

Life & Health Compliance Association Fall Meeting 2019

OCTOBER 23–25 | The Westin Alexandria Old Town
Alexandria, VA



SPEAKER BIOGRAPHIES

Elsie Andy is the Manager of the Life and Health Forms and Rates section of the Virginia Bureau of Insurance. She has 40 years of experience in accident and sickness insurance in both the private and public sectors; the last 20 years have been in regulatory compliance specializing in all categories of individual health insurance. She holds the following professional designations: Health Insurance Associate (HIA), Disability Healthcare Professional (DHP), Disability Income Associate (DIA), and Long-Term Care Professional (LTCP). Elsie attended Virginia Commonwealth University.

Brian Bayerle is Senior Actuary for the American Council of Life Insurers (ACLI). Brian's responsibilities include actuarial matters related to regulation of reserves, nonforfeiture values, and risk-based capital. Prior to joining ACLI in 2017, Brian worked for a life insurance company and a consultancy.



Nour Benchaaboun has been with the Maryland Insurance Administration for the last 22 years. Before being named Director in the Life and Health unit in early 2018, he was the Market Analysis Chief in the Compliance and Enforcement unit for 5 plus years. I hold an AIRC designation (Associate, Insurance Regulatory Compliance) as well as an MCM (Market Conduct Manager). I am active in various NAIC working groups including the Annuity Suitability working group as well as Annuity Disclosure working group. I earned my bachelor's degree from Towson University in Actuarial Science and minored in Business Administration in 1996. In early 2003, I earned my Master of Science Degree in Finance from University of Baltimore.



Jigar Gandhi uses his trade association and regulatory background to guide his clients through a variety of insurance matters. Before joining Faegre Baker Daniels, Jigar served as counsel at the American Council of Life Insurers. Jigar was ACLI's subject matter authority on privacy, cybersecurity, insuretech, ORSA, FINRA and state securities issues. Jigar worked with ACLI's member companies and drafted comment letters to individual state insurance regulators, the NAIC, and various federal regulators to provide the life insurance industry's crucial perspective on pending legislation and regulation. Jigar also represented the life insurance industry on various NAIC workstreams and advocated their interests during the promulgation or adoption of model laws by the NAIC and state insurance regulators. Prior to ACLI, Jigar was the



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regulatory affairs counsel for the Financial Services Institute (FSI). There, he guided FSI's state regulatory outreach with individual state securities regulators and the North American Securities Administrators Association. He also served as the primary contact for state securities regulators on issues ranging from prevention of elder abuse to investment adviser registration.

Jan Graeber is a Senior Actuary at the American Council of Life Insurers (ACLI) where she is currently responsible for industry advocacy on long term care, risk classification, and supplemental benefits. Jan is responsible for industry advocacy regarding these products before federal and state policymakers and at the National Association of Insurance Commissioners (NAIC) and other groups that influence insurance policy, laws and regulations. Prior to joining ACLI, Jan spent over 20 years at the Texas Department of Insurance where she served as Chief Actuary over life and health products. Jan received her B.B.A in Actuarial Science from the University of Texas at Austin.



Kelly Ireland serves as Vice President - Compliance & Ethics for the Compliance and Ethics Forum for Life Insurers (CEFLI). In this role, Kelly works collaboratively with regulators and life insurance professionals to develop practical knowledge, information and resources on a broad range of compliance e-related topics. Kelly served previously as Senior Counsel at the American Council of Life Insurers (ACLI), leading development and implementation of policy affecting annuities, market conduct, and group-wide supervision. Prior to joining the ACLI, Kelly served in a variety of compliance and legal functions at some of Canada's leading life insurers. Kelly received her law degree from York University in Toronto, ON, Canada and her BA from McMaster University in Hamilton, ON, Canada. Kelly enjoys city living in Baltimore with her husband Brian and her Chocolate Labrador Retriever Daisy.



