

Actuarial Recruitment

SPECIAL SECTION

ACTUARIES may have slipped from No. 2 to No. 4 in the *Jobs Rated Almanac* listing of top jobs this year, but it's still one of the hottest jobs around. Not content with just doing it by the numbers anymore, actuaries are turning up in all sorts of unusual places—law firms, banks, even Las Vegas casinos. And once the rest of the world wakes up to what actuaries can bring to the table, the job market is bound to get even hotter.

Welcome to *Contingencies'* first-ever Actuarial Recruitment Special Section. In this section, you will find all the information you need about some of the top recruiting companies in the actuarial market.

Each company's profile has complete contact information and a listing of the recruitment staff (if provided), so you can obtain more detailed information about starting your new job or employee search.

Listings are set up in alphabetical order, starting with full-page advertisers first. Below is an index of the featured companies. We hope you find this section to be a valuable resource.

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Actuarial Careers, Inc.®

Westchester Financial Center

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White Plains, NY 10606

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Toll Free: 800-766-0070

Fax: 914-285-9375

Website: www.actuarialcareers.com

Contact: Aimee Kaye, President

E-mail: AimeeKaye@actuarialcareers.com

Placement Range: \$40,000 to over \$1,000,000



Recruiting Staff:

Aimee Kaye
Jean Barr
Barbara Roman
Patty Kent
Gina Bennett
Michele Gordon

Core Services

Actuarial Careers, Inc.® specializes solely in the placement of actuaries on a worldwide basis and provides the most responsive and professional service in the industry. We provide every actuarial candidate we represent with the opportunity to broaden and enhance their personal career, and every client, the best candidate for each position. Our in-depth knowledge of the industry allows us to be in the forefront of actuarial opportunities and trends. Our federally registered service mark is affirmation of our ongoing commitment to provide the finest service in our industry.

Candidate Services

Actuarial Careers, Inc.® offers candidates the opportunity to work with our top-notch professional team, recognized throughout the actuarial community for dedication, service, and results. Our staff maintains a state-of-the-art proprietary database that tracks every major employer of actuaries and provides the most up-to-date information possible regarding the availability and specifications of open positions. We present each candidate on a highly selective basis to the companies of their choice, and only with their permission. We are responsive, provide accurate information, and are creative in locating the best possible positions for each candidate's specific profile and career requirements.

Client Services

Our custom designed, state-of-the-art technology tracks more than 21,000 actuaries throughout the world, highlighting their respective areas of expertise, professional and personal qualifications, and career objectives. Through our daily interaction with the actuarial community, our database is updated on a continuing basis, ensuring our ability to rapidly identify candidates most appropriate to each client's unique requirements. Our staff contacts and screens all potential candidates on an individualized basis to best determine professional qualifications, potential interest, availability, geographical flexibility, and other specifics for each position.

Professional Standards

At Actuarial Careers, Inc.®, we pledge to always:

- ▶ Maintain complete confidentiality.
- ▶ Provide accurate information and prompt feedback.
- ▶ Be accessible by telephone, including evenings and weekends.
- ▶ Be proactive on behalf of all our clients and candidates.
- ▶ Conduct our business according to the highest ethical standards.

At Actuarial Careers, Inc.®, we pledge to never:

- ▶ Send out a resume without permission.
- ▶ Pressure a candidate in any way for any reason.
- ▶ Direct a candidate to a position because it generates a higher fee.
- ▶ Knowingly present unqualified candidates for a position.
- ▶ Put our interests above yours.

Team Approach

With the conviction that the whole is greater than the sum of its parts, the Actuarial Careers staff, directed by Aimee Kaye, works as a team on all client assignments. A single point of contact ensures efficient communications while our individualized approach to each assignment ensures we will always maintain sensitivity and confidentiality while meeting the objectives of our clients and candidates. Our highly sophisticated approach to creative staffing solutions consistently produces outstanding results. Ask any of the thousands of actuaries and employers who have used our professional services for a reference.

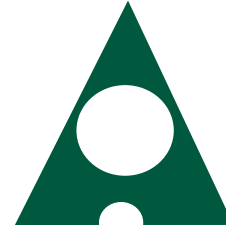
Andover Research, Ltd.

