



Actuarial Careers, Inc.®

11 Martine Avenue
9th Floor
White Plains, NY 10606
PHONE: 800-766-0070
PHONE: 914-285-5100
FAX: 914-285-9375
E-MAIL: AimeeKaye@actuarialcareers.com
WEBSITE: www.actuarialcareers.com

Recruiting Staff

Aimee Kaye, President
Patty Kent, Executive Vice President
Claudine Cox, Senior Vice President
Jesse West, Vice President
Danielle Frank, Assist. Vice President
Jennifer Hart
Robyn Taylor
Lauren Carter
Bonnie Trent
Jill Fusco
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 30,000 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. 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.

Andover Research, Ltd.

60 East 42nd Street
New York, NY 10165
PHONE: 1-800-ANDOVER or
212-986-8484

FAX: 212-983-0952

E-MAIL: actuaries@andoverresearch.com

WEBSITE: www.andoverresearch.com

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

Who We Are

Andover Research, Ltd., founded in **1975**, specializes in the recruitment and placement of actuaries and benefit consultants worldwide. Our premier team of experienced recruiters have a reputation as leaders in the field. We earn recognition for our personal integrity as well as our successful placements. Confidentiality, objective assessments and continuous involvement in the total recruiting process are hallmarks of our service.

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.

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.



Lisa Evans



Debbie Fine



Dayna Cooper



Lola Carr



Hillary Steele



Kathie Spencer



Deborah Turner



Kelly Rich



Carina Andrews



Susan Sobel



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:

**Alan Irish, Catherine Celenza,
Cindy Hazerjian**

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 35 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-five 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 is 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!**

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

www.ActuarialOutpost.com

Read. Discuss. Lather. Repeat.

tom@actuarialoutpost.com



Mission Statement

To be the premier executive search firm specializing in the placement of Actuaries and related quantitative professionals; to be recognized for the best 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 of our clients, our candidates and, as a result, our organization.

Company Overview

DW Simpson 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.

DW Simpson has been specializing solely in the recruitment of Actuaries since 1989. We are the largest firm dedicated to Actuarial Recruitment and we have a working relationship with most firms that employ Actuaries. In addition, DW Simpson works with Actuaries and other Quantitative professionals in non-traditional areas such as Risk Management, Data Mining, Derivatives, Financial Engineering, Credit Policy, Investments and Systems.

We have a staff of 50, who comprise 19 recruiting teams, and have completed over 900 searches in the past three years. In addition to our home office in Chicago, we have U.S. locations in Lexington, Milwaukee, Atlanta and Los Angeles. Internationally, we have offices in Hong Kong, London, Mumbai, Sydney and Dubai.

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, **DW Simpson** 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.

DW Simpson believes that by being highly specialized we are able to maintain a thorough and current knowledge of the Actuarial field and other quantitative professions and thereby provide the best service to candidates and client companies alike. Our objective is to be the foremost resource for Actuarial talent globally.

Salary Survey

Visit the **DW Simpson** 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 and declined) for the various levels of Actuaries.

Recruiting Teams

Listed to the right are the **DW Simpson** recruiting teams. All of our recruiters have substantial knowledge and experience in Actuarial recruiting and are positioned to facilitate the recruiting process with utmost 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.

DW Simpson - U.S.

- Dave Simpson/Valorie Etheridge
- Patty Jacobsen/Danny Pudi
- Bob Morand/Ellen Hoppenjan/
Kristyn Sakelar
- Sally Ezra/Julie Garwood
- KC Cho/Angie Wachholz/
Maureen Matous
- Aaron Benton/Becki Tobia
- Steve Marshall
- Barclay Burns/Jason Blundy
- Dan Karrow/Valorie Etheridge
- Kimberly Skora/Sean Loboda
- Marianne Westphal/Chris Hicks
- Derek Mulder/Robert Hicks
- Tom Munar
- Jennifer Retford
- Bryan Duffy
- Lindsey Nelson/Margit Vogele/
Steve Davis/Natalie Kottmann
- David Benton/Sarah Cleveland
- Claude Penland/Tom Troceen
- Rhonda Glick

DW Simpson - Asia Pacific

- Lesley Traverso/James Lecoutre/
Chris Leigh/Lynell Riley/Tina Dolphin

DW Simpson - India/UK/Europe

- Alex Babic/James Harrison/
Rachel Scharbach

PHONE: 800-837-8338/312-867-2300 • FAX: 312-951-8386

EMAIL: actuaries@dwsimpson.com • WEBSITE: www.dwsimpson.com

Chicago • Lexington • Milwaukee • Atlanta • Los Angeles • Sydney • Mumbai • Hong Kong • Dubai • London

DARWIN RHODES

Darwin Rhodes

Established in 1996, Darwin Rhodes is one of the world's most prestigious financial services recruitment consultancies as well as the leading supplier of Actuaries to the insurance market worldwide. Darwin Rhodes has been nominated for "Recruitment Consultancy of the Year" from 2001 to 2007; winning the award three of those six years. In addition, Global Investor Magazine awarded the company "best Recruitment Consultancy" in 2008. These are both unprecedented achievements.

