

# ACLI ANNUAL CONFERENCE 2023

Power of Purpose  
September 27-29  
JW Marriott | Washington, DC

ACLI



## CONFERENCE PROGRAM

As of 9/26/2023 - Please note: Schedule is subject to change.

### WEDNESDAY, SEPTEMBER 27

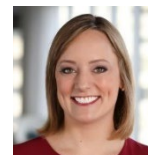
- 8:00 AM–4:30 PM      **Registration**
- 8:30–10:00 AM      **Forum 500 Board of Governors Meeting**  
(ACLI members only, breakfast served)
- 10:30–2:45 PM      **ACLI Board and Steering Committee Meetings** (ACLI members only)
- 10:30–11:45 AM      **CEO Steering Committee on Taxation**
- 12:00–1:15 PM      **CEO Steering Committee on Consumer Issues** (with buffet lunch)
- 1:30–2:45 PM      **CEO Steering Committee on Prudential Issues**
- 3:00–4:30 PM      **ACLI Board of Directors Meeting** (ACLI members only)
- 5:00 - 5:30 PM      **Rising Leader Reception** (Invitation only)  
Sponsored by:  

- 5:30–6:30 PM      **Welcome Reception**  
Sponsored by:  

- 6:30–9:00 PM      **ACLI Board of Directors Dinner** (Invitation only)

### THURSDAY, SEPTEMBER 28

- 7:30–8:30 AM      **ACLI PAC Leadership Circle Breakfast** (Invitation only)  
**Politics With a Punch; Insider Insights on Today's Top News**  
A co-founder of Punchbowl News and the former co-author of POLITICO Playbook, Anna Palmer's work has been described as "the be all and end all of politics and what's happening in D.C." by Trevor Noah and "the daily missalette of Washington" by Stephen Colbert. Considered among the most authoritative voices on the political news of the day, Palmer, shares an up-to-the-minute breakdown of what's happening on Capitol Hill and what's on the horizon for Congress and the White House as the nation's leaders and decision-makers work to address today's most-pressing issues in politics and policy. With



unparalleled access to the highest offices in D.C., Palmer is an expert on the issues, players and personalities driving politics today, and how they will impact what matters most to your audience.

Speaker:

**Anna Palmer**, Founder & CEO of Punchbowl News,  
Former Co-Author of POLITICO Playbook

7:30–8:30 AM

### **Networking Breakfast**

Sponsored by:



7:30–8:30 AM

### **Rising Leader Program Breakfast** *(Invitation only)*

Sponsored by:



### **Supercharge Your Leadership: Upgrade Your Operating System**

Upgrade your personal operating system not by working harder, but by transforming the way you think. Harness the kind of objectivity that makes you an island of calm in the tsunami of fear and doubt. Inspire loyalty and commitment. Based on the Actualized Leader Profile, you will learn about your leadership style, including how to best cultivate your style based on your scores on the nine attributes of actualized leaders. You will improve and amplify your confidence and executive presence based on your own leadership style, and learn how to apply leadership best practices, including critical aspects of the Arudia Collaborative Approach, the Arudia Win-Win Conversation Model, and the Arudia Coaching Model. You will also receive a copy of The Workplace Toolkit: Actionable Approaches to People and All Access Pass to Arudia's monthly leadership webinars and more. All this will help you thrive as professionals and grow as leaders.

Speaker:

**Anne Collier**, Chief Executive Officer, Arudia; Professional Certified Coach

8:45–9:30 AM

### **Opening Remarks & Perspectives**

#### **Emcee-Welcome Remarks**

**Jillian Froment**, Executive Vice President & General Counsel, American Council of Life Insurers



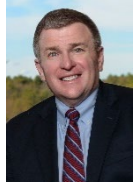
#### **President's Perspective**

**Susan Neely**, President & Chief Executive Officer, American Council of Life Insurers



#### **Chairs' Perspectives**

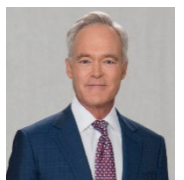
**Andy Sullivan**, Executive Vice President, Head of International Businesses and Global Investment Management, Prudential Financial  
**Paul Quaranto**, Chairman, Chief Executive Officer and President, Boston Mutual Life Insurance Company



9:30–10:15 AM

### **General Session: Current Events Through the Eyes of a News Anchor**

Scott Pelley, award-winning investigative reporter, correspondent, and news anchor will take us on a multi-media trip around the world through his unique insights and behind-the-scenes looks at the people and issues that shape our lives. From Ukraine and Syria to US soil, Pelley will share his nuanced perspective of the major events of the day and explain what happens after the cameras stop rolling during his most well-known interviews. He brilliantly contextualizes the historical people he interviews, humanizing oftentimes veiled public figures. He will include a collection of



inspiring and motivational stories that will capture the imagination, offer valuable life lessons, and excite you with possibilities for tomorrow.