The Lincoln Building

New York, NY 10165-2801
Phone: 1-800-ANDOVER or 212-986-8484
Fax: 212-983-0952
E-mail: actuaries@andoverresearch.com
Website: www.andoverresearch.com

Recruiters on staff:

Kathie Spencer, President
Lisa Evans
Debbie Fine
Dayna Cooper
Deborah Turner
Lola Carr
Leslie Tyler
Michele Chase
Susan Sobel



Who we are

Founded in 1975 Andover Research, Ltd. specializes in the placement of actuaries nationwide. Our team of 9 (nine) motivated and experienced recruiters has a reputation as leaders in our field. We earn recognition as much for our personal integrity as for our expertise.

Practice Overview

Our practice consists of identifying, recruiting and placing talented actuarial professionals (from students to Chief Actuaries) nationwide. Using our state of the art proprietary database and broad network of contacts, we are able to generate qualified candidates in a timely fashion.

Our Approach

Our approach includes systematically identifying candidates from our proprietary database using computer generated searches, based on credentials, expertise, geographical preference, compensation and candidates interests. Our staff quickly contacts the appropriate candidates which begins our process of becoming an extension of our clients personnel staff.

What Makes Us Different

Information is shared freely on a regular basis so that each recruiter is up to date on all assignments. The environment at Andover is unique; we believe our **team approach** truly benefits our clients and applicants alike. We are known in the profession through our daily contact with actuaries and our consistent presence at Society of Actuaries meetings.

What You Can Expect

- ▶ Confidentiality
- ▶ Broad global network
- ▶ State of the art proprietary database
- ▶ Innovative research capabilities
- ▶ Objective assessments
- ▶ Sense of urgency
- ▶ Enthusiasm to tell your story
- ▶ Continuous involvement in the total recruiting process
- ▶ Commitment to results

“Ultimately our success is attributable to strong client relationships and our ability to **provide timely solutions** to recruiting assignments.”

If you are a company seeking assistance in fulfilling your hiring objectives or an actuary seeking information on alternative opportunities, contact us at 1-800-ANDOVER or visit our website at www.andoverresearch.com.



Top, L-R: Susan Sobel, Dayna Cooper, Deb Turner, Debbie Fine, Leslie Tyler
Bottom, L-R: Kathie Spencer, Lisa Evans, Michele Chase, Lola Carr

D.W. Simpson & Company

1800 West Larchmont Avenue
Chicago, IL 60613
Phone: 800-837-8338
Fax: 312-951-8386
E-mail: actuaries@dwsimpson.com
Website: www.dwsimpson.com

Mission Statement

To be the premier executive recruiting firm specializing in the placement of actuaries and related quantitative professionals; to be recognized for the service, integrity and forthrightness that the firm brings to each and every business relationship; and to be willing at all times to sacrifice short-term gain for the long-term good and prosperity of our clients, our candidates and, as a result, our organization as well.

Company Overview

D.W. Simpson & Company serves the Actuarial profession Worldwide in all disciplines—Life, Health, Pension, and Property & Casualty—and at all levels, from Entry-level through Fellowship. We work with clients on both retained and contingent searches. Established in 1989, D.W. Simpson & Company is the largest firm dedicated to Actuarial Search and has a working relationship with most firms that employ Actuaries. In addition, D.W. Simpson & Company works with Actuaries and other Quantitative professionals in non-traditional areas such as Financial Engineering, Data Mining, Derivatives, Risk Management, Credit Policy, Investments, and Systems.

We have a staff of 30, who comprise 10 recruiting teams, and have successfully completed over 500 searches in the past three years. Our intent is to provide candidates information on career opportunities, as well as general employment and compensation trends, so that they can maintain up-to-date industry knowledge and weigh specific career options. In turn, D.W. Simpson & Company provides qualified candidates to our client companies. We keep in daily contact with the actuarial community so that our clients have access to the full spectrum of candidates available for their positions rather than having to rely solely on individuals generated through advertising responses, unsolicited resumes or networking.

D.W. Simpson & Company believes that, by being highly specialized, we are able to maintain a thorough and current knowledge of the Actuarial field and related Quantitative professions, and thereby provide the best service to candidates and client companies alike.

Salary Survey

Visit the D.W. Simpson & Company Salary Survey on our website at www.dwsimpson.com. The survey provides comprehensive salary ranges for actuaries at all levels of their careers, i.e., by years of experience and exam achievement. These salary ranges are derived from updated conversations with candidates and the most current offers (accepted or declined) for the various levels of actuaries. We update the Salary Survey every six months.