Darwin Rhodes is a corporate member of the "Recruitment and Employment Confederation," which is the professional standards body of the recruitment industry. Our company carries out senior level executive search and selection assignments for our clients, and is able to surpass our competitors in terms of reach and volume in the placements of Actuaries due to our worldwide network of offices.

Offices

We have offices in

- ▶ New York
- ▶ Chicago
- ▶ London
- ▶ Dubai
- ▶ Hong Kong
- ▶ Sydney
- ▶ Mumbai
- ▶ Shanghai
- ▶ Warsaw
- ▶ Bristol
- ▶ Leeds
- ▶ Glasgow
- ▶ Birmingham
- ▶ Manchester
- ▶ Melbourne
- ▶ Brisbane
- ▶ Prague

Chicago

222 South Riverside Plaza
29th Floor
Chicago, IL 60606
PHONE: 312-239-1382

New York

48 Wall Street
11th Floor
New York, NY 10005
PHONE: 212-918-4754
E-MAIL: recruit-usa@darwinrhodes.us
WEB: www.darwinrhodes.us

• London • Hong Kong • Sydney • Mumbai •

DARWIN RHODES

• New York • Manchester • Leeds • Bristol •

Established in 1996, Darwin Rhodes is one of the world's most prestigious financial services recruitment consultancies as well as the leading supplier of Actuaries to the insurance market worldwide. Darwin Rhodes has been nominated for "Recruitment Consultancy of the Year" from 2001 to 2007; winning the award three of those six years. In addition, Global Investor Magazine awarded the company "Best Recruitment Consultancy" in 2008



www.darwinrhodes.us

www.darwinrhodes.com
www.darwinrhodes.com.hk
www.darwinrhodes.com.au
www.darwinrhodes.co.in

If you are a client requiring our services or an individual seeking career advice please contact the relevant office:

48 Wall Street
11th Floor
New York
NY10005
Tel: 212 918 4754
recruit-usa@darwinrhodes.us

222 South Riverside Plaza
29th Floor
Chicago, IL 60606
Tel: 312 239 1382
recruit-usa@darwinrhodes.us

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



EXECUTIVE SEARCH
CORPORATION

HCI

28 South Fifth Street
Geneva, IL 60134

E-MAIL: richard.smith@hci-search.com
budm@hci-search.com

WEBSITE: www.hci-search.com

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 organization's 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.
UNDERSTANDING YOUR NEEDS
IS THE FOUNDATION OF OUR BUSINESS.

28 South Fifth Street | Geneva, IL 60134 | Tel 630.208.3100 | Fax 630.208.3111 | hci-search.com



The Jacobson Group

The Jacobson Group
120 South LaSalle Street, Suite 1410
Chicago, Illinois 60603
Tel: (800) 466-1578
Fax: (888) 523-0740
actuarial@jacobsononline.com
www.jacobsononline.com

Actuarial Team:

- ▶ **For Actuarial Career Guidance or Professional Recruiting Services:** Mary Kilkenny, Laura Henly, Nida Osman
- ▶ **For Executive Search:** Margaret Resce Milkint, Daniel Gattis, Dustin Fillion, Stacy O'Connell
- ▶ **For Subject Matter Experts or Consulting Opportunities:** Dave Coons, Barbara Gregory, Karen Aiello, Scott Frankel, Brad Whatley, Todd Sauvola

Partner with a staffing and search firm that considers your success its top priority. The Jacobson Group has been committed to providing talent solutions that drive the success of insurance, healthcare and financial services organizations for nearly 40 years. Now that's dedication.