Speaker:

**Scott Pelley**, Award-Winning *60 Minutes* Correspondent & Former CBS News Anchor and Managing Editor

10:15–10:45 AM

### **Networking Refreshment Break**

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10:45–11:45 AM

### **Concurrent Sessions**

#### **1. Finance/Investment Focus Session**

##### **US Economic Update: Sailing in choppy water**

High, persistent inflation and a surprisingly resilient US consumer have led the Federal Reserve to increase interest rates to their highest since the Global Financial Crisis. Market optimism about a soft landing took hold over the summer, but loan delinquencies for high yield companies have risen and consumer credit balances are deteriorating even before student debt repayments have resumed. Higher interest rates are gradually starting to bite. The labor market remains resilient, and the unemployment rate is low. But cracks in the labor market are likely to appear as company margins get squeezed further by rising borrowing costs and slower demand. The deterioration in the labor market will be the ultimate test to the soft-landing narrative.

Speaker:

**Blerina Uruci**, Chief U.S. Economist, T. Rowe Price

#### **2. Technology/ Trends Focus Session**

Accenture Session

##### **Responsible AI: Scale AI With Confidence**

The pressure is on. As organizations start scaling up their use of AI to capture business benefits, they need to be mindful of new and pending regulations and the steps they must take to make sure their organizations are compliant. That's where Responsible AI comes in. Most companies (69%) have started implementing Responsible AI practices, but only 6% have operationalized their capabilities to be responsible by design. Learn how leading organizations are addressing AI regulation and what it can do for your business.

Speakers:

**Arnab Chakraborty**, Senior Managing Director, Accenture

**Ozlem Celik-Tinmaz**, Data Scientist Principal Director, Accenture

#### **3. Compliance / Legal Focus Session**

##### **Indexed Life and Annuities: Innovation and Litigation**

Regulators and plaintiffs' counsel have increasingly focused on the marketing and development of indexed life insurance and annuities. This panel will examine recent criticisms of those products, discuss recent litigation developments, and explore risk management strategies.

Moderator:

**Dawn Williams**, Partner, Faegre Drinker

Speaker:

**Jim Nelson**, Vice President, Deputy General Counsel Corporate & Product, Allianz

**Jacqueline Veneziani**, Senior Vice President, Chief Legal Officer & Secretary, Symetra Life Insurance Company

4. Industry Issues Focus Session

**Addiction and Mental Health Crisis**

Join for a medical update on Addiction and the Mental Health crisis. Dr. Steve Wabnitz will give an insightful presentation with a focus on opioids and overdose, alcohol abuse, mental health and how the COVID-19 pandemic impacted the crisis.

Speaker:

**Steve Wabnitz M.D.**, Vice President & Medical Director, AuguStar Life

12:00–1:45 PM

**Luncheon Session**

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**EVERSHEDS  
SUTHERLAND**

**Life Happens Presentation**

**Andrea Englert**, Manager, Partner & Program Operations, Life Happens

**Zoe Mulzet**, Life Lessons Recipient and Student, Temple University

**Political Action Committee (PAC) Update**

**Eric Steigerwalt**, President & Chief Executive Officer, Brighthouse Financial

**Rules for a Safer AI Future**

Artificial intelligence is changing our lives and the way we do work. While machine learning programs can make our jobs easier, they also introduce new challenges, like bias, cybercrime, and misinformation.

As Chief Decision Scientist at Google, Cassie Kozyrkov will use her experiences to show how AI and machine learning can be beneficial if we understand more about how it operates.

Prepare to come away with the rules for creating and using safer AI, like understanding that AI is essentially human and can only do what we program it to do.

Speaker:

**Cassie Kozyrkov**, Chief Decision Scientist at Google, AI Strategist, Creator of the *Making Friends with Machine Learning Series*



2:00–3:00 PM

**Concurrent Sessions:**

1. Finance/Investment Focus Session

**Benchmark Snapping: Proprietary Benchmark Aligned with Insurers' Needs**

For insurers, accurately measuring asset manager performance has been an ongoing challenge. Their portfolio income objectives can render traditional 'total return' success metrics impractical. While bits and pieces of a solution have been offered in the past, no one has offered a comprehensive solution. During this session Erik Troutman, Senior Insurance Strategist at Loomis Sayles, and a senior member of Mutual of Omaha's investment team will discuss the benefits of and technique of this unique performance measurement framework.