Recruiting Teams

Below lists the D.W. Simpson & Company recruiting teams. A lead recruiter with substantial knowledge and experience in actuarial recruiting heads each team. Our lead recruiters' teammates also have significant experience and are positioned to facilitate the recruiting process with the utmost in efficiency. All recruiters, from senior- to junior-level, work diligently to further both candidates' and clients' goals, and do so in a friendly, forthright and professional manner.

- ▶ Dave Simpson/Mary Nootens
- ▶ Patty Jacobsen/Jill Placko/Kim Skora/Brian Lee
- ▶ Sandra Steffke/Stephanie Wurscher
- ▶ Bob Morand/Ellen Hoppenjan/Lindsey Nelson
- ▶ Sally Ezra/Sarah Karrow/Matt Rogina
- ▶ KC Cho/Barclay Burns
- ▶ David Ueki/Meghan Rosenstein
- ▶ Brian Benton/Shawn Laha
- ▶ Dana Kelly/Steve Marshall
- ▶ Aaron Benton/Robert Hicks/Tim Selgrat

Pinnacle Group

Founded: 1995

6 Greenleaf Woods, Suite 201
 Portsmouth, NH 03801
 Phone: 800-308-7205
 Fax: 603-427-0526
 E-mail: info@pinnaclejobs.com
 Website: www.pinnaclejobs.com
 Contact: Kathryn Davis,
kathryn@pinnaclejobs.com

Recruiters on staff:

Kathryn Davis
 Tom Miller
 Mary Waters
 Melissa Gray
 Nancy Ryan
 Brendan Burke
 Angela Scott
 Nancy Clark
 Sharmila Young



Company Overview

Pinnacle Group recruits nationally for clients seeking actuarial talent in all areas of insurance, reinsurance, consulting, finance and other forms of risk management. We work with our clients on a contingency or retained basis, including exclusive arrangements with many select clients. Open positions range from entry-level to senior management in the following product areas:

- ▶ Life & Annuity
- ▶ Health & Managed Care
- ▶ Property & Casualty
- ▶ Pension & Benefits

Our People Make the Difference

Teamwork and professionalism are at the heart of Pinnacle Group's success. Everyone within our organization works together with the common goal of being universally recognized as the best actuarial recruiting firm in the nation. Our staff has worked at many of the nation's most successful organizations and they bring that experience to Pinnacle each business day. Pinnacle Group has 9 Executive Recruiters:

- ▶ Kathryn Davis
- ▶ Tom Miller
- ▶ Mary Waters
- ▶ Melissa Gray
- ▶ Nancy Ryan
- ▶ Brendan Burke
- ▶ Angela Scott
- ▶ Nancy Clark
- ▶ Sharmila Young

Professional Ethics

Our recruiting staff adheres to the highest professional ethics. When you work with Pinnacle Group, you can be confident that résumés are never sent without direct approval from the candidate and that unsolicited résumés are never submitted to the client. In addition, Pinnacle Group recruiters understand that our reputation depends on meeting both the needs of the candidate and client. We believe that there is only one way to achieve this balance — by providing complete and accurate information to both parties. Pinnacle Group will never put our own interests above those of the candidate or client.

Candidates' Corner—A Career Counseling Resource

The employment market for actuaries is thriving. Even in such a market, career decisions require thorough consideration. At Pinnacle Group, we recognize that everyone has different personal and professional goals. Our recruiters take the time to discuss your goals, your reasons for considering a job change, and the advantages and disadvantages to such a move. We will then help you achieve your goals by discussing specific career options which make sense for you.

Over the years, Pinnacle Group has helped thousands of actuaries with their career decisions. We are proud of our strong reputation for professionalism and effectiveness in the marketplace and encourage you to ask a friend who has used Pinnacle Group in the past about their experience with our firm. Referrals are a significant part of our business and we hope to encourage additional referrals by providing superior service to both candidates and clients.

Clients' Corner—Targeted Searches

Nationwide, the demand for actuaries has never been greater. It is our goal to help clients identify, employ and retain the best actuaries in the field. Our approach to meeting this goal varies upon the preferences of each client. We recognize that each company has different hiring policies and Pinnacle Group will follow each procedure outlined for us. As an actuarial recruiting firm our philosophy rests on 4 core beliefs:

- ▶ Focused recruiting, rather than "shotgun" recruiting, is the most successful short- and long-term approach to meeting both candidate and client needs.
- ▶ Teamwork among Pinnacle Group recruiters is the best way to meet candidate and client needs.
- ▶ Unfailing adherence to basic personal and professional ethics maximizes the long-term effectiveness of each Pinnacle Group recruiter.
- ▶ Strict adherence to client recruiting guidelines is imperative to developing mutual trust which is the foundation of any business partnership.