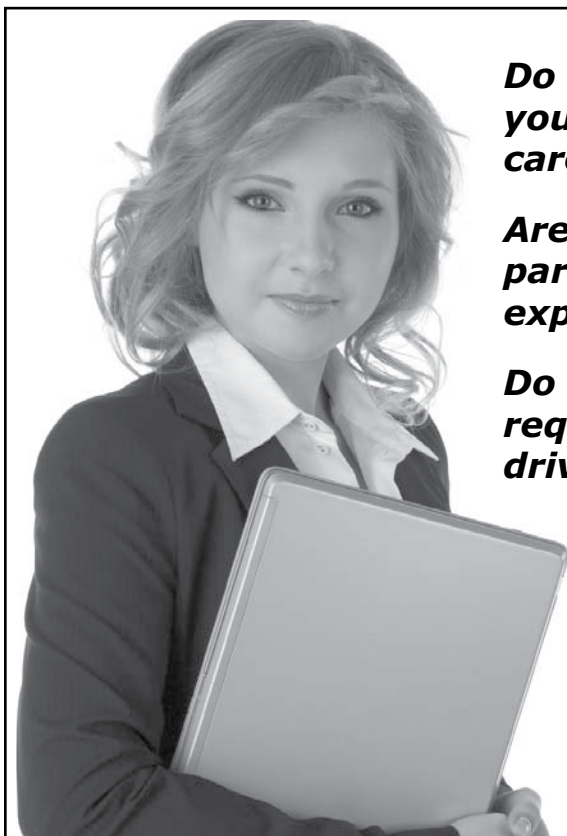
Actuaries: The Best-Kept Secret in Business™

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 and projects from CEOs and CFOs to Lead Actuaries and many others.

Representative Searches/Projects:

- ▶ Chief Actuary
- ▶ VP – Product Management, Annuities
- ▶ Chief Investment Officer
- ▶ Senior Products Actuary
- ▶ VP – Risk Management & Pricing
- ▶ Predictive Modeling Actuary

- ▶ VP – Structured Insurance
- ▶ Personal Lines Actuary
- ▶ Corporate Actuary
- ▶ Director – Economic Capital Actuary
- ▶ VP – Hedging Strategies
- ▶ Financial Actuary, International Markets
- ▶ VP – ALM & Valuation Actuary
- ▶ Chief Reserving Actuary
- ▶ Director – Enterprise Risk Management
- ▶ Chief Financial Officer
- ▶ Senior Consulting Actuary
- ▶ Health Actuary
- ▶ VP – Underwriting & Actuarial Services
- ▶ Director/Chief Financial Executive, Life Products



Do you want a trusted resource to assist you during all stages of your actuarial career?

Are you looking for an executive search partner to provide unparalleled selection expertise for your leadership roles?

Do you have a critical project that requires the expertise of a performance-driven actuary?



Partner with a company that considers your success its top priority. The Jacobson Group has been committed to providing talent solutions that drive the success of insurance, healthcare and financial services organizations for nearly 40 years. Now that's dedication!

OFFICES NATIONWIDE

WWW.JACOBSONONLINE.COM

TEL: (800) 466-1578



Mid America Search®

Mid America Search

Contact

Deborah Murray, President

1089 Jordan Creek Parkway, Suite 108
West Des Moines, IA 50266-5830

E-MAIL: actuary@midamericasearch.com

WEBSITE: www.midamericasearch.com

Services

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:

▶ **Vice Presidents, Financial Reporting.**

Oversee valuation and financial reporting for the Clients' annuity portfolio. Requires FSA/ equivalent and annuity expertise.

▶ **Actuarial Specialist, Group Health Products.**

Provide pricing support and develop premium rates for group product lines. Health & Stop Loss experience highly desirable. Requires ASA or equivalent. Eastern U.S.

▶ **Vice President, Corporate.** Provide guidance regarding pricing rates, modeling

methodology & reserving principles. Lead preparation and interpretation of actuarial & financial information for global leader. Requires FSA or equivalent & 10 years experience.

▶ **Assistant Vice President, Reinsurance.**

Manage the actuarial department and reinsurance quotes for a leading reinsurance group. FSA, MAAA & 10 yrs experience required.

▶ **Actuary.** Design, price and develop life products and fixed or flexible premium annuities for solid carrier. ASA plus 3+ years life & annuity experience.

▶ **Senior Associate Actuary.** Control price level, pricing structure, and financial strength or data systems for life insurance. Requires: 7+yrs experience; Life Insurance pricing or modeling; Associate or FSA. Southwest

▶ **Long Term Care Product Performance Di-**

rector. Manage the Long Term Care product line for an exceptional carrier. Requires FSA & Long Term Care expertise.

▶ **Health Product Performance Director.**

Manage the Health Product line for a highly rated carrier to ensure profitability and growth objectives. Health and disability knowledge & FSA required. Midwest.

▶ **Managing Actuary, Health Products.** Provide advanced rating, pricing and support for effective product management and development. Highly Rated Carrier. ASA required.

▶ **Sr. Actuarial Associate/Sr. Actuarial Assistant (Life & Annuity).** Our client is a full-service, multi-line provider. Provide pricing and analytical support for effective annuity product management and development. Requires 3+ SOA exams.

