



Actuarial Careers, Inc.®

Recruiting staff:

Aimee Kaye, President
Patty Kent, Executive Vice President
Barbara Roman, Senior Vice President
Claudine Cox, Vice President
Danielle Frank, Assist. Vice President
Becky Horst, Assist. Vice President
Stephanie Gray
Jesse West
Jennifer Hart
Bonnie Trent
Dana Cassie
Ted Jackness, CEO

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.

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.

11 Martine Avenue
 9th Floor
 White Plains, New York 10606
 Phone: 800 766-0070
 Phone: 914 285-5100
 Fax: 914 285-9375

EMAIL: AimeeKaye@actuarialcareers.com

WEBSITE: www.actuarialcareers.com

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.

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.



Andover Research, Ltd.

Kathie Spencer, President, Lisa Evans, Debbie Fine, Dayna Cooper, Deborah Turner, Lola Carr, Robin Cole, Kelly Rich, Susan Sobel, Hillary Steele

Who we are

Founded in 1975 Andover Research, Ltd. specializes in the placement of actuaries worldwide. 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) worldwide. 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.

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

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.



D.W. SIMPSON & COMPANY

GLOBAL ACTUARIAL RECRUITMENT

DW Simpson

Mission Statement

To be the premier executive recruiting firm specializing in the placement of actuaries; 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.

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 Recruitment and has a working relationship with most firms that employ Actuaries. In addition, D.W. Simpson & Company works with Actuaries in non-traditional areas such as Risk Management, Data Mining, Derivatives, Financial Engineering, Credit Policy, Investments, and Systems.

We have a staff of 45, who comprise 16 recruiting teams and we have completed over 7000 searches in the past three years. In addition to our home office in Chicago, we have U.S. locations in Pittsburgh, Lexington, Milwaukee, Atlanta and Los Angeles. Internationally, we have offices in Hong Kong, London, Mumbai, Sydney and Melbourne. We 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 thereby provide the best service to candidates and client companies alike. Our objective is to be the foremost resource for actuarial talent, worldwide.

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.

Recruiting Teams

Below lists the D.W. Simpson & Company recruiting teams. All of our recruiters have substantial knowledge and experience in actuarial recruiting 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.

1800 West Larchmont Avenue
Chicago, IL 60613

PHONE: 800-837-8338

PHONE: 312-867-2300

FAX: 312-951-8386

EMAIL: actuaries@dwsimpson.com

WEBSITE: www.dwsimpson.com

D.W. Simpson U.S.

- ▶ **Dave Simpson/Valorie Etheridge**
- ▶ **Patty Jacobsen/Danny Pudi**
- ▶ **Bob Morand/Ellen Hoppenjan/Kristyn Sakelaris**
- ▶ **Sally Ezra/Jody Eastman/Julie Garwood**
- ▶ **KC Cho/Lindsay Juon/Angie Allen**
- ▶ **Aaron Benton**
- ▶ **Steve Marshall**
- ▶ **Laura Santoro**
- ▶ **Barclay Burns**
- ▶ **Dan Karrow**
- ▶ **Kimberly Skora**
- ▶ **Marianne Westphal**
- ▶ **Derek Mulder**
- ▶ **Lindsey Nelson/Tom Munar/Bryan Duffy**

D.W. Simpson Asia Pacific

- ▶ **Lesley Traverso/Joanna Robins/Steve Young/James Lecoutre**

D.W. Simpson UK & India

- ▶ **Alex Babic**



Pryor Associates

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. In addition, her appointment to the Executive Board of ASNY (Actuarial Society of greater New York) as the Vice President of Public Relations further enhances her involvement in the actuarial community.

Career Re-focus

It was 20 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 often 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.

Dynamic changes in the marketplace, including globalization and capital markets, have resulted in Pryor's increased emphasis on these and other emerging trends as they impact the actuarial profession.

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 principles 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. Furthermore, her dynamic speaking schedule at local universities is a crucial initial introduction to future actuaries where she has often been solely responsible for initiating the actuarial careers of many of these students.