Pryor Associates Executive Search

147 Old Country Road
Hicksville, NY 11801
Phone: 516-935-0100 x307
Fax: 516-931-7842
E-mail: paulinereimer@aol.com
Website: www.ppryor.com



Ask Pauline Reimer of Pryor Associates the key to her actuarial recruiting success, and she'll share a unique fact: Pauline is an Actuary herself!

Achievement of her Associateship in the Society of Actuaries (A.S.A.) and completion of several Fellowship examinations were important milestones in her life as an Actuary. But the decade of 'real world', hands-on experience Pauline gained while employed by major insurance and consulting firms as an Actuary gave her the in-depth understanding of the business that sets her apart from the typical Actuarial Recruiter.

Career Re-focus

It was fifteen years ago that Pauline reassessed her personal and professional goals and joined Pryor Associates, a professional recruitment corporation established in 1969.

"While employed as an Actuary, I encountered the common experience with many of my colleagues of being contacted by various recruiters who typically lacked the knowledge of the Actuarial field and especially of the Examination process."

Pryor Associates specializes in contingency and retained executive search and placement within the insurance and employee benefit industries and their related environments. The Actuarial Placement Division, which she has directed since 1986, services life, health, property and casualty insurance; pension and other employee benefits; systems, accounting and finance-related industries, domestically and internationally.

"The Actuary's role in the finance industry is one of the newer trends that began within the last decade and has become an increasingly important component of our placement and recruiting efforts."

View from the Top

Pryor Associates has been named one of the top 25 regional recruiting firms by Dun & Bradstreet. According to Pauline, the agency's growth stems from successfully identifying and attracting Actuarial talent and matching candidates to each client's unique needs—all while scrupulously maintaining confidentiality, discretion and professionalism in an environment guided by the principle of "prompt follow-up and prompt follow-through."

Each step of every client assignment is personally handled by Pauline Reimer herself. No client is ever relegated to just an Assistant. Pauline's knowledge, personal dedication to each search assignment and her exceptional "over-the-top" service—enhanced by state-of-the-art technology and a professional, experienced support staff—**have resulted in an impressive personal placement record of a 99% retention rate as well as a 100% success ratio in retained searches.**

Understanding the Market

Maintaining such high success and retention rates requires Pauline's involvement in various levels of the industry. To remain on the cutting-edge, Pauline participates in many and varied Actuarial seminars and conventions each year, increasing her familiarity with Actuarial talent and the evolving responsibilities of the Professional Actuary in the current and anticipated business environment. Her active speaking schedule at local universities is also crucial to her business, as it introduces her to the Actuaries of the future.

Pryor's state-of-the-art technology has enabled them to assemble and maintain an internal database of actuarial talent ranging from recent graduates through chief executives, complete with up-to-date information of educational and professional credentials, as well as geographical preferences. This has been an invaluable tool in matching ideally-suited candidates with potential employment opportunities in the most efficient and timely manner.

The Art of the Deal

"Developing long-term, mutually beneficial relationships is the key to my continued success in the Actuarial Recruiting business," Pauline said.

Experience, credentials, integrity, and dedication—synergies which are the trump card in the "Art of the Deal."

Pryor Associates is a charter member of the INS (Insurance National Search, Inc.), a national search network serving the insurance industry.

For more information about Pryor Associates and Pauline Reimer, including the agency's services and a partial list of client assignments, log on to Pryor's interactive website at www.ppryor.com.

PSD Group

28 Essex Street
London
WC2R 3AT
Tel: 00 44 020 7970 9700
Email: actuarial@psdgroup.com
Website: www.psdgroup.com

Recruiters on staff:
Andrew Carrett
Rosie Gray
Andy Sayfritz



About PSD Group plc.

The PSD Group is an international recruitment services organization listed on the London Stock Exchange. We are a diverse group employing over 400 highly trained consultants globally who work across a range of specialist markets. The Actuarial profession is a core market and has a team dedicated to it. Using our group wide presence as a major international recruiter we are able to draw on a network of established contacts within insurance, employee benefit consultancies and management consultancies.

Solutions

PSD provide total recruitment solutions to many of the premier league employers in the Actuarial sector. The services we offer include File Search, Advertised Selection, Executive Search and Interim Management.