Recruiting and Placing Actuaries Worldwide for Over 30 Years

Serving as the Confidential Intermediary



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 50266-5830

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

WHAT MAKES YOU SO SPECIAL?

We'd like to know.



We all have attributes that make us truly special. As recruiters serving the actuarial profession, it is our job to learn what makes you...

stand apart from the crowd.

- ▲ What are your unique skills?
- ▲ What are your interests and goals?
- ▲ What is most important to you in your career?
- ▲ How can we help you achieve your ambitions?

We'd like to know. Contact us today.



Pinnacle Group

www.pinnaclejobs.com

800-308-7205 or 603-427-1700

tom@pinnaclejobs.com (ext. 224)



Pinnacle Group

6 Greenleaf Woods, Suite 201
Portsmouth, NH 03801

EMAIL: info@pinnaclejobs.com

WEBSITE: www.pinnaclejobs.com

Recruiting Staff

Mary Waters, Victoria Cole, Charles Bernard, Kristina Fitz, Sandy Owens, Sharmila Young, Lisa Roberts and Tom Miller

Exclusively Recruiting Actuaries Since 1996!

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

Current/Recent Searches Include:

- ▶ Practice Leader, H&W Consulting
- ▶ Chief Actuary (Life)
- ▶ Enterprise Risk Specialist
- ▶ AVP, Reinsurance Actuary
- ▶ Consulting Actuary
- ▶ VP, International Equity Risk Leader
- ▶ Hedging Actuary
- ▶ Director, Forecasting & Econometrics
- ▶ Chief Actuary (Comm. Lines)
- ▶ Principal, Retirement Actuary
- ▶ Actuarial Director, Technology
- ▶ VP, Valuation & Financial Reporting
- ▶ Director, Predictive Modeling
- ▶ Captive, Valuation Actuary
- ▶ Senior Actuary, LTD Pricing
- ▶ LTC Actuary
- ▶ Quantitative Analyst
- ▶ Actuary, Catastrophe Strategy & Analysis
- ▶ Actuarial Student Level Positions

Non-Traditional Opportunities Include:

- ▶ Hedging/Derivatives
- ▶ Actuarial Systems/Programming
- ▶ Third Party Administrators
- ▶ International
- ▶ Mergers & Acquisitions
- ▶ Securitization
- ▶ Product Management (non-actuarial)
- ▶ Corporate 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. 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.

It takes one...

to know one.

National and International Actuarial Recruitment

PRYOR
ASSOCIATES
EXECUTIVE SEARCH

Pauline Reimer
A.S.A., M.A.A.A.

fax: (516) 931-7842 phone: (516) 935-0100 x307
website: www.ppyor.com toll free: (866) 6-ACTUARY
e-mail: paulinereimer@aol.com

If Takes One To Know One ... An Actuary Placing Actuaries

Actuarial Programming • Life • Health • Pensions • Property/Casualty • Investments/Finance • Employee Benefits/Managed Care • Pension Administration

PRYOR
ASSOCIATES
EXECUTIVE SEARCH

147 W. Old Country Road
Hicksville, New York 11801

An actuary...

placing actuaries.



Pryor Associates

Executive Search

147 Old Country Road
Hicksville, NY 11801
PHONE: 516-935-0100, ext. 307
TOLL FREE: 866-6-ACTUARY, ext. 307
FAX: 516-931-7842
E-MAIL: paulinereimer@aol.com
WEBSITE: www.ppryor.com

It Takes One To Know One

As a practicing actuary, you've invested a lot of time, energy, and intellectual capital to get to where you are today.

So has Pauline Reimer.

An actuary herself, Pauline has a unique appreciation for the skills that you bring to the table and the investment that you have made in your career.

And with more than 20 years of experience as an actuarial recruiter, Pauline Reimer is perfectly positioned to help you take your career to the next level.

An Actuary Placing Actuaries

Pryor Associates, a professional recruitment corporation established in 1969, specializes in contingency and retained executive search and placement within the insurance and employee benefits industries as well as their related environments.

The Actuarial Division, directed by Pauline since 1986, has a proven track record placing actuaries in choice domestic and international positions in life, health, and property & casualty insurance; pension and other employee benefits; and systems, accounting and other finance-related industries.

An Associate of the Society of Actuaries and a member of the American Academy of Actuaries, Ms. Reimer remains on the forefront of the industry by attending 15 to 20 actuarial conferences annually and serving as Vice President of Public Relations for the Actuarial Society of Greater New York (ASNY). As Chairperson for the annual ASNY Career Fair, the largest such gathering of future actuaries and hiring sponsors nationwide, and active speaker at local universities, she has frequently been solely responsible for initiating the careers of many future actuaries. She has recently been honored by an appointment to the Advisory Board of Columbia University's Master of Science in Actuarial Science program.

