

EAA Seminar “European Product Development”

23/24 November 2015 | Munich, Germany



Organised by the EAA - European Actuarial Academy GmbH

1. Introduction

The recent past has been dominated by more defensive topics such as risk management and new solvency regimes. Partially and sometimes the core service of an insurance company, the product, was not in the focus of the discussions as it could have been. Actually, it is the product and all its related features and processes that bears and generates the risks and in the end it is the product that generates new business and profits. Knowledge on products and their impact on different levels and dimensions is essential!

2. Purpose and Nature

The aim of this 2-day seminar is to present a broad overview on product and product development topics and to deepen some selected topics. It focuses on core aspects such as design, investments, implementation, controlling and profitability. Besides that the seminar also covers strategical considerations and soft skills which are elementary and key to success for running a project and completing an implementation of a strategy effectively and successfully.

3. Participants

The seminar is suited for actuaries, actuarial trainees and professionals who are directly or indirectly involved in product development (projects) or who have touch points with product development and products, such as product development actuaries, product managers, risk managers, asset managers, marketing managers, actuarial controller, supervisors and auditors.

During this seminar, you will not need a laptop.

4. Lecturers

Davina Armellini

Davina Armellini is a freelance consultant focusing on portfolio and product definition especially for life business in line with stabile software solutions. Before that she worked for consulting firms focusing on setting up new product management systems and their actuarial calculation component for primary insurers as well as reinsurers. She graduated from Ulm University (diploma in Mathematics and Economics) in 2005 and is a member of the German Actuarial Association (DAV) since 2008.

Frank Genheimer

Frank Genheimer is Managing Director and Partner with New Insurance Business GmbH (St. Gallen, Switzerland), a consulting company that offers strategic and tactical business and management consulting for insurance companies and their cooperation partners. The main focus of his work is set on (disruptive) innovations, new business strategy, products & related investments as well as cooperation management. In addition, he is a regular speaker and moderator at events, seminars and workshops throughout the financial service industry. Before he started his career as consultant, Frank Genheimer worked within European life insurance industry for about eleven years. He is member of the German Actuarial Association (DAV), the Swiss Actuarial Association (SAV) and the German Association of Insurance and Financial Mathematics (DGVFM) as well as member of Actuarial Sciences for Africa (ASA).

Dr. Frank Schiller

Frank Schiller is Head of Actuarial & Pricing for Life Reinsurance at Munich Re Munich. Before that he worked in primary insurance and reinsurance in various roles in risk management and actuarial, latest as Chief Risk Officer at Swiss Life Germany. Frank Schiller studied Mathematics in Erlangen (Germany) and did his PhD thesis in stochastics. He is member of the German Actuarial Association (DAV), the Swiss Actuarial Association (SAV) and the German Association of Insurance and Financial Mathematics (DGVFM), taking active roles in "Ausschuss Enterprise Risk Management" and its workinggroups and in "AG Biometrie".

Dr. Axel Wachsmann

CV will follow soon.

5. Language

The language of the seminar will be English.

6. Preliminary Programme

Monday, 23 November 2015

08.45 - 09.00	Registration
09.00 - 09.15	Introduction & welcome (EAA)
09.15 - 09.30	Intro Day 1
09.30 - 10.00	Status on life business
10.00 - 10.45	World of products I
10.45 - 11.00	Coffee Break
11.00 - 12.00	World of products II
12.00 - 12.30	Products & Soft Topics I
12.30 - 13.30	Lunch
13.30 - 15.00	Products & Investments
15.00 - 15.15	Coffee Break
15.15 - 16.45	Products & Implementation
16.45 - 18.00	Products & Soft Topics II
approx. 19.00	Dinner

Tuesday, 24 November 2015

09.00 - 09.15	Intro Day
09.15 - 10.45	Products & Controlling
10.45 - 11.00	Coffee Break
11.00 - 12.30	Products & Innovation
12.30 - 13.30	Lunch
13.30 - 15.00	Products & Strategy
15.00 - 15.10	Outro
15.10 - 15.15	Concluding remarks, closing of seminar (EAA)

7. Fees & Registration

Please register for the seminar as soon as possible because of the expected demand. If there are more persons interested in this seminar than places available we will give priority to the registrations received first. Please send your registration as soon as possible by using our online registration form at www.actuarial-academy.com.

Your registration is binding. Cancellation is only possible up to 4 weeks before the first day of seminar. If you cancel at a later date, the full seminar fee is due. You may appoint someone to take your place, but must notify us in advance. EAA has the right to cancel the event if the minimum number of participants is not reached.

Please always give your invoice number when you effect payment. All Bank charges are to be borne by the participant. We will send you an invoice, please allow a few days for handling.

Your early-bird registration fee is € 790.00 plus 19 % VAT until 11 October 2015. After this date the fee will be € 970.00 plus 19 % VAT.

8. Venue & Accommodation

The seminar will take place at the hotel

Courtyard Munich City Center
Schwanthalerstrasse 37
80336 Munich, Germany
Phone: +49 89 54884880

[Hotel website](#)

We have arranged special prices for accommodation. The special price is 154 € per night, including breakfast and VAT. It is valid for bookings by 9 November 2015 out of our allotment "EAA Seminar". Our allotment includes a limited number of rooms. Kindly book your accommodation directly with the hotel using this [booking link](#), and note the hotel's cancellation policy.

9. CPD

For this seminar, the following CPD points are available under the CPD scheme of the relevant national actuarial association:

Austria: 12 points
Belgium: 12 points
Bulgaria: 12 points
Czechia: 2-3 points (individual accreditation)
Estonia: 12 hours
Germany: 12 hours
Hungary: 12 hours
Italy: approx. 4 credits (GdLA individual accreditation)
Netherlands: approx. 12 PE-points (individual accreditation)
Russia: 40 points
Slovakia: 8 CPD points
Slovenia: 50 points
Switzerland: 15 points

No responsibility is taken for the accuracy of this information.