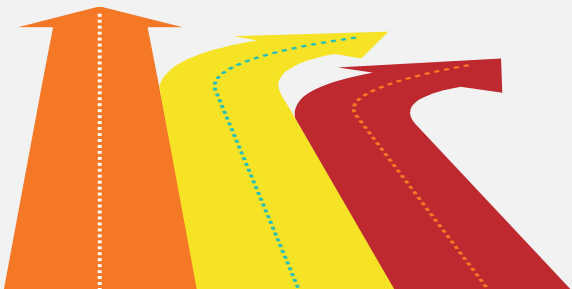
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Diversity and Inclusion

While the actuarial profession is **farther ahead** than other insurance disciplines on **gender equality** and the **recruitment of Millennial talent**, there is still work to be done.



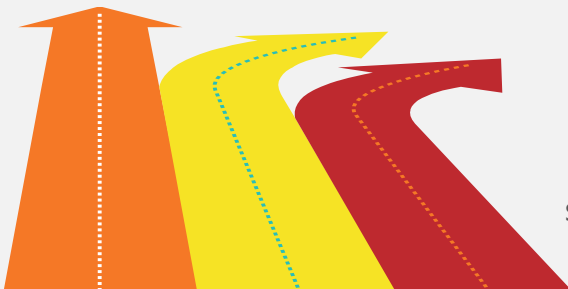
Focus must be shifted to engaging a **diverse pool** of top talent in order to create a more **inclusive environment**.



Non Traditional Roles

The **reach** of the actuarial profession is becoming **increasingly wider**. A few areas where you can now find actuaries include:

- Enterprise Risk Management
- Weather Risk Management
- Sports Analysis
- E-Commerce Risk



Source: Society of Actuaries

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Increased Competition for the C-Suite

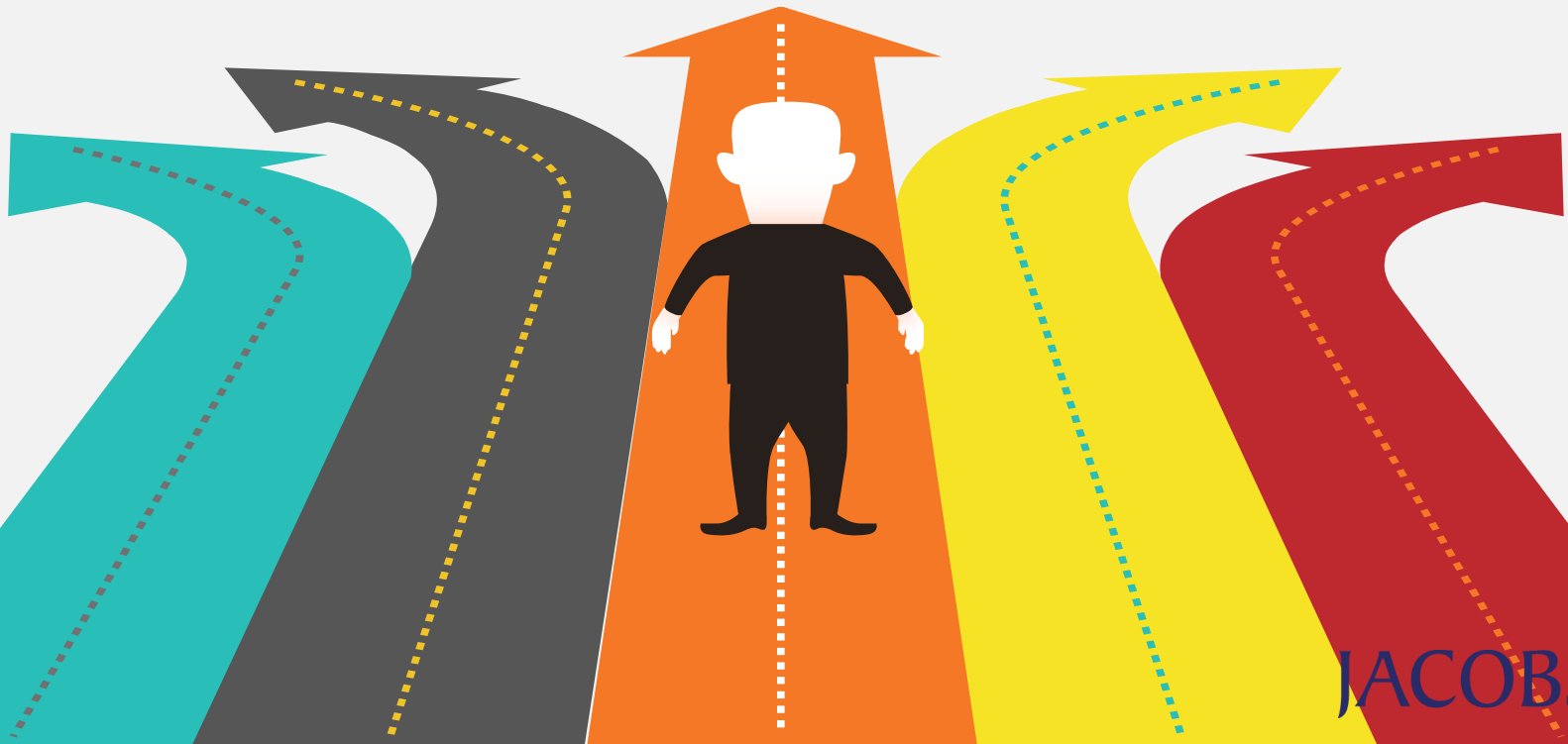
Actuaries can be found in a number of **C-Suite positions** including:



