



A World of Opportunity!

Nontraditional Actuarial
Roles and Career Paths



**A CHANGING
ENVIRONMENT
REQUIRES FRESH
IDEAS, A CHANGE
IN APPROACH**



Agenda

Recognize how the state of the industry labor market shapes the way we define the high-potential actuary.

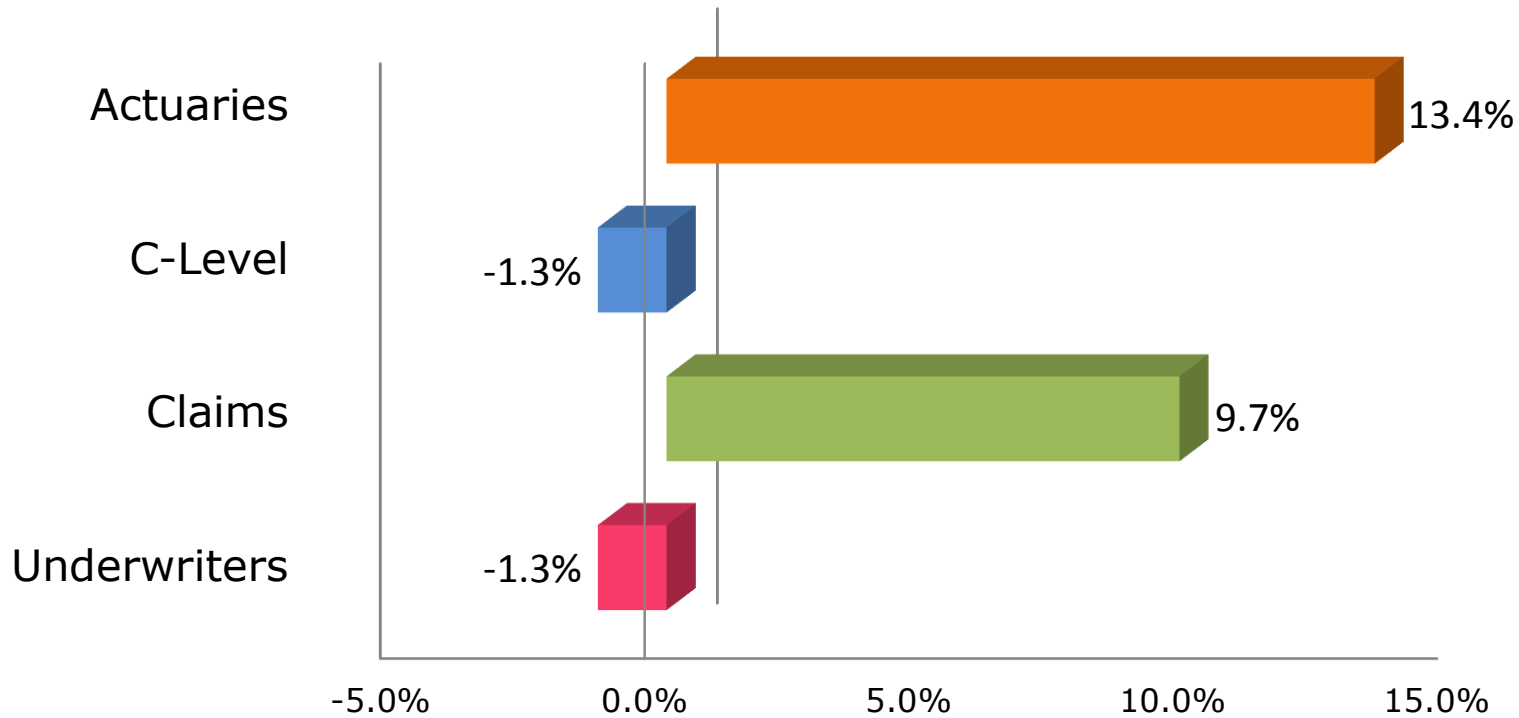
Learn to take on the changing climate through innovation, business-savvy, and inspiring leadership.

Obtain fresh opportunities.



