

Finance, Management & Operations

CFO Round Table

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15th Annual Intercompany Long Term Care Insurance Conference

CFO Round Table Panel Introductions



- Personal Background
- Outline of LTC business at your company
 - Closed vs. open block
 - Size (annualized premium, policy count, reserves)
 - Group vs. Individual
 - LTC organizational structure and alignment
- Philosophy of LTC management at your company
 - Panelist's role in LTC profit/(loss) management
 - Key management goals for the line
 - Key stakeholders

CFO Round Table Discussion Topics



- Low Interest Rate Environment
- Regulatory Environment around Rate Increases
- Claims Experience and Administration Capabilities
- Quarterly Earnings Focus for a Long Tailed Product Line
- FAS 60 “Lock In” Accounting Basis
- Closed vs. Open Blocks
- Lack of reinsurance options/difficult capital management
- Valuation/Projection Actuarial Issues
- Looking forward.....

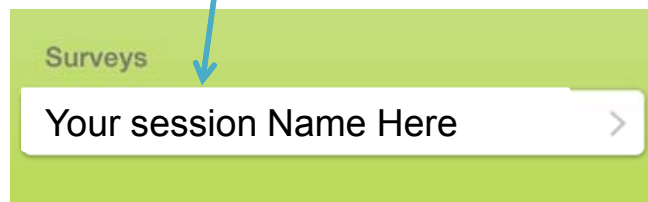
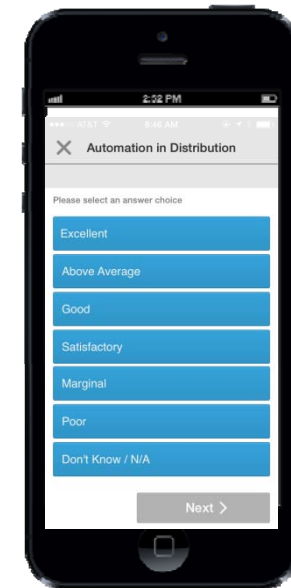
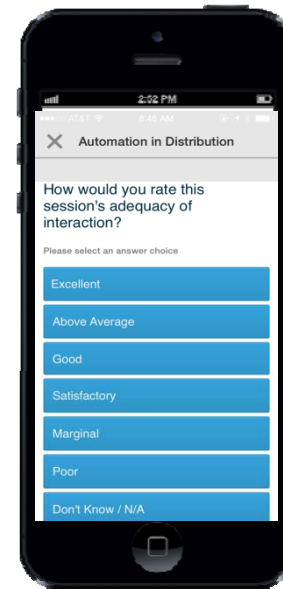
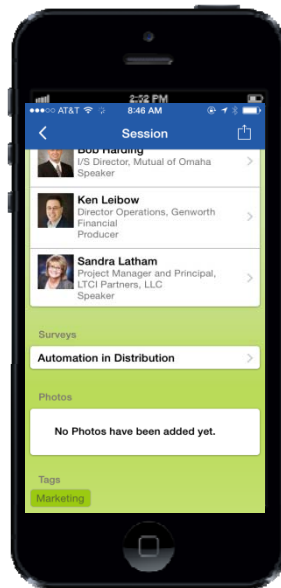
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