Partners

We pride ourselves on having developed enduring business partnership with clients and candidates alike over our 23-year heritage and are committed to success through an adaptable and tailored approach to recruitment.

Open-minded

Projects range from graduate to partner level and as a global company we are as comfortable working on an international stage as a UK one.

Accessible

Our unique team approach means that clients and candidates can expect to draw on extensive research resources and networks that the actuarial recruitment team has developed as a collective.

Adaptable

We receive instructions from clients operating across the full range of industry sectors, including:

- Investment
- Non Life/Reinsurance
- Employee Benefits
- Pensions
- Life Insurance
- Corporate Finance
- Management Consultancy
- Systems and E-Business

Successful

From a client perspective we can offer specialist and innovative actuarial recruitment solutions with a global vision for posts ranging from entry level through to chief actuary.

From a candidate perspective, our highly trained team of Actuarial Consultants can offer you informed job market information within your specific market sector, career advice, constructive CV commentary, interview technique counselling and a detailed salary survey.

To speak to one of our consultants or to receive a copy of our latest salary survey, please contact Rosie Gray, Andrew Carrett or Andy Sayfritz in London.

Actuarial Search Associates

1107 Venice Boulevard
Venice, CA 90291
Phone: 800-776-6415
Fax: 310-391-7612
E-mail: actuarialsearch@att.net
Website: www.actuarialsearch.com
Contact: Maureen Cotter, Director



Actuarial Search Associates has been serving the actuarial community in its employment needs since 1969. We have become a trusted name as career agents for actuaries in all disciplines, at all levels, on a national and international basis. We have established invaluable contacts over our three decades, as well as complete understanding of the actuarial profession.

We have one of the largest employment websites for actuaries, where you can get an overview of many opportunities and the advice of a consultant who will tailor make a search around your specifications. Our consultants are in a position to introduce you to the right company.

CPS, Inc.

50 Federal Street
Suite 301
Boston, MA 02110
Phone: 617-368-3550 ext. 112
Fax: 617-368-3562
E-mail: maryo@cpsboston-jobs.com
Contact: Mary O'Connell

Recruiters on staff:

Elaine Shapiro
Alan Irish
Catherine Celenza



Actuarial/Employee Benefits

FOR QUALITY & RESULTS, ZERO IN ON SUCCESS AND E-MAIL OR CALL US!

WE HAVE THE EXPERTISE AND RESOURCES!

In 2000 we placed 270 candidates in the Actuarial/Employee Benefits field. We have specialized in Actuarial/Employee Benefits for over 20 years and have 25 recruiters in Boston and Chicago, working together on a national basis to fill openings. The experience levels of our actuarial recruiters range from seven to eighteen years.

WE MAKE THE RIGHT MATCH!

We screen candidates for the appropriate background and personality fit. We eliminate candidates not serious about making a change. We have a proven track record of success locating the right person for the right position. 90% of our business is from repeat customers. Our client list spans Big 5 Accounting firms, insurance companies, benefits consulting firms, financial services companies and Fortune 500 corporations.

WE SAVE TIME!

We conduct searches quickly. 75% of our positions are filled within three weeks and one out of five positions listed with us are filled through CPS, Inc. efforts.

WE GET RESULTS!

We match expertise and opportunities. One out of every five interviews results in placement.

WE ARE COMMITTED TO QUALITY WORK!

We achieve desired results and career success for candidates and clients. Over and over candidates and clients use our services because of the quality and results we provide.

WE DELIVER QUALITY AND RESULTS EFFICIENTLY AND EFFECTIVELY!

HCI Corporation

28 South Fifth Street
Geneva, IL 60134
Phone: 630-208-3100 x115
Fax: 630-208-3111
Website: www.hci-search.com
Contact: Richard Smith

Richard Smith began his career in the search industry in 1982, specializing in the placement of Actuaries and Benefit professionals.

With a concentration on the Pension and Healthcare field, he has had the opportunity to build an in-depth knowledge of the actuarial/benefits industry, by meeting with thousands of candidates and clients.

Richard has been very successful in placing professionals throughout the United States. He has also made placements in Hong Kong, Canada, and London.

When helping a candidate or a client, his goal is to provide the best possible service, including guidance, suggestions and negotiation.

The core of any search is to contact the appropriate candidates on a personal level, explain the opportunity in detail to them, and advise them through the process on their current and future career choices.