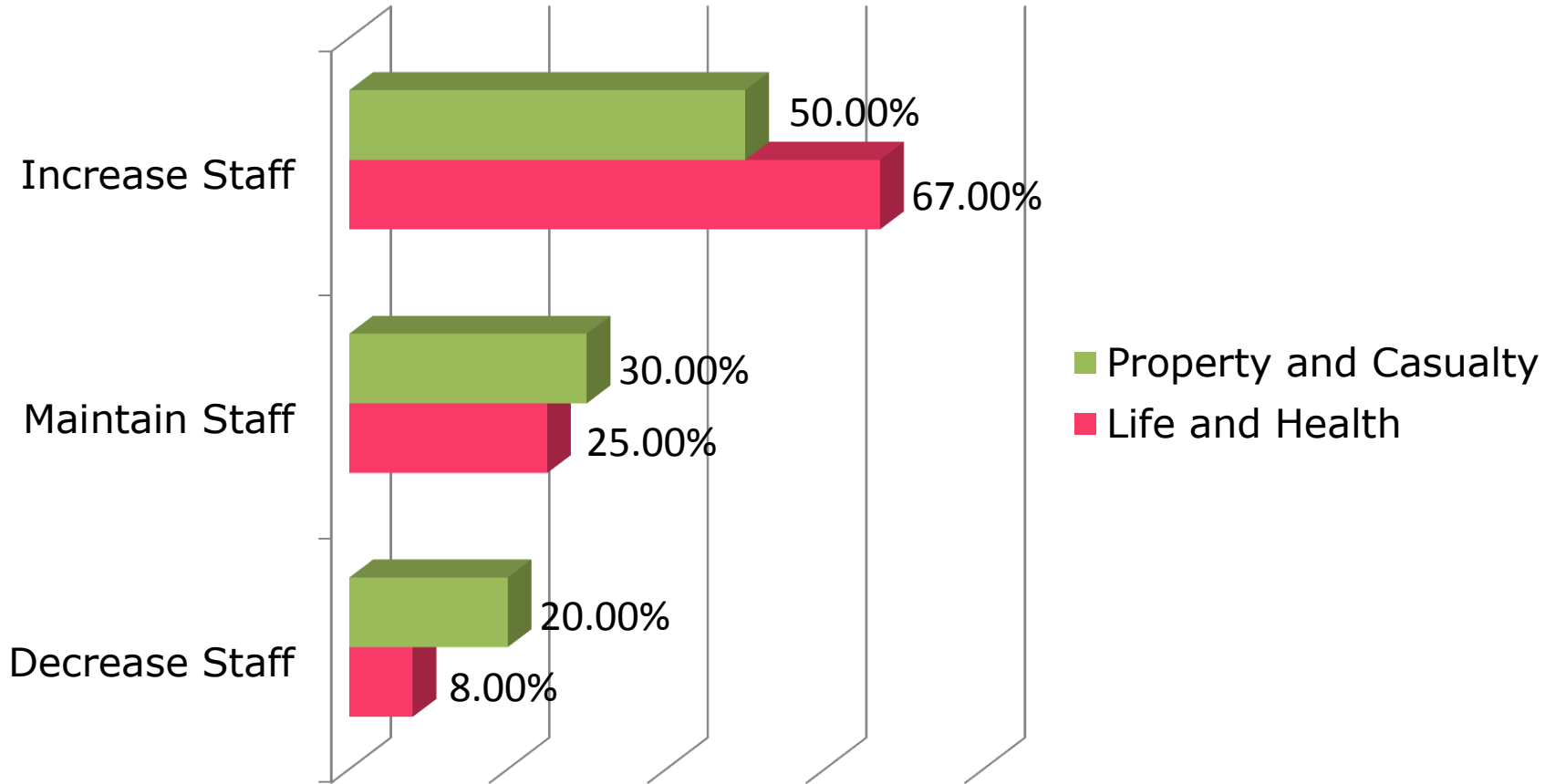
Industry Job Growth: 2008-2018

The insurance industry labor market is expected to grow at 13.2 percent.