Speaker:

**Erik Troutman**, Senior Insurance Strategist, Loomis, Sayles & Company

**Kyle Whitehead**, Vice President, Portfolio Strategies, Mutual of Omaha

2. Technology/Trends Focus Session

**Mortality Trends from COVID to Current and Beyond**

Mortality trends across the U.S. population and the U.S. life industry are settling into more normal patterns over recent times, but the industry is still paying attention to the variety of lingering effects from the COVID era. This session will highlight how population and insured mortality trends have evolved to the current point in time, and how some causes of death are being encountered in both claims and overall industry underwriting processes. Discussion will also turn to what future trends may be on the horizon as we move out of the COVID era.

Speakers:

**Andrea Caruso**, Executive Vice President and Chief Operating Officer, MIB Solutions, Inc.

Dale Hall, Managing Director of Research, Society of Actuaries  
Dr. Daniel Zimmerman, Senior Vice President, Chief Science Advisor, RGA Reinsurance Company

3. Compliance/Legal Focus Session

**Account Takeover Fraud**

This session will focus on key issues companies are seeing in regard to account takeover including AI's growing role and an insight into "deep fakes".

Moderator:

**Cara St. Martin**, Vice President, Compliance, Ladder Life Insurance Company

Speaker:

**Justin Herring**, Partner, Mayer Brown

**Irma Solares**, Shareholder, Carlton Fields

**Robert Waterman**, Head of Fraud Operations, Controls & Business Intelligence, MassMutual

4. Industry Issues Focus Session

**Reporting on Financial Services Issues from D.C.**

Financial services journalists based in Washington, D.C. from *The Wall Street Journal*, *Politico* and *Bloomberg Law* will discuss the news stories from the nation's capital they are covering today and expect to be covering in the coming weeks and months. This session is sponsored by the ACLI's Public Relations Council.

Moderator:

**Tennyson Oyler**, Senior Vice President, Brand Management & Corporate Affairs, Pacific Life

Speakers:

**Andrew Ackerman**, Reporter, The Wall Street Journal

**Austin Ramsey**, Labor and Benefits Reporter, Bloomberg Law

**Zach Warmbrodt**, Financial Services Editor, Politico

3:00–3:30 PM

**Networking Ice Cream Social**

Sponsored by:



3:30–4:30 PM

**General Counsel Roundtable** (*Invitation only*)

3:30–4:30 PM

**360 Community Capital Roundtable** (*Invitation only*)

5:00–6:00 PM

**Protecting Every Future Networking Reception**

Sponsored by:



6:30–9:30 PM

**PAC Event** (*Invitation only*)

**FRIDAY, SEPTEMBER 29**

7:45–8:30 AM

**Hot Issues Breakfast Session**

Sponsored by:



**Insurtech is dead, long live Insurtech**

The funding environment for the fintech sector has fundamentally changed over the past few years yet the market opportunity remains massive. Disrupting existing business models and



displacing incumbents has proven more challenging than even the most intrepid and experienced entrepreneur could have imagined yet carriers are more eager than ever to invest in new capabilities. Why has disruption proven so difficult in the insurance sector? How have incumbents responded and evolved their businesses over the past few years? And what might it all mean for the future of the insurance and insurtech sector? Please join as we attempt to answer these questions and more in this session.

Speaker:

**Ben Harrison**, Partner, Head of Partnerships & Policy, Sagard

8:45–9:30 AM

## General Session

### Emcee- Welcome Remarks

**Kathleen Coulombe**, Senior Vice President, Federal Relations, American Council of Life Insurers



### Regulatory Update: Divided Government, a Catalyst for Governance Regulation

With a divided Congress, increased regulatory oversight by the federal agencies is occurring in a variety of areas including financial solvency, fiduciary/regulation best interest, privacy, artificial intelligence, and more. This trend continues on the state level with states also stepping up their regulatory activity on similar items. This expert panel will discuss how the federal and state regulatory initiatives often intersect and, at times, take significantly divergent paths; and how industry can best approach the risks, challenges and opportunities of the current landscape.

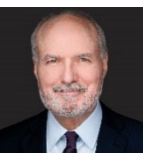
Moderator:

**Jillian Froment**, Executive Vice President & General Counsel, American Council of Life Insurers

Speakers:

**Preston Rutledge**, Founder and Principal, Rutledge Policy Group

**Scott White**, Commissioner of Insurance, Virginia State Corporation Commission



9:45–10:45 AM

### Concurrent Sessions:

#### 1. Finance/ Investment Focus Session

##### **A Conversation with FIO Director Steven Seitz**

Join us for an engaging discussion with FIO Director Steven Seitz where he will discuss priorities and issues at the Federal Insurance Office.

