

PREDICTIVE ANALYTICS AND FUTURISM

(Vote for up to three candidates)

Kevin Lee

Lin Yuan

Nick Hanewinckel

Kim Steiner

Stephen J. Gruber

Xuan Zhang

Kevin Lee, FSA
Senior
Ernst & Young LLP
Chicago, IL

Professional Background

I have over four years of work experience in the Insurance and Actuarial Advisory Services practice of Ernst & Young LLP's Financial Services Office with a focus on actuarial transformation and modeling (Prophet). Prior to joining the firm, I interned in the Valuation team within the Retirement Solutions Division at Pacific Life in Newport Beach, CA.

Society of Actuaries Experience (Section and committee memberships and participation)

Friend, Predictive Analytics and Futurism Section Council (2019 -)

Other Relevant Volunteer Experience

I volunteered with Habitat for Humanity in the past to build and repair homes in Vietnam.

Why are you interested in leading this section?

Potential and largely unexploited application of predictive analytics and futurism in the life insurance industry has been of my interest lately. By serving the members and working with other Section Council members I am not only hoping to expand my knowledge on the subjects, but also to facilitate the professional development of new members to the section like myself.



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Lin Yuan, ASA
Senior Consultant
Deloitte Consulting LLP
New York, NY

Professional Background

I am a life actuary within the insurance consulting practice at Deloitte with six years of experience serving clients in the life and annuity sector. My areas of expertise span both technical actuarial knowledge and strategy and operations. My work has focused primarily on new business modernization and financial reporting engagements, in which we utilize and deploy applications of predictive analytics to improve core business operations for our clients. I have seen firsthand how applications of predictive analytics can be used to transform core business operations to save time, save money, and achieve business outcomes more efficiently.



Society of Actuaries Experience (Section and committee memberships and participation)

- Member of Predictive Analytics and Futurism, Actuary of the Future, Entrepreneurial & Innovation, and Social Insurance & Public Finance SOA Sections
- Supported co-workers who have been presenters at SOA meetings by writing presentation decks, and peer reviewed for co-workers who have authored articles for SOA publications
- Attend SOA meetings and webinars regularly

Other Relevant Experience

- I lead the education of Deloitte junior staff on applications of predictive analytics in life insurance and annuities, and manage and coordinate Deloitte practitioners who are actively involved in external committees and meetings related to predictive analytics
- I led recruiting for Deloitte consulting undergraduates in our Northeast offices for 5 years, coordinating interviews on campus and our annual recruiting day in Deloitte offices with 150+ interviewers and candidates
- I presented to the Penn Actuarial Society at University of Pennsylvania to discuss actuarial careers with students
- I co-led a Lunar New Year event to provide education and outreach services for the caregivers and family members of those diagnosed with Alzheimer's

Why are you interested in leading this section?

I believe that an understanding of and appreciation for predictive analytics are key to the actuarial profession today. With a practical understanding of the many ways in which applications of predictive analytics can improve core business operations, actuaries will be even better equipped to create strategic business value for our employers and our clients. As a leader of the Predictive Analytics and Futurism Section, my goal would be to help provide training and professional development resources in this area, particularly to attract and develop diverse talent in the actuarial field.

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Nick Hanewinckel, FSA, CERA
Assistant Vice President and Actuary
Hannover Life Reassurance Company of America
Charlotte, NC

Professional Background

Life Actuary that began working extensively with Predictive Modelling as part of an Actuarial Rotation in 2014. Nick fell in love with exciting projects related to Underwriting/Rapid Underwriting. As an FSA, Nick is privileged to work with predictive modelling for assumption setting and all the challenges it brings.

In addition to Predictive Modelling, Nick has worked in Nontraditional Valuation and Embedded Value.

Society of Actuaries Experience (Section and committee memberships and participation)

- Nick has been a member of Predictive Analytics and Futurism Section beginning in 2015.
- Nick has been a Friend of the Council for the past two years (2017-2018); (2018-2019).
- Nick has been a Moderator at every PA Symposium!
 - Delivered the “Predictive Modeling Workshops” presentation at the 2018 PA Symposium.
- Will deliver presentations at the 2019 PA Symposium and SOA’s 2019 Annual Meeting.



Other Relevant Experience

- Presenter 2018 – Mid-Atlantic Actuarial Club
- Was once Technical Director of a sketch comedy club!

Why are you interested in leading this section?

I love working in predictive modeling, and I’m always amazed by the predictive power. I also recognize that there are important challenges both to broaden the reach of Predictive Analytics itself, but also in order to get industry leaders to embrace the approach. There are also challenges on the regulatory front.

I am most interested in making sure that Actuaries remain the leading professional experts on Predictive Modelling. To do this, we must identify best practices and develop data-centric approaches to actuarial questions.

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Kim Steiner, FSA, MAAA
Senior Director
Willis Towers Watson
Hartford, CT

Professional Background

Kim Steiner is Senior Director of Willis Towers Watson. Kim leads the Analytics Initiative for the Americas Life Practice with the charge to develop intellectual capital around application of analytics to solve business issues for the life insurance industry.