Laurie D. Lewis is the Chief Life Compliance Officer for Amica Life Insurance Company. She manages all areas of Amica Life's compliance program, including market conduct, product filing as well as provides guidance for customer service and claims on regulatory/compliance related issues. Previously, Laurie was Counsel at Phoenix Life Insurance Company, responsible for product, retirement and taxation matters. Prior to Phoenix, Laurie was Senior Vice President, Taxes and Retirement Security at the American Council of Life Insurers (ACLI) in Washington D.C. Laurie has also worked in the Office of Chief Counsel for the Internal Revenue Service National Office, focusing on insurance product and company taxation. Laurie earned her J.D. degree from The American University in Washington, D.C., an L.L.M. (Masters of Laws) from Georgetown University and a B.S. from University of Illinois (Psychology). Laurie resides in Connecticut with her three teenage children.



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Michael Lovendusky is Vice President & Associate General Counsel for the American Council of Life Insurers (ACLI) and has managed policy making on many issues since 2001. Current responsibilities include development of life insurance standards of conduct; market conduct regulation; stranger-originated life insurance and life settlements; premium financing and state insurable interest laws; unclaimed life insurance benefits; and insurance company membership in the Federal Home Loan Banks. He has served as the ACLI Director on the National Insurance Producer Registry, and Chairman of the Industry Advisory Committee to the Interstate Insurance Product Regulation Commission, where he worked to make the interstate insurance compact a useful reality. Prior to his work for the life insurance industry, Michael was an attorney with the American Insurance Association specializing in property and casualty reinsurance, residual market mechanisms and insurance use of credit history. Before employment in the insurance industry, Michael was in private legal practice for international trade, energy resource development and litigation, before which he served five years as a legislative assistant to two California members of the U.S. House of Representatives. Michael Lovendusky is a member of the District of Columbia Court of Appeals, the United States District Court for the District of Columbia, and the United States Court of International Trade. He studied at the University of Edinburgh in Scotland, received his Juris Doctor from the Georgetown University Law Center and his Bachelor of Arts, with honors, from The Johns Hopkins University.



Julie Mix McPeak, the former Commissioner of the Tennessee Department of Commerce and Insurance (TDCI), focuses her practice on insurance law and insurance regulation issues. Julie has more than 25 years of legal and administrative experience in state government and was the first woman to serve as chief insurance regulator in more than one state, having also served as the Executive Director of the Kentucky Office of Insurance (KOI). Julie's experience also includes practicing law in the insurance group of a large U.S. law firm. Julie has deep knowledge and a network of strong relationships in both the insurance industry and Tennessee and Kentucky state governments. In 2018, she served as President of the National Association of Insurance Commissioners (NAIC) and has served on the NAIC's Executive Committee since 2013 in a variety of leadership roles. She also served as Vice-Chair of the Executive Committee of the International Association of Insurance Supervisors. After being appointed commissioner by Tennessee Gov. Bill Haslam in Jan. 2011, Julie was reappointed in Jan. 2019 by Gov. Bill Lee. Her achievements in her role as commissioner of TDCI include the accreditation of TDCI by the NAIC; creating and implementing a free smoke alarm program, resulting in the distribution of more than 198,000 smoke alarms across the state; the modernization of Tennessee's captive insurance laws, resulting in Tennessee domestic captive insurance companies exceeding \$1 billion in written premiums in 2017 for the first time; and streamlining the process of issuing professional licenses, enabling Tennessee professionals to obtain their license in a more timely and efficient manner.



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Wayne Mehlman is Senior Counsel at the American Council of Life Insurers (ACLI) where his primary responsibilities relate to receivership, guaranty association and corporate governance issues, as well as product standards. He is lead staff to ACLI's Receivership Committee, Corporate Governance Working Group and Product Subgroups, and works closely with ACLI members to analyze, comment and develop policy on these issues, including those involving:

- State and federal legislation and regulations;
- Model laws, regulations and accreditation standards of the National Association of Insurance Commissioners (NAIC);
- State guaranty association coverage issues;
- Standards and guidance of the International Association of Insurance Supervisors (IAIS) and the Financial Stability Board (FSB);
- Product standards of the Interstate Insurance Product Regulation Commission (IIPRC).