A Snapshot of Projected Hiring Plans By Industry





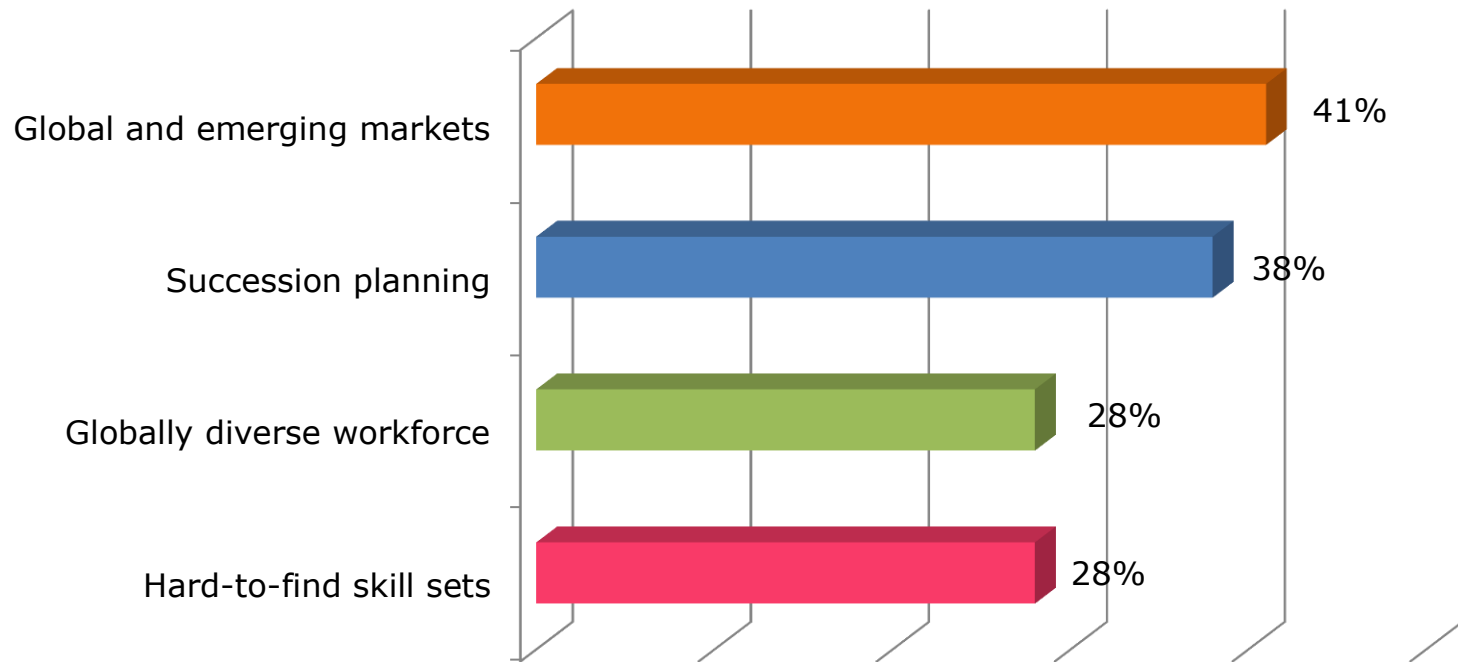
Most Difficult Disciplines to Recruit



On a scale of one to 10 (10 being most difficult), respondents ranked these functions on how difficult they were to fill.



What are Employers' Main Concerns?





Today's Actuary: How Far We've Come

THE PERCEPTION:

"Actuaries are one-dimensional."

"Actuaries cannot provide the
meaningful business analysis we seek."

"Actuaries can't do this job..."

"Actuaries cannot transfer their skill set."

"I can't understand them."



Today's Actuary: How Far We've Come

THE REALITY:

Retirement and pensions: helping devise new retirement solutions for the 21st century

Life insurance: creating predictive models and developing products to meet society's changing needs

Healthcare and health insurance: lending expertise to manage this \$2T issue for businesses and individuals



Manage Your Brand

YOUR BRAND SHOULD:

Distinguish you from others.

Make others aware of your character, strengths and personality.

Become the message that is conjured up when someone thinks of you.

Influence the decisions, attitudes and actions of others.

Increase confidence, presence and visibility.

**You are the
CEO of YOU.**





The Power of Sponsorship

Take mentorship a step further with sponsorship.

Receive the opportunity to connect with leaders and visualize new opportunities.

Accept direct and honest feedback about what it takes to be successful.

Glean additional insight and obtain guidance from an insider's perspective.



What are Employers Looking for in Actuarial Candidates?

- Brad's perspective
- Margaret's perspective
- Trends
- Hot buttons
- Differentiators



The Competition

THE PLAYERS:

MBA's

CFA's

Financial Engineers

Risk Managers



Actuaries are in Demand!

Actuarial job outlook is expected to grow at 27 percent between 2010 and 2020, with a 5,800 job gain.

A rapid employment growth rate of 58 percent is expected in consulting services.

Demand will grow for P&C and health, but level off for life as the industry consolidates.



Today's Opportunities Come in Non-Traditional Forms

- Emerging Markets
- Consultancy
- Telecommuting or Work-at-Home Positions
- The C-Suite



The CERA Designation

The most comprehensive and rigorous demonstration of enterprise risk management (ERM) expertise available.

A CERA designee is qualified for such positions as Risk Analyst, Risk Manager, and Chief Risk Officer.

**Chartered
Enterprise
Risk
Analyst**



Where Do Actuaries Fit Into the C-Suite and Beyond?