She has worked on a number of analytics projects including developing mortality and policyholder behavior assumptions using predictive analytics for life and annuity products and review of streamlined underwriting programs. She also played a leadership role in the development of the SOA Predictive Analytics Certificate Program.

Kim joined the firm in 2008 and is one of the firm's experts in several areas including predictive analytics, mortality and life assumption setting, term insurance, reserve financing transactions, principles-based reserving, and COLI / BOLI products. Prior to joining Willis Towers Watson, Kim worked at Great-West Life in Denver for three years gaining experience in ALM, CALM, CFT, and BOLI / COLI product development and earnings analysis.



Society of Actuaries Experience (Section and committee memberships and participation)

Frequent speaker at SOA conferences including the Life and Annuity Symposium, Valuation Actuary Symposium, Predictive Analytics Symposium and the SOA Annual Meeting.

Member of numerous sections:

- Education & Research
- Financial Reporting
- Investment
- Joint Risk Management (SOA-CAS-CIA)
- Predictive Analytics and Futurism
- Product Development

Earlier in her career, Kim graded modules and the Final Assessment.

Other Relevant Volunteer Experience

Head of Christian Care Board at her church where duties include:

- Collecting donations for organizations that combat hunger challenges for local children
- Leading collection of items to fill and the assembly of chemo kits for local kids with cancer
- Organizing shipment of shoeboxes with holiday gifts to children in need around the world
- Delivery of food to local children facing hunger issues

Why are you interested in leading this section?

Predictive analytics are and will continue to revolutionize our industry. It is important for actuaries to lead the use of analytics in the industry since analytics will be leveraged in many applications currently led by actuaries. If actuaries are not deeply involved in analytics, there is a significant risk that data scientists, potentially without insurance, expertise will take over functions traditionally led by actuaries. It is critical that we ensure our members have the necessary educational opportunities to obtain the relevant skillset needed for this work. We also need to develop intellectual capital that will shape the thinking of the industry. I am running for a seat on the council as I want to play a role in this revolution and I want to ensure actuaries are driving the change.

Stephen J. Gruber, FSA, MAAA
Senior Director / Vice President
AXA Equitable
Jersey City, NJ

Professional Background

Stephen Gruber is the head of annuity analytics, experience studies, assumption development, and in-force management at AXA Equitable. His career at AXA includes prior roles as head of annuity actuarial in-force management, head of annuity GMXB pricing/modeling, and various individual annuity roles. Prior to AXA, Stephen was a consultant at Milliman. He is also on various SOA and LIMRA committees related to annuity mortality, analysis of benefits, and sales.

Society of Actuaries Experience (Section and committee memberships and participation)

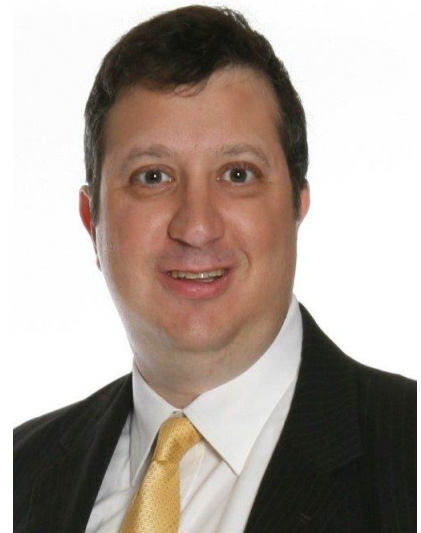
Predictive Analytics and Futurism, Product Development, Financial Reporting, Reinsurance

Other Relevant Volunteer Experience

Various SOA Mortality studies, including the SOA deferred Annuity Mortality Studies Group, LIMRA/ SRI POG on Annuity sales and In-force Analysis

Why are you interested in leading this section?

I feel I can add value and a new perspective.



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Xuan Zhang, FSA, CERA, MAAA
Director, Actuarial Services
Reinsurance Group of America
Beijing, China

Professional Background

I'm currently a Director, Actuarial Services, at the Reinsurance Group of America (RGA) based in Beijing, China, focusing on product development and pricing of life and health products. Before the current appointment, I worked for several insurance and reinsurance companies in US, Singapore, and China, practicing in life, health, and accident & health areas. I have experience in pricing, valuation, product development, marketing and financial reporting. I'm an FSA (2011), a CERA (2011) and a MAAA.

Society of Actuaries Experience (Section and committee memberships and participation)

- Member of Predictive Analytics and Futurism Section (current)
- Member of Health Section (past)
- Member of Reinsurance Section (past)
- Member of Product Development Section (past)
- Chair of the Organizing Committee (Singapore), SOA Joint Regional Seminar in Asia, 2012

Other Relevant Volunteer Experience

Member of the Organizing Committee, 2nd Health Insurance Conference, Singapore Actuarial Society, 2010
Member of the Working Party, Feedback to the Review of Singapore's Central Provision Fund, Singapore Actuarial Society, 2014



Why are you interested in leading this section?

I hope that I can contribute to the actuarial community, leveraging on the experiences that I have gained in various actuarial fields. At the same time, I would love to be able to bridge the communications between actuaries with different backgrounds worldwide.

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