



**Regulatory Actuaries:
An Insiders'
Perspective ...**

The Massachusetts, Ohio and Pennsylvania Experience

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CHALLENGES?

- Many,
- Too many to mention them all,
- But, here we go!!

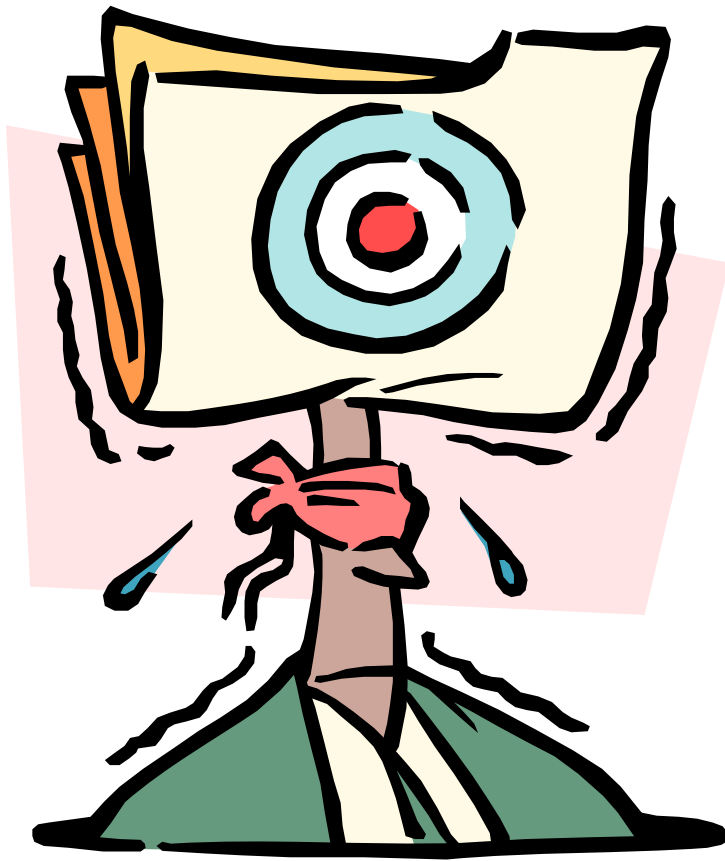


CHALLENGES?

- ❑ Thousands of rate filings to review,
- ❑ Hundreds of companies to 'examine'.
- ❑ How?
- ❑ What is the standard?



CHALLENGES?



- Why do I have to pay \$5.00 for a CAT Fund?
- *I don't even own a cat!*

CHALLENGES?



- How much will this legislation save?**

- How much will that bill cost?**

- Are you sure?**

CHALLENGES?

- Yes, I get it: $2 + 2$ does equal 4!
 - *Please write me a report explaining that.*



CHALLENGES?



- When *is* surplus surplus?

CHALLENGES?

- If we let Company 'A' lower rates now, consumers will be mad in the future if they have to raise rates!

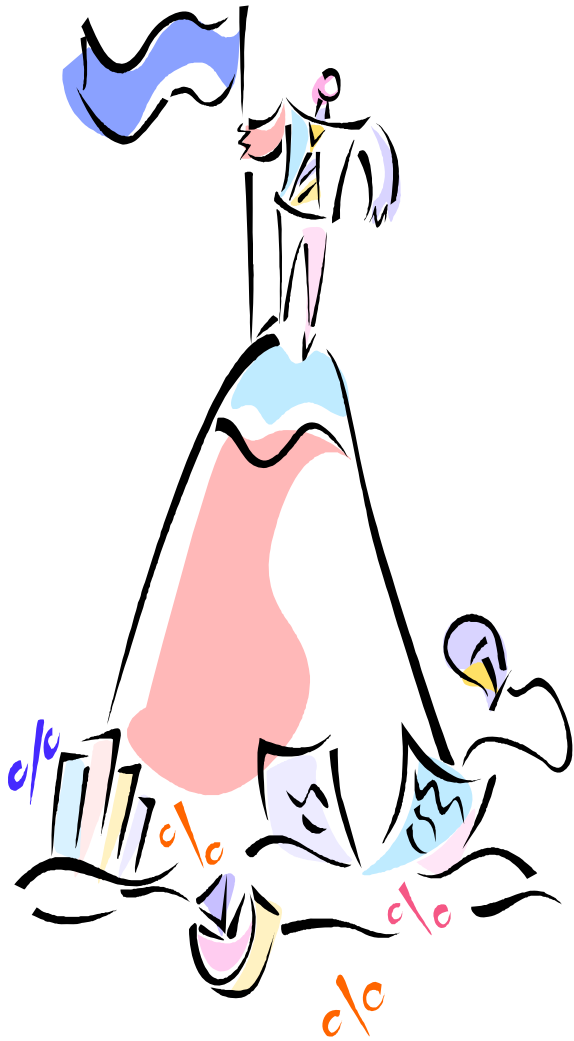


CHALLENGES?

- Why don't any two of the several actuaries opining on Company B's reserves seem to agree?