Moderator:

**Paul Kangas**, Vice President, Financial Services & Principal Deputy, American Council of Life Insurers

Speaker:

**Steven Seitz**, Director, Federal Insurance Office, U.S. Department of the Treasury

#### 2. Technology/ Trends Focus Session

##### **Future of Life Insurance**

After a decade of relative macro-economic stability, low interest rates and stable asset price growth, we are entering into a period of unprecedented volatility and uncertainty. As a result, the life insurance industry is facing an inflection point. A fundamental reimagination will usher in significant change – insurers will increasingly “unbundle” their business model where they focus on segments/products/capabilities where they have true sources of distinctiveness while leaving the rest to others who are better positioned to deliver value.

Speakers:

**Jason Ralph**, Partner, McKinsey & Company

**Holger Wilms**, Partner, McKinsey & Company

3. Compliance/ Legal Focus Session

**AI Strategy, Governance and Testing for Life Insurers**

Regulators and other stakeholders are demanding greater transparency and accountability with respect to AI and predictive models. Regulators have expressed concerns about the potential for these tools to generate biased and unfairly discriminatory outcomes. Most recently, Colorado now requires insurers to demonstrate that procedures have been implemented to assess “unfair discrimination” resulting from use of external consumer data and information sources and to share results with the insurance regulator. Most insurers will need to conduct some form of unfair bias analysis once the related regulations are implemented. Draft regulations also make clear that accountability rises to the board level. The National Association of Insurance Commissioners (NAIC) and departments of insurance are expected to develop their own guidance; these issues are also the subject of federal activity. This session will explore requirements and strategies for enterprise-wide approaches to accountability, including sound methodologies to equip insurers for the increasingly robust AI regulatory environment. In view of the actuarial and data analytics issues implicated, AI and governance experts from Eversheds will present collaboratively with FTI Consulting—established experts in the global insurance industry, technology innovation and data science.

Moderator:

**Rachel Reid**, Partner, Eversheds Sutherland

Speaker:

**Christie Corado**, General Counsel, Secretary and Chief Privacy Officer, MIB Solutions

**Joe Knight**, Senior Managing Director, FTI Consulting

10:45–11:00 AM

**Networking Refreshment Break**

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11:00 AM–12:00 PM

**Concurrent Sessions:**

1. Finance/ Investment Focus Session

**Commercial Real Estate Outlook**

This session will explore the outlook for the sector and discuss where insurance companies can capitalize on opportunities across the debt and equity sides of the real estate market.

Moderator:

**John Waldeck**, Vice President, Real Estate Underwriting & Construction Services, Pacific Life

Speakers:

**Greg Eudicone**, Head of U.S. Real Estate Client Portfolio Management, Barings

**David Sotolov**, Head of Originations- CRED, AllianceBernstein

**Andrew White**, Co-Head of US Real Estate Credit, Goldman Sachs Asset Management

2. Industry Issues Focus Session

**Building an Inclusive and Modern Workforce**

Join us for this panel discussion on how to build teams that embody inclusivity. What practices have yielded the best results and what are the challenges faced along the way? Hear from diversity specialists and ACLI member company representatives on how they removed barriers, increased odds, and achieved successes in building an inclusive and modern workforce.

Moderators:

**Wade A. Hinton**, Esp., Founder & CEO, Hinton & Company

**Ngozi Nnaji**, Founder, AKO Brokerage Services

Speakers:

**Bridget Dunn**, Head of Government Affairs, Talcott Resolution

**Melvyn Smith, Jr.**, Director of Diversity and Inclusion, Genworth

3. Compliance/ Legal Focus Session

**Big Picture – Legislative and Political Landscape in 2024**

Eighty percent of Americans live in a one-party state, the highest level of polarization in the history of America. How does this control in power in the states impact the legislative agenda, and what is the compounding effect of divided government in Congress? This panel of experts will discuss how the current political environment and the 2024 Presidential election impact the industry and how engagement is critical in order to shape smart public policy.

Speakers:

**Kathleen Coulombe**, Senior Vice President, Federal Relations, American Council of Life Insurers

**Doug Sosnik**, Former Clinton White House Adviser

**Leah Walters**, Senior Vice President, State Relations, American Council of Life Insurers

12:15–1:30 PM

**Closing Luncheon**

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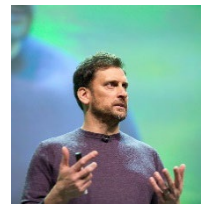


**Leadership Psychology and Team Performance**

As one of today's foremost practitioners of performance enhancing psychology, Jamil Qureshi is the mastermind behind leadership mindsets. During this session, Qureshi will delve deep into understanding and navigating the secrets behind helping teams fulfill their potential and orchestrate change. Using his background as a performance coach for CEOs, celebrities, and premier athletes, Qureshi will explore concepts of psychology, motivation, and adaptive leadership styles that shape decision-making and team dynamics.

Speaker:

**Jamil Qureshi**, Performance Coach & Psychologist



1:30 PM

**Adjournment**