147 Old Country Road
Hicksville, NY 11801

PHONE: 516-935-0100 X307

TOLL FREE: 866-6-ACTUARY x307

FAX: 516-931-7842

EMAIL: paulinereimer@aol.com

WEBSITE: www.ppryor.com

Among her notable accomplishments is serving as Chairperson for the annual ASNY Career Fair, the largest such gathering of future actuaries and hiring sponsors worldwide.

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.

It Takes One to Know One

"Developing long-term, mutually beneficial relationships is the key to my continued success in the Actuarial Recruiting business," Pauline said. First-hand experience, credentials, integrity, and dedication—synergies that result when "an actuary places actuaries".

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 past and present client assignments, please log on to Pryor's interactive website at www.ppryor.com.



S.C. International

Recruiting staff

Scott Rollins
Matt Doman
Mark Nicklas
Gail Dixon
Jerry Krecek
Kelly Baker
Patrick Kelly

Our Mission

All too often we hear that a company's goal is to "Provide the Best Service Possible" to its clients. Of course, that is our goal. But our true ambition in achieving that goal is to develop strong relationships with those whom we serve.

Through over 30 years in recruiting, we have learned the importance of building business relationships based on honesty, sincerity, and professionalism from our employees and our company. These qualities have consistently proven to be our underlying strengths throughout the peaks and valleys of the business. Our dedication to learning the ins and outs of the industry, and acting as liaison and counselor enables our clients to make the best, educated decisions possible.

The Value of S.C. International 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.

For you, The Candidate, our connections make the difference. You need a career consultant who can get you in the door and respect your confidentiality.

Our clients provide a tremendous demand at all levels—from technical to officer.

Market-savvy consulting teams work to match your professional interests and desired locations with timely opportunities.

Whether you simply want a salary comparison or are seriously looking for a new position, a professional consultant offers the opportunity to discuss your expectations, confidentially.

For you, The Client Company, our specialization breeds success. We have successfully recruited and placed candidates related to the fields of insurance and employee benefits for over 20 years.

Our constant goal is to match people with opportunities.

We understand and meet the technical and personal needs of companies, as well as those of candidates.

Our personal communications, coordination of search assignments, and high degree of accessibility contribute to a timely progress for interviewers and candidates.

We've developed our success in the industry by cultivating mutually beneficial relationships among client—from regional firms to world leaders.

1315 Butterfield Rd. Ste. 224
 Downers Grove, IL 60515

EMAIL: rollins@scinternational.com

WEBSITE: www.scinternational.com

Our resources are in:

- ▶ Consulting Firms
 - Pension/Retirement
 - Benefits Administration
 - Health & Welfare
 - Life
 - Employee Benefits
 - Property/Casualty
 - International
- ▶ Accounting Firms
- ▶ Third Party Administrators
- ▶ Financial Institutions
- ▶ Insurance Companies

Areas of concentration include:

- ▶ Actuarial
- ▶ Administration
- ▶ Client Relations Management
- ▶ Communications
- ▶ Consulting
- ▶ Compensation

HELPING ACTUARIES

- ▶ Ideal Job Placement
- ▶ Career Counseling
- ▶ Salary Evaluation
- ▶ Resume Analysis

HELPING EMPLOYERS

- ▶ Quality Candidates
- ▶ Fast Turnaround
- ▶ Market Savvy
- ▶ Free Salary Surveys



Stewart Search Advisors

Recruiting staff:

Bill Stewart
Susan Spaulding
Jo Bellucci
Shelley King
Alice Petas
Melanie Theodore
Danielle MacMahon
Mara Flannery
Lexi Wilich

Candidate Services

Managing your career is one of the most important responsibilities that you'll face. Whether you're an Actuarial Student exploring the marketplace for the first time or an experienced Chief Actuary looking to reposition yourself, partnering with Stewart Search will advance your career. Stewart Search gives you the resources to make informed career decisions, and we provide access to the best opportunities in the industry.

