PRESENTING TO NON-ACTUARIES

Presenters:

Aaron Hillebrandt
David Prevo
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Introductions

• Aaron Hillebrandt – Pinnacle Actuarial Resources
  o Vice-Chair, CAS Syllabus and Examination Committee
  o Member, CAS Program Planning Committee

• David Prevo – COUNTRY Financial

• Jeffrey Zheng – University of Notre Dame
  o Assistant Teaching Professor
  o CAS Case Study Competition Committee

Overview

• Introductions
• Topic 1: Audience
• Topic 2: Skills & Improvement
• Topic 3: Case Studies/Experiences
• Discussion throughout

Live Poll

Are you employed as a:

- Consultant?
- Company Actuary?
- Other?

1: Audience

- Commercial Insurance company clients

- Captive Insurance company clients

- Self-insureds

Live Poll

Company actuaries: Which group do you like interacting with most?

- Accounting
- Agency
- IT
- Data Scientist

- Leadership
- Legal
- Product Management
- Underwriting

Live Poll

- Do you use intended user/limitations on use verbiage in actuarial reports?

  - Yes, and I'm a consulting actuary
  - Yes, and I'm a company actuary
  - Yes, and neither a consulting or company actuary
  - No, and I'm a consulting actuary
  - No, and I'm a company actuary
  - No, and neither a consulting or company actuary

1: Audience

- Consulting vs. Company Actuary

- Direct contact with how many users?

- Control of work product

1: Audience

Professional Guidance
- CPC 8
  - ASOP 41: Actuarial Communication
    - Intended User
    - What does Silence mean?
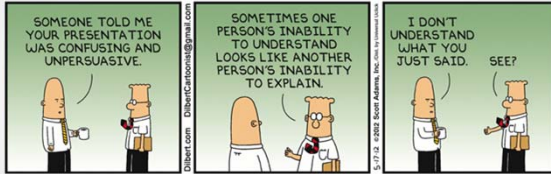   - Consulting v. Company
    - Don't forget about the Appendix

1: Audience

1: Audience

- Students

- Other Faculty, Administration

- Donors, Employers, Sponsors

Discussion Question

Employer-Student Interaction:
- Do you change how you talk and write when interacting with an actuarial student?
- What do you do differently?

Live Poll

What is your most preferred way to gauge if your audience is following what you're saying?

- Eye Contact
- Head Movement
- Facial Expressions
- Phone Usage
- Frequency of Questions
- Audience? What Audience?

2: Presentation Skills

3 Factor Model

$r_{asset} = r_f + \beta_{mkt}(r_{mkt} - r_f) + \beta_{smb}(r_{small} - r_{big}) + \beta_{hml}(r_{high} - r_{low})$

- Market risk: $r_{mkt} = r_m - r_f$
  - Same factor used in the previous one factor model
- Size: $r_{smb} = r_{small} - r_{big}$
  - Defined in regards to their market capitalization
  - Small firm effect: small firms tend to be riskier than big firms and outperform big ones
- Value: $r_{hml} = r_{high} - r_{low}$
  - HML effect: companies with high book-to-market ratios (value stocks) outperform those with lower book-to-market values (growth stocks)
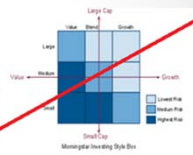
2: Presentation Skills

- Focus on the takeaways

- Clean, Simple Slides

- Engage

Live Poll

On average, how many minutes does it take, when a person is talking non-stop, for <u>you</u> to start losing focus?

- Less than 1 Minute
- 1-10 Minutes
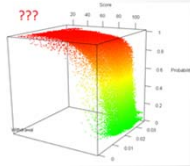- 10-30 Minutes
- 30-60 Minutes
- Greater Than 1 Hour

2: Presentation Skills

Easy Visuals & Concepts > Formulas, Fanciness

$$A_{\substack{1 \\ x:n|}} = \sum_{k=0}^{n-1} v^{k+1} *_k q_x * q_{x+k}$$

$$V_0 = Ne^{-2rt}[(p^*)^2 V_{uu} + 2p^*(1 - p^*)V_{ud} + (1-p^*)^2 V_{dd}] \,(!!)$$

???

Live Poll

In which area do you notice the biggest communication pitfalls in _____?

- Written (Reports/Email)
- Formal Spoken Content (Presenting)
- Non-Verbal (Body Language, Habits)
- Casual Interactions (Meals, Group)
- Professionalism (Dress, Act, Respect)

Live Poll

In which area do you notice the biggest communication pitfalls in _____?
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2: Self-Improvement

- Practice, Practice, Practice!
- Be an awesome CAS meeting panelist
- Self-record
- Adapt to the setting & technology
- Find your voice
- Toastmasters

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3: Case Studies

- How would you react?
- What would you do differently?
- Do you have an experience to share?

- Round table tomorrow afternoon!

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3: Communication Case

The New Guy and the Good News

3: Communication Case

Middleman vs. Face-to-Face

3: Presentation Case

- Online Zoom R Lesson:
  - o Variables,
  - o Lists,
  - o Data frames,
  - o Operations,
  - • Functions,
  - • Graphs,
  - • Data Importing,
  - • etc.

3: Communication Case

The Profitable Year and
the Rate Increase

3: Communication Case

The New Guy and the Bad News

3: Presentation Case

A Lesson in Reinsurance
(and Presentations)

Summary

- Focus on the takeaways.
- Know your audience.
- Keep practicing.

ANY questions?