In doing so, he also coordinates with other industry trade groups, state guaranty associations, as well as the National Organization of Life and Health Insurance Guaranty Associations (NOLHGA) and the Global Federation of Insurance Associations (GFIA). Before joining ACLI in 2005, Mr. Mehlman worked at the International Council of Shopping Centers, the U.S. Chamber of Commerce and in public accounting. He earned his J.D. from Rutgers University School of Law - Camden in 1987 and his B.A. from Rutgers College in 1984 and is also a Certified Public Accountant. He and his wife, Susanne, have two children and live in Rockville, Maryland.

Andrew Melnyk is Chief Economist and Vice President of Research at the American Council of Life Insurers (ACLI). He holds a doctorate in economics and is a Certified Business Economist. His primary functions at ACLI include authoring white papers; managing the production of statistical publications; and managing ACLI's Research Department. Prior to joining ACLI in 2005, he held positions in academia, government, and the private sector, both in the U.S. and abroad.



Robbie Meyer is a Vice President and Associate General Counsel in the Office of the General Counsel of the American Council of Life Insurers (ACLI). Ms. Meyer currently is lead staff to the ACLI Annuity Committee and the Insurance Regulation Committee. Previously, Ms. Meyer was led staff to the ACLI Privacy Committee, Corporate Information and Confidentiality Working Group, and Death Master File Working Group. Ms. Meyer has focused particularly on the development and implementation of ACLI's response to legislative and regulatory initiatives relating to annuities, privacy, security and cybersecurity. Ms. Meyer has lobbied and testified on behalf of the ACLI before various federal, state and international legislative and regulatory bodies. Before joining the ACLI in late 1985, Ms. Meyer was an in-house counsel to the Life Insurance Company of Virginia in Richmond, Virginia. Ms. Meyer graduated from Sophie Newcomb College of Tulane University and received a law degree from the University of Richmond. She is a member of the American and Virginia State Bar Associations.



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Susan Neely is President and CEO of the American Council of Life Insurers (ACLI), the nation's leading trade association dedicated to providing products and services that contribute to Americans' financial and retirement security. As President and CEO, Neely drives public policy and advocacy on behalf of ACLI's member companies that represent 95 percent of industry assets and serve 90 million families. Neely has long been recognized as a leading voice in public policy and advocacy in Washington, D.C. She served as special assistant to President George W. Bush and helped create the U.S. Department of Homeland Security (DHS), and later became the first DHS Assistant Secretary for Public Affairs. Neely was a senior executive at the Association of American Medical Colleges and the Health Insurance Association of America (HIAA), where she designed award-winning national advocacy programs and initiatives, like HIAA's groundbreaking *Harry & Louise* campaign. Most recently, she led the American Beverage Association (ABA) for 13 years as president and CEO. Under her leadership, ABA instituted first-of-their-kind initiatives with President Clinton's Global Initiative and First Lady Michelle Obama's *Let's Move* campaign. These partnerships decreased calories from beverages sold in schools by 90 percent, put transparent calorie labels on millions of beverage containers, and reduced sugar consumed from beverages in the American diet. Neely has been named Trade Association CEO of the year by two different national organizations. She is a past chair of the U.S. Chamber of Commerce Association Committee of 100 of the largest trade associations and the American Society of Association Executives. A native of Iowa, Neely holds an undergraduate degree in journalism and French civilization from the University of Iowa and a master's degree in public administration from Drake University. She is the mother of two children, Eve and Ben.