Client Services

Our goal is to build your business by assisting you in hiring exceptional Actuaries, many of whom we represent exclusively. Hiring managers rely on our targeted and efficient approach to actuarial search. We streamline the hiring process reducing our clients' risk, resulting in significant savings in time and money. By working with Stewart Search, you'll fill your positions quickly with the best actuaries in the industry.

875 Greenland Road, Suite B8
Portsmouth, NH 03801

EMAIL: Careers@StewartSearch.com

WEBSITE: www.StewartSearch.com
www.ActuarialFutures.com

Team Approach

Our dedicated and knowledgeable Search Advisors are the cornerstone of our success. The amount of referrals we receive is a testament to the quality of our work. Our team includes:

- ▶ **Bill Stewart**
- ▶ **Susan Spaulding**
- ▶ **Jo Bellucci**
- ▶ **Shelley King**
- ▶ **Alice Petas**
- ▶ **Melanie Theodore**
- ▶ **Danielle MacMahon**
- ▶ **Mara Flannery**
- ▶ **Lexi Wilich**

Interactive Internet Services

Our website, www.StewartSearch.com, provides the latest in industry news, offers career guidance, and provides you access to jobs of all levels. You may register for your personalized automated job search engine at www.ActuarialFutures.com



CPS, Inc.

Recruiters on staff:
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!**

We place over 100 candidates in the Actuarial/Employee Benefits field each year. CPS, Inc. is 31 years old and we have specialized in Actuarial/Employee Benefits for over 20 years and have 14 recruiters in Boston and Chicago, working together on a national basis to fill openings. The experience levels of our actuarial recruiters range from ten to twenty 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 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 of five positions listed with us are filled through CPS, Inc. efforts.

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

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!**



CPS FAST FACTS...

- 30 years of successful recruiting
- 15,000 Placements – Lifetime
- \$150 million – Lifetime sales
- Nationwide searches
- 75 Recruiters

ACTUARIAL FAST FACTS...

- 1/3 of CPS recruiters work in Actuarial and Employee Benefits
- We specialize in Pensions/Life/Health/Investments/Corporate positions
- We fill positions from entry level to senior management, from actuarial students to FSA/Chief Actuary
- We are contingency-based for our clients and free to our candidates

Contact us today!

CPS, Inc. • 50 Federal Street • Suite 301 • Boston, MA 02110-2585
 Ph: (617) 368-3550 x112 • Fax: (617) 368-3562
 E-mail: jobs@cpsboston-jobs.com
 Visit our website at www.cps4jobs.com
 Equal Opportunity Employer M/F/D/V

DARWIN RHODES

Darwin Rhodes Group

75 Maiden Lane #237
New York, NY 10038

EMAIL: s.wells@darwinrhodes.us

WEBSITE: www.darwinrhodes.us

Recruiting staff

North America: Sarah Wells, Julie Chien, Sameer Naik

United Kingdom: Zoe Blasdale, Rupert Rickard, Cathy Standfield, Rob Bulpitt, Shirley Cunningham, Claire Chowne, Jamie Walker

Asia: Alan Mackay, Justin Taylor, Mike Chan, Carina Szeto, Penny Hui

Australia: John Killik, Derek Del Simone, Victor Lee

India: Anil Atal, Sanjeev Vegad

Company Overview

Darwin Rhodes is in its tenth year of business, with 13 offices worldwide and over 75 recruiting staff. Specializing in actuarial and insurance related recruitment, our clients are insurance companies, reinsurers, consultancies and finan-

cial services organizations. We handle worldwide assignments for worldwide companies. We launched our US business in 2005 which is fast becoming known for its commitment to professionalism, and reliability.

Areas of Expertise

We deal with property & casualty, life, health, and retirement actuarial roles within all of our clients' divisions. For our clients we provide a thorough and succinct recruitment service, whether the objective is to find an Associate in Philadelphia or a Chief Actuary in Taiwan. For our candidates we provide an award winning, non-aggressive, professional and confidential service. We can provide expert advice and guidance in each of our global centers of concentration, not just on a vacancy itself but the many aspects of considering either a domestic

or international new career opportunity.

