

LIFE PROTECTION SEMINAR



REGISTRATION FORM

Jointly Organized by Singapore Actuarial Society and Life Insurance Association of Singapore

DATE : 20 August 2009

VENUE : InterContinental Hotel

Preferred Participation (Please Circle): Full Day / Half-Day (AM) / Half-Day (PM)

Full Day Session: Includes Morning & Afternoon Sessions, Handout Materials, Refreshments and Lunch.

Half-Day Session: Includes Morning (AM) or Afternoon (PM) Session, Handout Materials, Refreshments and Lunch.

A. PERSONAL DETAILS

Name:		Company Phone No:	
Designation:		Company Fax No:	
Company:			
Address:			
Email:			
Preferred Name on Badge:			
SAS/ LIA Member? (Please Circle)	Yes (SAS / LIA)	No	

B. REGISTRATION FEES (Please Tick)

Session	Early Bird Offer (By July 31, 2009)	Please Tick	Standard Registration (By August 14, 2009)	Please Tick
Full Day	\$ 300		\$ 350	
Half Day	\$ 175		\$ 250	

Dietary Preference (Please Tick): [] Halal [] Vegetarian [] No Preference

C. PAYMENT METHOD (Please Tick)

Tick Here	Descriptions
	I enclose a Singapore Dollar Cheque / International Bank Draft payable to "Singapore Actuarial Society" Cheque / Draft Number: _____ <i>Mailing Address: Singapore Actuarial Society 81 Clemenceau Avenue #04-15/16 UE Square, Suite 40 Singapore 239917</i>
	Delegates may pay by telegraphic transfer into the account of the Singapore Actuarial Society. The details are: Account Number : Singapore Actuarial Society Bank (Bank Code) : DBS Bank (7171) Branch Code : 001 Account Code : 001-019506-9 Swift-Code : DBSSSGSG <i>(Please note that all bank charges are to be paid by the sender)</i>

For any queries, please contact:

Ms Patsy Lau (email: patsy@actuaries.org.sg) at +65 9647 7577 or Ms Pauline Lim at +65 6438 8900.

Fax Number: +65 6830 8449. For more info, please visit www.actuaries.org.sg or www.lia.org.sg for more details.

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Agenda



Morning Session

8:30 am – 8:45am

Welcoming Address

By Frank McInerney, President of Singapore Actuarial Society

8:45 am – 9:30 am

Easy to Buy, Not Easy to Claim

A Look at Simplified Underwriting Methods for Protection Business

Speaker: Lawrence Tsui, Swiss Re

Topic: The barriers presented by complex medical and financial underwriting requirements are often cited as a barrier to increased sales of life insurance protection products. This presentation examines the various methods that have been used by life insurance companies around the world to simplify the underwriting process, including guaranteed issue, short-form or simplified questionnaires as well as more recent efforts to use the data available from other distribution partners or other databases to pre-filter or pre-approve customers for life insurance protection. A holistic approach to risk management is outlined, emphasizing the need to balance simplified underwriting requirements with target markets, distribution channels, customer expectations, product design, pricing and claims management.

9:30 am – 10:15 am

A Focus on Pricing & Valuation Strategies in a (Re)Insurance Environment of Increased Risks

Speaker: Gavin Maistry, Munich Re

Topic: The presentation will touch upon the impact of financial crisis on insurance product pricing, risk management and cost of capital. It will then move on to discuss the development of pricing model during unstable times, examining the relationship with risk capital in pricing and the effects of low interest rates on pricing.

10:15 am – 10:45 am

Coffee Break

10:45 am – 11:45 am

Disability Income Insurance

Speaker: Andre Hermans, Aviva

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Morning Session

11:45 am – 12:30 pm

An Analysis of Insurance Adequacy by Age Groups

Speaker: Dr David Yee

BBA, MBA, PhD, FCII, FSII, ARM, FRIM, FCIS, FChFP, RFC, AEPP

Topic: The estimated amount of underinsurance is **\$526 billion** or **\$329,223** per person, which is **67%** of the protection needs requirement. For the male working adults, insurance needs peaks in the age groups of 30-39 and 40-49. For the female working adults, insurance needs peaks in the early start of the career.

12:30 pm – 2:00 pm

Lunch

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Afternoon Session *Distribution & Marketing Topics*

2:00 pm – 3:00 pm

Survey of the Risk Appetite in AsiaPacific With Special Highlights on Singapore

Speaker: Paul Turner, Swiss Re

Topic: This presentation is the exclusive release of detailed results of a recent survey undertaken to provide insights on the risk-taking attitudes of consumers and SME decision-makers aged between 20 and 40 years old across eight Asia-Pacific markets, including Singapore. The presentation will focus on survey results highlighting how the Gen X and Y generations view risks, its level of financial awareness, and its willingness to talk to financial advisers. The presentation concludes with a focus on the survey results regarding the perceived threat from the H1N1 pandemic and the impact of this on risk appetite.

3:00 pm – 3:45 pm

Protection Product Development in Today's Capital-Intensive World

Speaker: Graham Handy, E&Y

Topic: The session will cover the importance of product strategy to align with overall company strategy. This presentation also covers ways of aligning company's interest closely with distributors and customers. It will then move on to discuss the parties involved in the product development process and also cover how insurers using their view of risk and capital to direct product development.

3:45 pm – 4:00 pm

Coffee Break

4:00 pm – 5:00 pm

CEO Round Table

By Leading CEOs

Hear from the leading CEOs in Singapore on their views on the current economic climate and the role of protection products moving forward.

5:00 pm – 5:15 pm

Closing Address

By Darren Thompson, President of Life Insurance Association of Singapore