- Chief Finance Officer
- Chief Marketing Officer
- Chief Risk Officer
- Chief Executive Officer
- Chief Actuarial Officer



Insights From Industry Insiders



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How did you decide on a specialty track? What should I consider when making the decision?



What tips can you share for balancing your work and personal life while preparing for the FSA exams? What worked for you?



**Did you have an early
career experience that
shaped you and the path
you are on today?**



Tell us about the role of a mentor and/or executive sponsor and how they impacted your career.



**Describe a risk you took
with your career
development and how it
played out.**



Looking back, what advice do you wish you could give your younger self? What do you know now that you wish you knew then?



“The only way to do great work is to love what you do. If you haven’t found it yet, keep looking. Don’t settle.”

-Steve Jobs, Apple Founder



Questions?

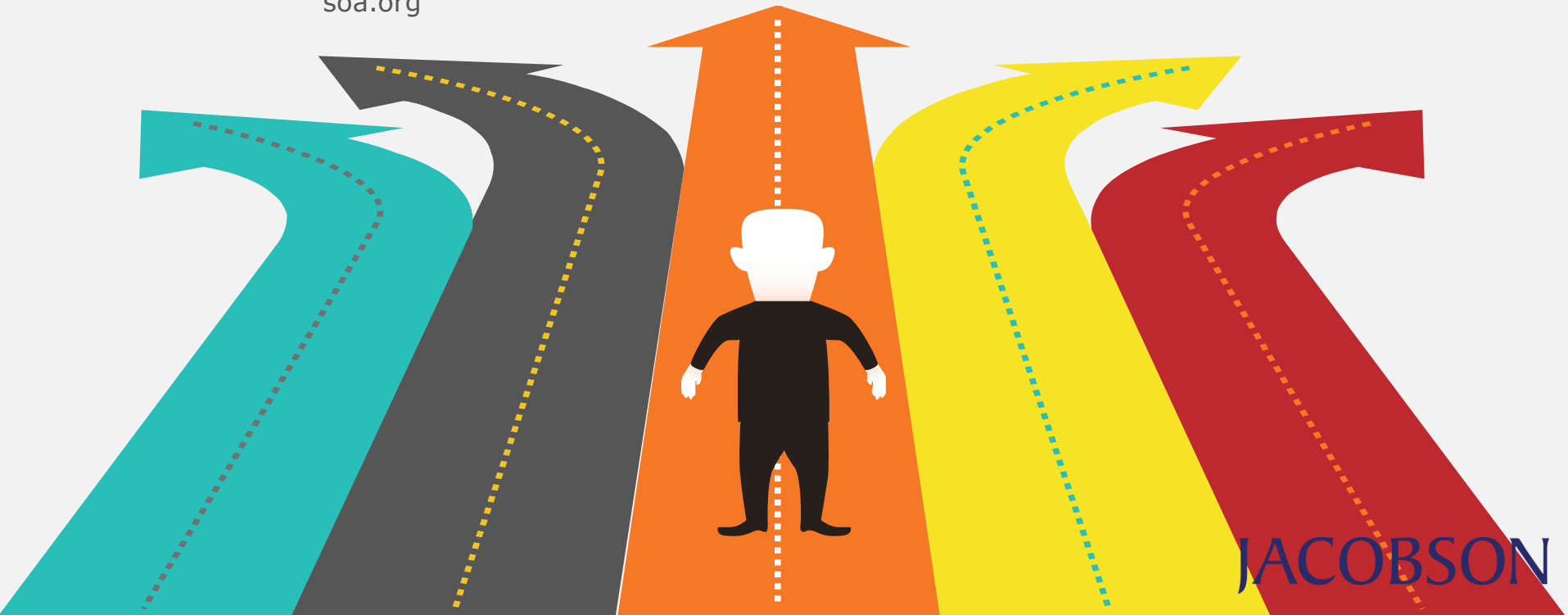
Thank You!

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