Commitment to Service

One of the biggest issues from candidates and clients alike when discussing the recruitment industry is the 'revolving door' of new Recruiters who are unable to develop trust and long term mutually beneficial relationships as they move on so shortly after joining. This is unfortunately a worldwide symptom of our industry. Our team of global senior management team have been with Darwin Rhodes for an average of 7 years. Many of our senior managers are shareholders in our business. We have built our reputation on being known as group of professional individuals working together to service the needs of our clients and candidates.

• London • Hong Kong • Sydney • Mumbai •

DARWIN RHODES

• New York • Manchester • Leeds • Bristol •

International and domestic actuarial opportunities

<p>corporate financial actuary</p> <p>Well established growth oriented insurance company seeks experienced FSA for valuation and financial analysis/modeling of international Life/Health lines of business. Supervisory role with great career growth. East Coast</p> <p style="text-align: right;">ref NYJC</p> <p style="background-color: red; color: white; padding: 2px;">to \$130k plus benefits and bonus</p>	<p>pricing/product development actuary</p> <p>Reputable US insurer requires FSA with disability income or life/health experience to lead product development, pricing and analysis of this specialist division of insurance. Fantastic opportunity to secure visible role and add value. East Coast</p> <p style="text-align: right;">ref NYSW</p> <p style="background-color: red; color: white; padding: 2px;">to \$120k plus benefits and bonus</p>	<p>senior investment consultant</p> <p>Market leader in pension fund consulting has opening for actuary to manage client relationship and lead an asset class sector research team. Must have background in client related work and investment management. Work permit sponsorship provided. Sydney, Australia</p> <p style="text-align: right;">ref JK801</p> <p style="background-color: red; color: white; padding: 2px;">\$ excellent expatriate terms + bonus</p>
<p>london market nearly/newly qualified</p> <p>Leading Lloyd's syndicate is looking for a nearly/newly qualified actuary. The role will report directly into the chief actuary and offers excellent exposure to a variety of lines of business including P&C and Re-insurance. The successful applicant will have a superb mix of disciplines (pricing, reserving and modeling). US/Canadian specialists welcome and full sponsorship provided. City of London</p> <p style="text-align: right;">ref AZB12217</p> <p style="background-color: red; color: white; padding: 2px;">£ dependent upon experience</p>	<p>product development actuary</p> <p>Our client, a well regarded international financial services group is seeking a qualified Actuarial Analyst in Taiwan. You should have solid product development experience with at least 10 years within life insurance. A good understanding of US GAAP and knowledge of risk capital management would be ideal. Taiwan</p> <p style="text-align: right;">ref HK</p> <p style="background-color: red; color: white; padding: 2px;">to US\$150,000 plus bonus and benefits</p>	<p>international consultant</p> <p>Worldwide HR and benefits consulting firm requires ASA or FSA candidate with at least 5 years experience ideally within the retirement/international business. Lots of involvement with non US clients, providing advice on wide range of human resource issues including the design of benefit and compensation programs on a global basis, as well as in-depth involvement with the financing of and accounting for such programs. San Francisco</p> <p style="text-align: right;">ref NYSN</p> <p style="background-color: red; color: white; padding: 2px;">to \$130k</p>

Please contact our New York office in the first instance for further information on these opportunities or for any confidential inquiries:

75 Maiden Lane #237, New York, NY 10038 +1 212 402 7830
recruit@darwinrhodes.us

• London • Hong Kong • Sydney • New York • Mumbai • Manchester • Leeds • Bristol • Birmingham • Edinburgh • Shanghai • London • Hong Kong • Sydney • New York •

HCI

Executive Search

CORPORATION

Since 1985

HCI

Recruiting staff:

Richard Smith—Richard Smith has been actively recruiting Actuaries and Healthcare professionals since 1982. In his tenure, he has placed Retirement and Healthcare professionals worldwide including the United States, Hong Kong, London, and Canada. His focus and concentration is Actuarial Retirement and Actuarial and non-actuarial Healthcare professionals. Richard travels to meet with clients as well as candidates. He has established and maintains senior relationships with dozens of clients at the presidential, partner, practice leader and chief actuarial levels.

