

LOCAL, REGIONAL AND INTERNATIONAL ASSOCIATION NEWS: SIXTH ANNUAL TEXAS-WIDE UNDERWRITING CONFERENCE



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Texas-Wide Underwriting Conference Board of Director members who helped plan the 2016 conference were Liz Collier, NY Life (President); James Atkins, SCOR; Liz Biles, RGA; Paul Boudreau, Munich Re; Joy Davis, NY Life; Sharon Garner, ANICO; Keith Hoeffner, LexisNexis; Katy Luebke, USAA; Michelle Privett, Hannover Re; Richard Odom, National Life; Rebecca Rameriz, EMSI; Jill Thompson, Optimum Re; Laura Trout, ANICO; and Dee Velazquez, EMSI.

The TWUC Board is thrilled to announce the introduction of a new member to the team. Christina Baldwin from New York Life has recently joined the 2017 TWUC Board of Directors; she has a special interest in technology and has experience working for non-profit organizations. TWUC warmly welcomes her to the board.

TWUC wishes to recognize and thank our fantastic sponsors for the 2016 event; without them we would be unable to bring such valuable education to participants. TWUC has three levels of financial support, with our highest contributions from our Alamo sponsors, then our Lone Star sponsors, followed by the Bluebonnet sponsors.

EMSI Insurance continued its strong support of TWUC by remaining an Alamo sponsor. Lone Star sponsors were Canada Life Re, MIB, Munich Re and SCOR. Bluebonnet sponsors were American National Life Insurance Company, Clinical Reference Laboratory, Gen Re Life & Health, Hannover Re, LexisNexis, Milliman Intelliscript, National Life Group, New York Life, Optimum Re, Parameds.com, RGA, Swiss Re, Synodex and Transamerica. TWUC sends many thanks for its sponsors for their new and continued support.

Wednesday began in the usual TWUC fashion by

Executive Summary *The Sixth Annual Texas-Wide Underwriting Conference (TWUC) was held Wednesday through Friday, October 5-7, 2016, in Waco, TX. Over 80 industry colleagues attended the conference, which is held in the southwestern region of the United States to provide educational and networking opportunities for underwriting professionals.*

starting off with networking opportunities while dining on a delicious lunch before attending a half-day of presentations. Dr. Gina Guzman from Munich Re began the conference by explaining how clinical research can be translated into underwriting mortality information. Scott Whitmore, PharmD, from Milliman Intelliscript discussed the always important topic of diabetes.

TWUC's own Liz Collier finished the day by moderating a lively hot topics session that enjoyed active participation from the audience. Topics discussed included underwriting HIV-positive insureds or those taking Truvada, underwriting credit reports, underwriting marijuana, underwriting policy riders such as long term care, and underwriting Zika virus. Participants ended the day enjoying a networking reception that was heavily attended.

Charlotte Lee, MD, kicked off the TWUC full-day session providing education on echocardiograms. Colin DeForge from RGA followed with an interesting talk on the fundamentals of fraud; it was Colin's first time presenting, and TWUC was happy to support him in his endeavor.

After lunch Dr. Paul Quartararo stimulated the group with conversation on various case scenarios in a presentation entitled "Underwriting Potpourri." Monica

Clink from Optimum Re followed up the earlier fraud talk by discussing complex death claims and going through case studies.

The rest of the afternoon was devoted to a chief underwriter panel moderated by TWUC's own Keith Hoeffner. The chief panel was led by Bob Cicchi, AIG; Tom Gangemi, NY Life; Bill Moore, Munich Re; and Bill Wysong, Transamerica. A wide range of topics were discussed including the challenge of underwriting foreign nationals, developing areas of fraud, use of big data in underwriting and how underwriting is changing in today's technological world, and addressing the changing demographics of underwriters.

Evening entertainment and heavy hors d'oeuvres were provided later that evening at Manny's on the River, and once again, the event was well attended. A DJ, Rockin' Rick, provided entertainment for the group with comedy, music and dancing.

The conference wrapped up on Friday with a group

business meeting led by TWUC President Liz Collier. Approximately 15 people attended the business meeting, and the attendees provided great feedback to help make future TWUC events better.

The Texas-Wide Conference is open to all attendees in the United States, not just Texas. Any questions regarding attending the conference can be directed to Michelle Privett via work phone 720-279-5012 or by e-mail at michelle.privett@hlramerica.com, or to any board member listed. The conference is usually held in October of each year. Volunteers are always welcome no matter where they live geographically. Current board members for TWUC live in various regions of the country, not just in Texas.

All are invited to the Seventh Annual Texas-Wide Underwriting Conference to be held on the beautiful Texas Gulf Coast near Houston in League City, TX, October 4-6, 2017, at the South Shore Hotel and Resort.



Texas-Wide Underwriting Conference Board of Director members at the 2016 conference (left to right): back row - Michelle Privett, Hannover Re; James Atkins, SCOR; Rebecca Rameriz, EMSI; Joy Davis, NY Life; President Liz Collier, NY Life; Richard Odom, National Life; Paul Boudreau, Munich Re; seated - Katy Luebke, USAA; Dee Velazquez, EMSI; Liz Biles, RGA; Jill Thompson, Optimum Re; missing - Sharon Garner, ANICO; Keith Hoeffner, LexisNexis; Laura Trout, ANICO.