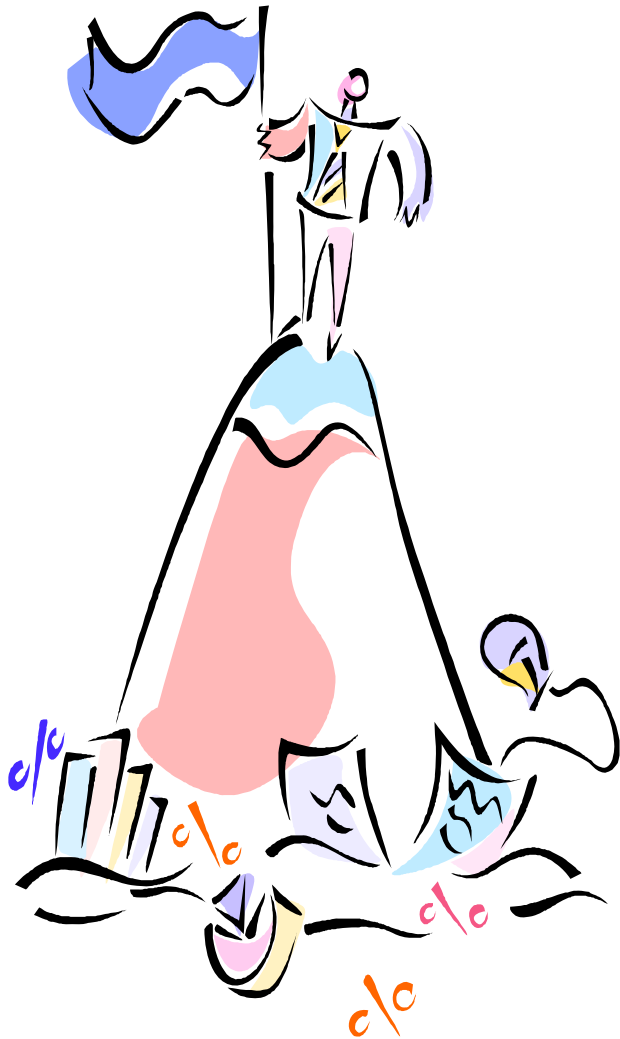
USEFUL SKILLS



□ Interpersonal skills:

- Sense of humor
- Patience
- Objectivity
- Willingness to listen
- Wisdom and insight can come from unlikely sources

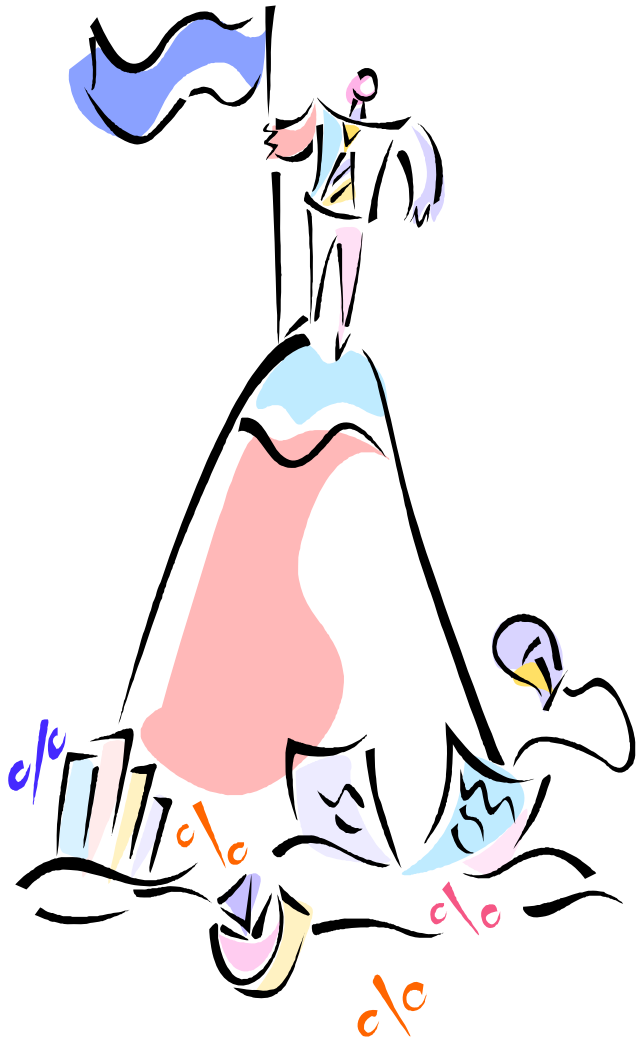
USEFUL SKILLS



□ Business skills:

- Understand your role
- An eye for the big picture
- Communication skills
- Objectivity
- Willingness to listen
- Wisdom and insight can come from unlikely sources
- Time and task management skills

USEFUL SKILLS



- Technical skill:
 - Actuarial competence
 - Ability to explain succinctly
 - Objectivity
 - Willingness to listen
 - Wisdom and insight can come from unlikely sources
 - Ethics and Integrity

REWARDS!



- **A place at the table.**
- **Part of the team.**
- **Involved in ‘BIG’ picture issues.**
- **Sense of accomplishment when reforms happen and succeed.**
- **Helping people.**
- **Make a difference, changing things for the better.**

REWARDS!

- **Most importantly, whether you win or lose, the knowledge that you worked hard in the public's interest is frankly quite a reward itself.**