Bud Mulcahy—Bud has been in the Recruiting industry for over 15 years. Since 2000, Bud has been a member of HCI Corporation working in the Employee Benefits Industry. He has been successful in fulfilling client needs by placing candidates that are eager to make an impact with employers that need immediate assistance. He has worked throughout the United States and Canada and has developed a reputation for providing quality service to both candidates and clients. Bud is a graduate of DePaul University.

HCI—Since 1985 we have built our reputation on providing top quality services to candidates and companies. We know that PEOPLE are any

28 South Fifth Street
Geneva, IL 60134

EMAIL: richard.smith@hci-search.com
budm@hci-search.com

WEBSITE: www.hci-search.com

organizations greatest assets. We listen to your career goals and guide you to the best position available. This enables you to advance your career and receive the recognition you deserve. HCI seeks out individuals who are proactively planning for their future and are committed to excellence. Our goal is to provide you, the candidate, with the opportunity to move your career forward, and increase your compensation in the most professional recruiting process you will find in the industry. HCI is committed, are you?



HCI
Executive Search
CORPORATION
Since 1985

you talk,
we listen.

we care...

28 South Fifth Street • Geneva, IL 60134
(630) 208-3100
Fax: (630) 208-3111

www.hci-search.com



JACOBSON

The Jacobson Group

120 South LaSalle Street, Suite 1410
Chicago, IL 60603

Email: actuarial@jacobsononline.com

Website: www.jacobsononline.com

Phone: (800) 466-1578

Recruiting staff/Division Contacts:

- ▶ **Jacobson Associates:** Amy Auten, Mary Kilkenny, David Ueki
- ▶ **Jacobson Executive Search:** Margaret Resce Milkint, Nida Osman
- ▶ **Jacobson Solutions:** Barbara Gregory, Michael Loiacano

Celebrating 35 Years of Service to the Actuarial Community

- ▶ **Jacobson Associates** provides professional recruiting services for any level of your organization on an exclusive basis
- ▶ **Jacobson Executive Search** offers a proven search and selection methodology for executive-level assignments on a retained basis
- ▶ **Jacobson Solutions** delivers subject matter experts and project-based consulting services

Actuaries: The Best-Kept Secret in Business™

It is no secret to us the value that Actuaries can bring to the leadership table. Since 1971, we have been sharing this secret with the insurance and financial services communities on a national level by endorsing actuaries for a variety of positions, such as Business Strategy Officer, CFO, Enterprise Risk Management Officer, Marketing and Business Development Leader, and CEO.

Concentrations in:

- ▶ Life
- ▶ Healthcare
- ▶ Annuity
- ▶ Property & Casualty
- ▶ Employee Benefits
- ▶ E-Commerce
- ▶ Investment
- ▶ Reinsurance

Representative Searches/Projects:

- ▶ Chief Actuary, Property & Casualty
- ▶ VP—Product Management
- ▶ Investment Director
- ▶ ALM Director, FSA/CFA
- ▶ Valuation Manager
- ▶ Predictive Modeling Actuary
- ▶ VP & Financial Actuary
- ▶ Reserving Actuary, FCAS
- ▶ Business Strategy Officer
- ▶ VP—Corporate Actuarial
- ▶ VP—Hedging Strategies
- ▶ Chief Actuary—Life & Annuity
- ▶ VP—Financial Risk Management
- ▶ Ceded Reinsurance Actuary
- ▶ Commercial Lines Managing Actuary
- ▶ VP—Management Information
- ▶ Chief Investment Officer
- ▶ Group Life Actuary
- ▶ Pricing Manager, FSA



JACOBSON

Actuarial Talent-Driven Results.

Celebrating 35 Years of Service
actuarial recruiting
actuarial executive search
actuarial consulting services

FEATURED OPPORTUNITIES - Visit our website for a complete listing of actuarial opportunities.