Personalized communication with you provides an accurate reflection of the current actuarial/benefit job market and how your needs can best be met. Richard will discuss available positions and help you make the decision of which opportunity and/or firm, meets your needs. Additionally, one of the keys to a successful interview is having proper knowledge on the firm and how to use it during this process. HCI will provide any and all knowledge on the firm to you.

Most of HCI's current opportunities are listed on our web site. Go to www.hci-search.com to review a wide spectrum of job opportunities. If you are seeking a certain position in a specific area, and do not see it on our web-site, please contact us at 630-208-3100 x115, FAX (630) 208-3111.

Jacobson Associates

120 South LaSalle Street

Chicago, IL 60603

Phone: 312-726-1578

Fax: 888-523-0740

E-mail: chicago@jacobson-associates.com

Website: www.jacobson-associates.com

Contact: Margaret Resce Milkint,
Executive Vice President

Recruiting Team:

Margaret Resce Milkint

Gretchen Adler

Coleman B. Evans

Barbara Gregory

Nate Bass

Jeff Jenkins

Greg Jacobson

The Foundation of Success is People



JACOBSON
EXECUTIVE SEARCH

3 Companies—3 Solutions

Partner with Us for Success

3 companies offering real time solutions and alternatives:

Jacobson Associates

Placement services for executive, professional and technical positions on a contingency basis.

Jacobson Executive Search

Retained search services for top-level executives and senior management.

Insurance Staffers, Inc.

Interim staffing services providing just-in-time professionals at all levels.

Actuaries Without Boundaries

Since 1971, we've known that "Great Actuaries are Without Boundaries."

Partner with us to explore the global Insurance and Financial Services market-without boundaries!

Representative Searches:

- ▶ Chief Executive Officer
- ▶ Risk Management Officer
- ▶ Chief Actuary
- ▶ Information Technology Officer
- ▶ Chief Marketing Officer
- ▶ Chief Underwriter
- ▶ Chief Financial Officer
- ▶ Product Manager
- ▶ Corporate Strategist
- ▶ Senior Consultant
- ▶ Investment Actuary
- ▶ Valuation Actuary

Concentrations in:

- ▶ Life & Health
- ▶ Property/Casualty
- ▶ Employee Benefits
- ▶ E-Commerce
- ▶ Investment
- ▶ Reinsurance

Offices in:

Atlanta (770) 952-3877

Chicago (312) 726-1578

Dallas (903) 592-2591

Philadelphia (215) 639-5860

JACOBSON ASSOCIATES

Connect with us at: <http://www.jacobson-associates.com>

VICE PRESIDENT & CHIEF ACTUARY

Step into a growing international reinsurance practice to play a pivotal role in marketing, training and technical Actuarial issues (Financial Reinsurance & Pricing). Our client seeks an innovator and a "can-do" player offering industry credibility. If a multi-faceted and high-impact executive post with international travel sounds appealing please call Margaret Resce Milkint. Retained Search.

LIFE AND ANNUITY CONSULTING—ASA

Premiere Actuarial consulting firm seeks a bright and proactive ASA. The ideal candidate will assist in Product Development & Pricing for Traditional, Variable Life and Annuity Products. Strong communication and TAS skills are a plus. Located in New England and the Midwest. For more information, please call Gretchen Adler.

SENIOR FINANCIAL CONSULTANT—FSA

Highly respected international consulting powerhouse desires a business-minded Actuarial professional for their thriving Midwestern office. Experience in Life/Annuity Financial Reporting, Valuation, Mergers & Acquisition and ALM is preferred. The ideal candidate will also have strong GAAP Accounting skills. Reinsurance and a desire to learn more about the Asian marketplace. Please call Gretchen Adler for details.

VICE PRESIDENT & GROUP ACTUARY

Leading specialty niche player needs a creative and hands-on Actuary to spearhead Actuarial operations. A blend of Pricing, Reserving and Corporate Management responsibilities await in this team-oriented and spirited culture. Know-how in the Group Life and Disability arena advantageous. If you enjoy a multi-faceted role with visibility and room to grow then this is worthy of serious review. Low cost and scenic locale. Call Margaret Resce Milkint. Retained Search.

DERIVATIVES RISK MANAGEMENT OFFICER

Ambitious ASA or FSA/CFA is highly sought after by our client to lead the Capital Market Strategies and Derivatives Risk Management area. This area is responsible for Risk Monitoring & Reporting as it relates to Hedge Funds, Financial Derivatives and Alternative Investments. We seek a "hands-on" and creative leader with expertise in staff management and managing financial derivatives & hedging. This locale offers a high quality of life in the Mid-South. For more information, contact Gretchen Adler or Margaret Resce Milkint. Retained Search.