Often quoted in financial and professional periodicals such as the *Wall Street Journal* for her recruitment expertise, Pauline Reimer is particularly attentive to dynamic changes in the marketplace that have created openings for actuaries interested in working on the cutting edge of their profession, whether in more traditional arenas such as insurance, reinsurance, and consulting or in newer and fast-developing areas for actuarial practice such as brokerage, financial management, and investment banking.

Understanding the Market

Pryor Associates has been named one of the top-25 regional recruiting firms according to Dun & Bradstreet. The agency's growth stems from successfully identifying and attracting actuarial talent and matching candidates to each client's unique needs. The firm is a charter member of NIRA, the National Insurance Recruiters Association, a renowned search network serving the insurance industry.

Pryor's state-of-the-art technology has enabled it to assemble and maintain an internal database of actuarial professionals ranging from recent graduates through chief executives, complete with up-to-date information on educational and professional credentials as well as geographic preferences.

Under the direction of Ms. Reimer, the actuarial division is marked by scrupulous attention to detail, confidentiality, discretion, and professionalism. Guided by the principles of "prompt follow-up" and "prompt follow-through," Pauline brings her knowledge of the actuarial profession and of the executive search process into play in every assignment. No client is ever relegated to just an Assistant.

Pauline Reimer's credentials, integrity, firsthand experience, dedication and over-the-top service—enhanced by leading-edge technology and a professional, experienced support staff—have resulted in an impressive personal placement retention rate of 99%, as well as a 100% success ratio in retained searches.

For more information about Pauline Reimer and Pryor Associates, including a partial list of past and present client assignments, please visit www.ppryor.com.



S.C. INTERNATIONAL, LTD.

S.C. International

1315 Butterfield Road
Suite 224
Downers Grove, IL 60515
EMAIL: rollins@scinternational.com
WEBSITE: www.scinternational.com

Recruiters on staff:

Scott Rollins
Matt Doman
Mark Nicklas
Gail Dixon
Jerry Krecek
Bill Riha
Melissa Netznik

For 19 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

S.C. INTERNATIONAL, LTD.

STAFFING CONSULTANTS

Executive Search
Job Placement • Career Counseling
Salary Survey & Evaluation • Resume Analysis

Contingency & Retained Search

Providing Recruiting Services
For Actuaries & Benefits Personnel

Since 1983

Scott Rollins • Matt Doman • Gail Dixon
Mark Nicklas • Jerry Krecek • Kelly Baker
Melissa Netznik • Bill Riha

800-543-2553

www.scinternational.com

SC International, Ltd.

search@scinternational.com

1315 Butterfield Rd., Suite 224

Downers Grove, IL 60515



875 Greenland Road, Suite B8
Portsmouth, NH 03801

PHONE: 888 Job Open or
888-562-6736

FAX: 603-430-7339

E-MAIL: Careers@StewartSearch.com

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

Stewart Search

Recruiting staff:

- Bill Stewart**
- Susan Spaulding**
- Jo Bellucci**
- Shelley King**
- Lexi Wilich**
- Julia Plante**
- Stacey Villani**
- Mary Hellrigel**

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, Stewart Search provides you with all the resources you need to make an informed decision. Partnering with Stewart

Search gives you complete access to the most diversified and exclusive list of client companies in the industry.

Client Services

Our goal is to support your business by assisting you in hiring exceptional actuaries, many of whom we represent exclusively. We are known for our targeted approach to actuarial search. Our process streamlines hiring, reduces client risk and results in significant savings of time and money. By working with Stewart Search, you will fill your positions quickly with the best actuaries in the industry.

Team Approach

Stewart Search has developed an internal team approach that gives our clients and actuarial professionals the full benefit of working with all available resources within the company. Our dedicated and knowledgeable team of Search Advisors in conjunction with the Client Group are the cornerstones of our continued success. The number of referrals we receive is a testament to the quality of our work.

Interactive Internet Services

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

Our continuous referrals are a testament to the quality of our work and our professional search ethics.

Take advantage of our tailored approach to Actuarial Search. Use our online services, email us, or call us today to discuss how our full range of services can meet your Actuarial Search needs.



PLACING ACTUARIES WORLDWIDE - LIFE, HEALTH, PROPERTY & CASUALTY, PENSION, ANNUITIES

www.stewartsearch.com

888-JOB-OPEN

info@stewartsearch.com