VICE PRESIDENT & FINANCIAL ACTUARY

Newly-created executive role calls for a results-driven, quality-focused FSA with 10+ years of experience. Oversee and maintain quality control over all financial reporting aspects for this expansion-focused A+ rated organization, including valuation (GAAP, Stat, tax), embedded value, projections, forecasts, XXX guidelines and experience studies. Strong communication style, business perspective, decision-making & management skills desired. For more information, please contact Nida Osman. Retained Search.

ANNUITY PRODUCT MANAGEMENT OFFICER

Innovative leader with an internal consulting approach & a multi-disciplinary perspective desired for this newly-created role serving as the product management focal point for the annuities group of this A+ rated firm. Strategic focus necessary to deliver products & enhancements that drive growth. FSA with non-traditional expertise in a corporate/business unit & product development/management and current annuities knowledge ideal. Contact Nida Osman or Margaret Resce Milkint. Retained Search.

DIRECTOR - ACTUARIAL SERVICES

Provide actuarial services to support this healthcare organization's pricing, product development & marketing operations: develop a competitive product & successful sales strategy; perform ongoing competitive plan analyses; and determine appropriate plan & contribution strategies. ASA/FSA with 10+ years of healthcare pricing & product development experience preferred. Please contact David Ueki for immediate consideration.

ACTUARIAL CONSULTANTS - HEALTH

We are currently engaging consultants with experience in group medical/managed care or group ancillary products for projects in the product development and financial arenas. Opportunities encompass assistance with pricing, reserving and year-end & quarterly reporting. Projects vary from short-term to long-term and include all-expense-paid travel to provide the assistance on premises. Please contact Antonette Rabor for more information.

EXECUTIVE DIRECTOR

The creation of an internal consulting operation within a large A++ rated life, health and property insurer requires an ASA to FSA with strong ALM, risk management, and/or modeling experience for this Executive Director role. Previous experience developing life/annuity models, a plus. Responsibilities include, but are not limited to, model evaluation, new model development & implementation, and management reporting. Interested parties should contact Amy Auten to discuss.

INTERIM PROPERTY & CASUALTY PROJECTS

Exciting interim opportunities available in the P&C arena assisting with primary insurance and reinsurance pricing & reserving. Credentialed Actuaries with commercial lines products and/or personal lines experience preferred; students with extensive experience also considered. Most projects are onsite for varying lengths of time. Flexibility offered as to full-time or part-time hours. Contact Antonette Rabor for more details.

Interested candidates, please send resumes to actuarial@jacobsononline.com. To learn about additional opportunities, visit our website or contact David Ueki. If you are interested in consulting-based projects, please contact Antonette Rabor.

OFFICES NATIONWIDE

WWW.JACOBSONONLINE.COM

TEL (800) 466-1578

Mid America Search

Recruiting staff

Deborah Murray, President

A Confidential Intermediary Serving the Insurance Industry Since 1974. We offer priority plans allowing the client more individualized attention. These plans are designed to be cost effective to the client. We also offer contingent plans. Sample of positions:

- ▶ **Chief Actuary.** Professional leadership opportunity. Join an exceptional team. Qualified candidate will be an FSA with significant experience in Universal life product development, asset liability and capital management. Client willing to consider candidates based in various locations.
- ▶ **Vice President and Product Actuary.** Newly created opportunity with industry leader. Work with marketing leaders and mentor/lead small actuarial staff. Will consider FSA/ASA with significant life product development leadership experience. Midwest based client.
- ▶ **Second Vice President—GAAP Valuation.** FSA with at least 10 years experience



Mid America Search

and a comprehensive understanding of life insurance products and related GAAP valuation requirements needed for this leadership role with leading International Reinsurance group. Northeast location.