P&C REINSURANCE/RISK MANAGEMENT STARS

At this leading multi-line insurer, you will move into a non-traditional, interactive division in a newly created role. An Actuary at the ACAS Level or Near-ACAS will handle a variety of "internal consulting" projects involving Pricing, Reserving, Strategic/Corporate Analysis and CAT Modeling. We are focused on attracting business-minded Actuaries with a desire to "make a difference". Our client will train you! Call Margaret Resce Milkint or Coleman Evans. Retained Search.

INTERNAL CORPORATE CONSULTANT

Cutting-edge reinsurer and Fortune 500 powerhouse, is experiencing exponential growth! This dynamic internal consulting role is a high visibility opportunity with room for rapid growth. In this overview position work among the best & brightest in the Actuarial and Insurance arenas. Exceptional communication skills a must. Reinsurance knowledge preferred as well as exposure to at least one of the following: Financial Reporting, GAAP, Cash Flow Testing, or Asset Liability Management. FSA or Near-FSA ideal, while CFA and/or MBA a definite plus. If you are a business savvy leader ready to accelerate your career contact Margaret Resce Milkint or Coleman Evans at (800) 466-1578 to learn the details. Retained Search.

GROUP LIFE & HEALTH LEADERS—ASA/FSA

Mid-Atlantic/New England. Leading Health carrier seeks ambitious Near-FSA/FSA for multiple openings within their Financial Leadership program. Opportunities exist within their Group Disability, Life & Accident and Long Term Care and Managed Care operations. A desire to gain a breadth of exposure in Pricing, Reserving, Modeling, etc. is preferred. The ideal candidate will have progressed through Actuarial exams quickly as well as have strong leadership and communication skills. Please contact Gretchen Adler.

P&C CORPORATE OFFICER

Due to internal and organic expansion, this successful multi-line insurer seeks Actuarial talent to fill an Officer Level role. Experience the best of both worlds—large company strength and entrepreneurial culture. This is an overview position that calls for a well-rounded Loss Reserving experience ideal, Pricing, Assumed Insurance, Claims organization exposure and DFA helpful. FCAS or Near-FCAS preferred. Beautiful location with a relaxed lifestyle and significant career rewards await. Please contact Margaret Resce Milkint or Coleman Evans at (800) 466-1578. Retained Search.

PRICING ACTUARY & STRATEGIST

ASA or FSA with a track record of success in either ALM/CFT initiatives or Individual Product Development work will attract our global financial services client. The culture here is team-focused, high intensity yet very enjoyable—a driven, committed professional with a "passion for quality" is a strong fit. Handling a wide spectrum of projects ranging from Pricing to Systems Development Interface to Reinsurance Analysis to Strategic Planning you will be immersed in all facets of this firm's aggressive expansion plan. Please contact Margaret Resce Milkint. Retained Search.

Actuarial Division: 120 S. LaSalle Street, Suite 1410 ■ Chicago, IL 60603
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ATLANTA, GA ■ CHICAGO, IL ■ DALLAS, TX ■ PHILADELPHIA, PA

The Lighthouse Search Group, Inc.

200 Frontage Road, Suite 320
 Burr Ridge, IL 60521
 Phone: 888-317-1000
 Fax: 630-734-0272
 E-mail: lighthse@ziplink.net
 Website: www.lighthouse.com



In changing markets with mergers, buyouts, and layoffs, it's stressful, and time consuming to make a career change. Our nationally-recognized staff will eliminate the surprises and help you succeed in finding quality openings that meet your career goals.

Our Clients:

Benefits-Consulting Firms
 HMO's/ Healthplans
 Insurance Carriers
 Brokerage Firms

Our Field:

HEALTH
 PENSIONS
 PROPERTY & CASUALTY

Our Staff:

Offers an unmatched combination of staffing knowledge and service to the actuarial marketplace. The Lighthouse Search Group, Inc., is committed to identifying and marketing strong actuarial applicants and assisting them in finding opportunities with strong growth potential.

Mid America Search

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Sampling of positions with Mid America Search:

Vice President and Chief Actuary. Newly created position for FSA with 15 years experience, including strong accident and health expertise. Will manage staff including several Senior Associates, Supervisors and students. Company's focus is the supplemental health insurance market. Attractive Sunbelt location.