Chuck Piacentini is Vice President, Insurance Regulation and Associate General Counsel at the American Council of Life Insurers (ACLI) after joining in January 2018. The American Council of Life Insurers (ACLI) advocates on behalf of 290 member companies dedicated to providing products and services that promote consumers' financial and retirement security. 90 million American families depend on our members for life insurance, annuities, retirement plans, long-term care insurance, disability income insurance, reinsurance, dental and vision and other supplemental benefits. ACLI represents member companies in state, federal and international forums for public policy that supports the industry marketplace and the families that rely on life insurers' products for peace of mind. ACLI members represent 95 percent of industry assets in the United States. Chuck is currently responsible for industry advocacy on long term care, group insurance, and supplemental benefits: fixed indemnity health benefits including accident, critical illness, specified disease and hospital indemnity as well as dental, vision and stop loss coverage. Chuck is responsible for industry advocacy regarding these products before federal and state policymakers and at the National Association of Insurance Commissioners (NAIC) and other groups that influence insurance policy, laws and regulations. Prior to his career at ACLI, Chuck worked as Vice President Government Affairs for Unum Group. In this position he represented the company before legislators and regulators in all jurisdictions and led the company's state legislative advocacy and developed and implemented public policy campaigns. Chuck received his A.B. in Economics and Government from Bowdoin College in Brunswick, Maine and his J.D. from Loyola University of Chicago School of Law.



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Vera Ray is the Product Filing Director for the Annuity Division of the Great American Insurance Group. The Annuity Division of Great American Insurance Group is comprised of Great American Life Insurance Company, Annuity Investors Life Insurance Company and Manhattan National Life Insurance Company. Vera manages the advertising review and filings, form filings, and legal research projects, as well as working with IT on contract issuance and Product Development on new product implementation. Vera joined Great American in 1997 as the Compliance Manager for the newly formed Life Insurance Division. In 2000 the Life Insurance Division and Annuity Division were merged into one division. Vera took over as the Compliance Manager for the combined Life & Annuity Division, folding the two separate compliance departments into one cohesive unit. Prior to joining Great American, Vera held positions in Agent Licensing and Compliance with Manhattan National Life Insurance. She also worked in Commissions and Agent Licensing at Investor Life Services. Vera has a B.S. degree in Marketing from Indiana State University. Vera has also earned FLMI, AIRC, AAPA, ARA and ACS designations from the Life Office Management Institute. Vera resides in Hebron, Kentucky with her husband Andrew and their son Connor. Their daughter Amanda resides in Horse Cave, Kentucky, with her family.



John M. Rielley has worked at the Department of Insurance, Securities and Banking for 14 years as an Insurance Examiner ensuring compliance for life, annuities and workers' compensation and title insurance products. Mr. Rielley has also worked in the field of workers' compensation for 7 years at a different District of Columbia Government Agency. He has a B.S. Degree in Business Administration from Wheeling Jesuit University in Wheeling, West Virginia and a J.D. Degree from California Western School of Law in San Diego, California. Mr. Rielley was admitted to the District of Columbia Bar in 1990.

Karen Schutter is the Executive Director of the Interstate Insurance Product Regulation Commission (IIPRC). Karen oversees the day-to-day management of the IIPRC and its product filing operations including providing support to the members of the Commission and its committees to fulfill their respective missions. She facilitates communication with non-compacting states, industry and consumers about the benefits of the Compact as well as ensures a high-quality product review process for compacting states and filers. Prior to joining the IIPRC, Karen Schutter was with the National Association of Insurance Commissioners (NAIC) for ten years, serving in various legal and management capacities. When the IIPRC became operational in May 2006, Karen coordinated its legal and operational implementation including supporting the members in setting up its committee structure, drafting its bylaws and initial rules, and implementing its electronic filing platform. She also spent several years providing legal support to the business and regulatory operations of NAIC, IIPRC and the National Insurance Producer Registry. Prior to joining the NAIC, Ms. Schutter was in private practice representing several national associations. Ms. Schutter attended Creighton University where she received a Bachelor of Science Degree in Business Administration. She received her Juris Doctor from the University of Kansas. She is licensed to practice in Kansas and Missouri.