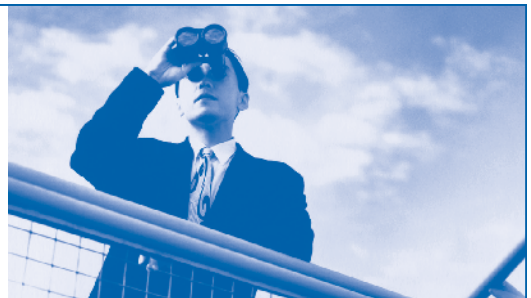
- ▶ **Senior Actuary—Financial.** Requires 10+ years of Individual Life background along with GAAP Financial Reporting experience. Leadership skills required.
- ▶ **Actuary—Financial.** Exceptional opportunity with global financial company. Support enterprise wide risk management activities, including the actuarial implementation and interpretation of GAAP accounting guidance and requirements. Contribute to continued development of company's integrated enterprise

1089 Jordan Creek Parkway, Suite 108
West Des Moines, IA 50266-5829
EMAIL: actuary@midamericasearch.com
WEBSITE: www.midamericasearch.com

risk management capabilities. FSA, strong US GAAP knowledge desired.

- ▶ **Assistant Actuary.** Join a growing property & casualty carrier. Prepare rate and reserve recommendations. Requirements include five years experience, six exams and project leadership skills. Midwest location.
- ▶ **Associate Pension Actuary.** Enrolled Actuary with 5+ years pension valuation consulting experience. Midwest or Rocky Mountain locations.
- ▶ **Actuarial Assistants—Life Corporate Reporting.** Will assist FSAs in areas of financial reporting and modeling. Several positions nationally. Require 3+ exams and computer skills.
- ▶ **Actuarial Assistants/Analyst.** Property/Casualty product development & pricing. Assist in rate and reserve recommendations and implementation. Positions require 1+ years experience and 2+ exams.

Over 30 years
of finding the best
for the best



Since 1974, Mid America Search has conducted personnel search activities for hundreds of outstanding insurance companies and related organizations throughout the United States as well as internationally. Mid America Search exclusively serves this industry and has proven quite effective as a confidential intermediary for client companies in their personnel selections. In using our confidential services, the company assures enhancement of its image since the client is in the unique position of "being pursued." We operate on this premise: time is your most valuable asset.

Completed searches include a wide range of positions from entry-level professional to seasoned executive officer.

515.225.1942 | 800.200.1986
fax: 515.225.3941

1089 Jordan Creek Parkway
Suite 108
West Des Moines, IA 50266-5829
actuary@midamericasearch.com



Mid America Search

M I D A M E R I C A S E A R C H . C O M

Pinnacle Group

Recruiting Staff

Mary Waters, Victoria Cole, Charles Bernard, Dagne Rand, Kristina Fitz, Tom Miller

Celebrating Over 10 Years of Recruiting Actuaries!

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 recruiters understand that our reputation depends on meeting the needs of both the candidates and clients. 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.

Experts on the Actuarial Employment Market

The employment market for actuaries is thriving.

6 Greenleaf Woods, Suite 201
Portsmouth, NH 03801

EMAIL: info@pinnaclejobs.com

WEBSITE: www.pinnaclejobs.com

ing. It is our goal to help candidates match their career goals with the best employers. Our recruiters take the time to discuss your goals and suggest specific career opportunities that make sense for you. Similarly, we help our clients identify, employ and retain the best actuaries in the field. As an actuarial recruiting firm our philosophy rests on 4 core beliefs:

- ▶ Focused recruiting, rather than "shotgun" recruiting, is the most successful 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 Pinnacle Group recruiters.
- ▶ Strict adherence to client recruiting guidelines is imperative to developing mutual trust which is the foundation of any business partnership.



REACH HIGH

WITH PINNACLE GROUP

Our team of knowledgeable recruiters understands today's market place.

- Kathryn Davis • Tom Miller
- Mary Waters • Melissa Gray
- Nancy Ryan • Sharmila Young
- Kristina Fitz

PINNACLE GROUP
1-603-427-1700

E-mail: recruiter@pinnaclejobs.com
Web Site: www.pinnaclejobs.com



Career Advancement Opportunities for Actuaries and Students.

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

For Peak Performance Call Pinnacle Group at

1-800-308-7205