Chief Executive Officer. Established Managed Care organization seeks CEO experienced in plan of 80,000 to 90,000 members. Includes broad range of managed care products; such as HMO Open Access Plans, Point of Service Plans, and PPO Plans. Will oversee and lead operation including Marketing, Claims, and Underwriting. Ideal candidate will hold Actuarial designation.

Associate Actuary/Actuary. Perform pricing and risk analysis for reinsurance proposals. Assemble data and develop computer models of blocks of business. Assess risk and develop appropriate reinsurance structures. Monitor emerging experience and provide recommendations for actions. ASA with five years actuarial experience required. International relocation is possible.

Actuarial Valuation Senior Manager. Provides leadership for establishing policy reserves and liabilities for individual life, health, and asset accumulation products within a large international group. Develops and maintains systems supporting this function. FSA or equivalent experience. Valuation expertise.

Assistant Actuary. Will work with managed care pricing, data extraction and analysis for leading Health Maintenance Organization. Requires good communication skills. Must be willing to roll up sleeves to help internal clients. Ideal candidate will be ASA or recent FSA with consulting background.

Actuarial Senior Manager. Provides leadership and technical expertise in Statutory, GAAP, and tax valuation. Cash flow testing, modeling, and forecasting. Production and analysis of internal financial reports and projections. Project management and support. FSA or equivalent experience.

Actuary/Consultant. Provides actuarial and consulting services for employee benefit plans. Requires Enrolled Actuary or ASA designation. Familiarity with governmental plans, IRS Code and ERISA. 5+ years experience in the employee benefits field. Computer programming skills required.

S.C. International, Ltd.

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 Matt Doman
 Ben Goodridge
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 Richard Kennedy



For 15 years S. C. International's search efforts have focused primarily on the Insurance and Employee Benefits marketplaces. Industry specialization allows us to understand both the technical and personal needs of all concerned parties. Our continuing mission is to match the right people with the right opportunities.

The value of S. C. International, Ltd. lies not just in the fact that our experienced recruiting staff knows the marketplace but that we LISTEN. Our personal approach and great listening skills address the needs of both the candidates and client employers. We play an integral role in surveying the marketplace and sourcing personnel.

We are effective in assisting both parties at all stages of the interview process; from initial conversations to coordination of all meetings and then through the final offer negotiations.

Our ambition is to enhance the recruiting efforts of the employers and to counsel people on their career development and advancement.

S. C. International, Ltd. provides Recruiting services to the Actuarial community within Consulting Firms, Insurance Companies, Corporations, Accounting Firms, and Financial Institutions. To best serve our clients, we expand beyond actuarial and into other concentrations such as Communications, Compensation, Benefits Administration, Change Management, and Organizational Development.

On behalf of myself and the entire staff at S.C. International, Ltd., we thank you for allowing us to be a part of your career planning and staffing and wish everyone the greatest success in the future.

—Scott Rollins, President

Stewart Search Advisors

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STEWART SEARCH



Discover the Difference!

Stewart Search is a leading recruiting firm that specializes in the placement of actuarial professionals worldwide.

Our goal is to provide actuaries and our client companies with an unparalleled level of service. We accomplish this by providing actuaries with the resources and tools they need to make the best career choices. We partner with our clients to help them identify, hire and retain the best talent in the industry.

The difference is our people: Stewart Search has proven success in serving the actuarial profession time and again, and brings years of experience to every search request. Our Stewart Search Advisors are knowledgeable, friendly and put your needs first. Many actuaries tell us that we are the best recruiters they have ever worked with.

The difference is our dedication: As specialists in actuarial recruitment, we understand the benefits and uniqueness of a

career in the actuarial field and are in touch with growing opportunities and changes in the industry. We are dedicated to the advancement of the profession and contribute to charitable organizations that aid in the growth of the actuarial field.

The difference is our method: At Stewart Search, we recognize the power of relationship building. We believe our success, and ultimately that of our clients, rests in working hard to identify and respect your long-term goals and interests.

The difference is our website: StewartSearch.com is our interactive website that thousands of actuaries have taken advantage of. Find the latest jobs, industry news and career development tips.

Our site's latest feature is ActuarialFutures.com. Simply tell us about your background and career interests, and we'll automatically email the most current actuarial positions directly to you.

Contact a Search Advisor today to discuss the difference Stewart Search can make in your career search. Call 888-JOB-OPEN or email careers@StewartSearch.com