

EAA Seminar “Innovations in Life Product Development & Management”

26/27 September 2016 | Amsterdam, The Netherlands



Organised by the EAA - European Actuarial Academy GmbH in co-operation with the Dutch Actuarieel Instituut (AI).

1. Introduction

Products and all related features and options are the core service of a life insurance company. In the recent past, defensive topics such as risk management and new solvency regimes have been predominant and they have triggered new product developments decisively. However, new developments have still some further motives. Since products generate new business and profits, knowledge on products and their potential of innovation is essential nowadays.

2. Purpose and Nature

The two-day seminar deals with life products and life product management. It focuses on new aspects of product development such as modular product concepts and alternative investment opportunities. The seminar will focus on saving and annuity products as well as products that cover biometrical risks. In addition and besides concrete product topics, the seminar will also touch strategical and tactical considerations on cooperation & cooperation management. It concludes with an insight into aspects of modern product management.

3. Participants

The seminar is suited for actuaries and actuarial trainees as well as life insurance professionals who are directly or indirectly involved in product management, product development (projects), investment management, product strategy projects or corporate and business development.

No laptop is needed for this seminar.

4. Lecturers

David Bernert

David has been working for Swiss Re in Munich for 5 years – initially as L&H Marketing Actuary for Central & Eastern Europe and since 2 years as regional Senior Product Expert for Mortality and part of the Innovation Team for the German market. Prior to that, David was responsible for francophone markets and global employee benefits programs in the L&H department at Allianz Re for 6 years. Since 2008, David is member of the German Actuarial Association (DAV).

Frank Genheimer

Frank is Managing Director and Partner with New Insurance Business GmbH (St. Gallen, Switzerland), a consulting company that offers strategic and tactical business and management consulting for insurance companies and their cooperation partners. The focus of his work is set on (disruptive) innovations, new business strategy, products & related investments as well as cooperation management. Frank is a regular speaker and moderator at events, seminars and workshops throughout the financial service industry. Before he started his career as consultant, he worked within European life insurance industry for about eleven years. Frank is member of the German Actuarial Association (DAV), the Swiss Actuarial Association (SAV) and the German Association of Insurance and Financial Mathematics (DGVMF) as well as member of Actuarial Sciences for Africa (ASA).

Melissa Leitner

Melissa started her career as a pricing and product development actuary for group life and disability benefits in a major South African life insurer. She joined Swiss Re in 2009 as a Senior Client Manager for the South African market, and in 2013, she joined Swiss Re's newly created team in Zurich for L&H Product Strategy & Innovation in Europe, Middle East and Africa. The team applies cross-functional and collaborative approaches to develop alternative solutions that have the potential to close consumer protection gaps and deliver growth in the L&H insurance markets across the region. She holds a Bachelor of Business Science (Hons) degree from the University of Cape Town, and is a Fellow of the Actuarial Society of South Africa, and a Fellow of the Institute and Faculty of Actuaries UK.

Dr Axel Wachsmann

5. Language

The language of the seminar will be English.

6. Preliminary Programme

Monday, 26 September 2016

08.45 - 09.00	Registration
09.00 - 09.15	Introduction & welcome (EAA)
09.15 - 09.30	Intro Day 1
09.30 - 10.45	Products for saving and retirement
10.45 - 11.00	Coffee Break
11.00 - 12.30	Investments
12.30 - 13.30	Lunch
13.30 - 15.00	New concepts for saving and retirement
15.00 - 15.15	Coffee Break
15.15 - 16.30	Cooperation management
16.30 - 18.00	Case study on cooperation management
approx. 19.00	Dinner

Tuesday, 27 September 2016

09.00 - 09.15	Intro Day 2
09.15 - 10.45	Products for covering biometrical risks (risk products)
10.45 - 11.00	Coffee Break
11.00 - 12.30	New concepts for risk products
12.30 - 13.30	Lunch
13.30 - 15.00	Aspects of modern product management
15.00 - 15.10	Outro
15.10 - 15.15	Concluding remarks, closing of seminar

7. Fees & Registration

Please register for the seminar as soon as possible because of the expected demand. If there are more persons interested in this seminar than places available we will give priority to the registrations received first. Please send your registration as soon as possible by using our online registration form at www.actuarial-academy.com.

Your registration is binding. Cancellation is only possible up to 4 weeks before the first day of seminar. If you cancel at a later date, the full seminar fee is due. You may appoint someone to take your place, but must notify us in advance. EAA has the right to cancel the event if the minimum number of participants is not reached.

Please always give your invoice number when you effect payment. All bank charges are to be borne by the participant. We will send you an invoice, please allow a few days for handling.

Your early-bird registration fee is € 790.00 plus 21 % VAT until 26 July 2016. After this date the fee will be € 970.00 plus 21 % VAT.

8. Accommodation/ Venue

The seminar will take place at the

Hotel NH Amsterdam Zuid
van Leijenberghlaan 221
1082 GG Amsterdam, The Netherlands
[Hotel website](#)

We have arranged special prices for accommodation. The special rates are 113 € on Sunday and 129 € on Monday night per room, including breakfast and VAT (excl. 5% city tax). The rates are valid for bookings by 28 August 2016 out of our allotment "EAA Seminar". Please book your accommodation directly with the hotel using the [booking link](#) on our website. Kindly book early, as our allotment includes a limited number of rooms, and note the hotel's cancellation policy.

9. CPD

For this seminar, the following CPD points are available under the CPD scheme of the relevant national actuarial association:

Austria: 12 points
Belgium: 12 points
Bulgaria: 12 points
Czech Republic: 2-3 points (individual accreditation)
Estonia: 12 hours
Germany: 13 hours
Hungary: 13 hours
Italy: approx. 4 credits (GdLA individual accreditation)
Netherlands: approx. 12 PE-points (individual accreditation)
Russia: 40 points
Slovakia: 8 CPD points
Slovenia: 50 points
Switzerland: 15 points

No responsibility is taken for the accuracy of this information.