- Chief Finance Officer
- Chief Marketing Officer
- Chief Risk Officer
- Chief Executive Officer
- Chief Actuarial Officer
- Product Management Executive/
General Manager
- Board of Director Roles



So, How Do You Embrace Opportunity?

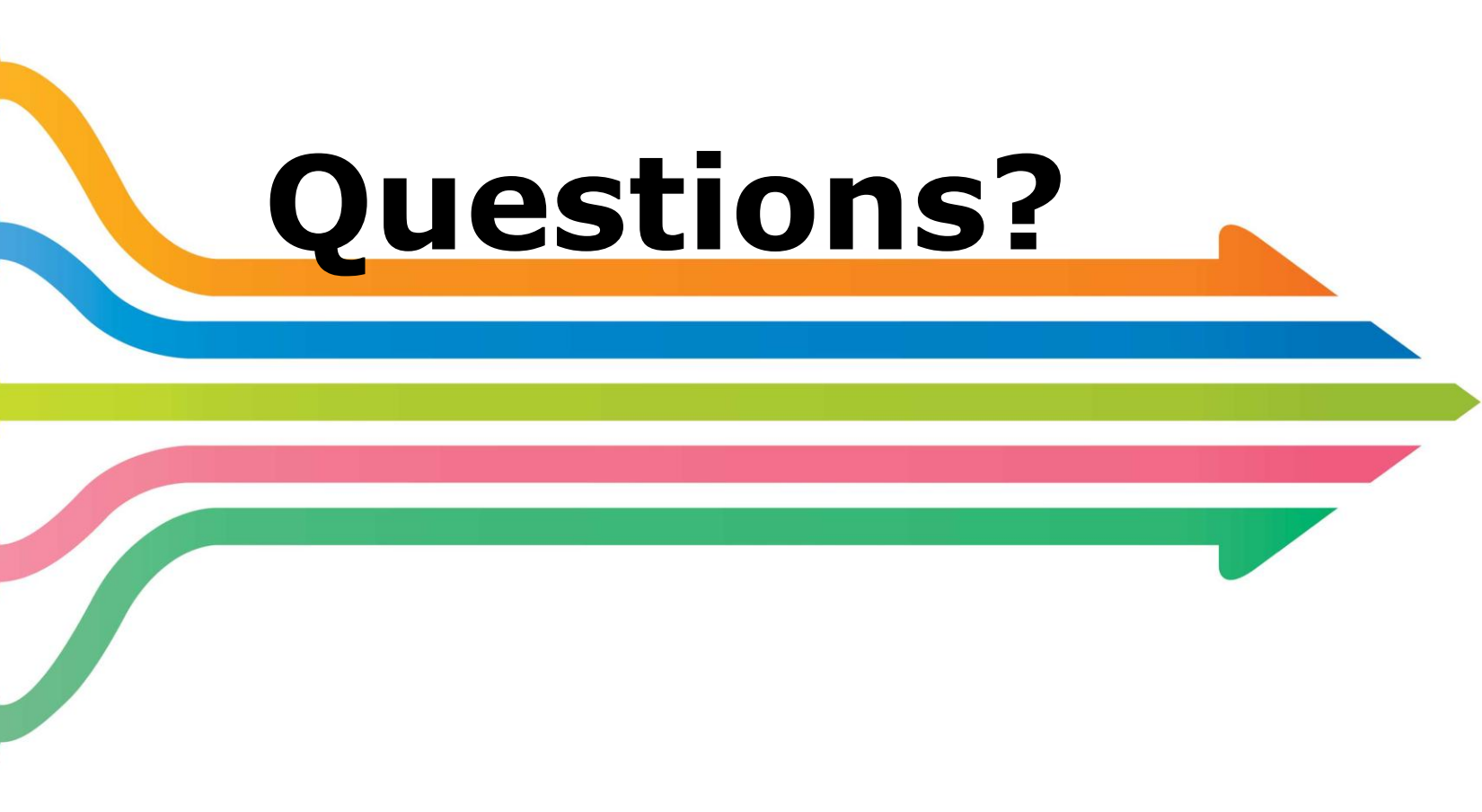
Accept and embrace the changes that are occurring around you.

Learn new skills and approaches.

Understand who you really are and recognize what you bring to the table.

Proactively manage your career and your life to create your story — not someone else's!

Questions?



Margaret Resce Milkint
Managing Partner

The Jacobson Group
(800) 466-1578

mmilkint@jacobsononline.com

Brad Whatley
Vice President

(312) 884-0465

bwhatley@jacobsononline.com



Thank You!