



Actuarial Resources Corporation of Georgia (ARC-GA) specializes in actuarial consulting in its many forms: product development, valuation, financial analysis and reporting, actuarial appraisals, and expert witness services. Services are provided to various organizations with interests in the life and health insurance industry, including state insurance departments and the NAIC. Expertise in actuarial modeling applications is a cornerstone of ARC-GA’s consulting services, including ARC-GA’s utilization of the widely-used AXIS Financial Projection System for model building for all actuarial applications.

In addition to strong professional actuarial expertise, ARC-GA personnel have significant communication and personal skills that have enabled them to work with both regulatory and industry personnel to accomplish required assignments quickly and efficiently. These skills have been enhanced through the work of ARC-GA personnel in assisting regulators in interpreting the actuarial aspects of existing and proposed laws/regulations and communicating their impact on the industry.

About Our Actuaries

ARC-GA is owned and managed by its professional staff, allowing us to best serve clients objectively and independently.

ARC-GA’s professional staff includes experienced Fellows of the Society of Actuaries, backed up by actuarial staff, using financial modeling software and tools.

Professional staff includes:

Lorne Schinbein, FSA, MAAA
Shawn Parks, FSA, MAAA
Dave Neve, FSA, MAAA CERA
John Condo, FSA, MAAA, PhD
Naznee Rias, FSA, MAAA, CERA
Cande Olsen, FSA, MAAA
Nikki Russo, ASA, MAAA

Administrative staff includes:

Nancy Delf
Vice President and General
Office Manager of the
Atlanta office

Barb Cultice
Office Manager of the
Tampa Bay office.

The ARC-GA Advantage

Clients utilize consultants for various reasons. These include access to expertise not available in-house, additional manpower to meet temporary needs, software, and computer resources. In addition, clients sometimes desire the objectivity and independence of a consultant, which cannot always be provided by in-house staff. There are many shades of gray in actuarial matters, and a second opinion obtained through independent analysis is often desirable when the potential financial consequences of actions under consideration could be significant.

This combination of staff experience and computer resources positions ARC-GA as a full-service consulting firm, capable of providing the mainline services required by the life and health insurance industry.

ARC-GA also maintains a network with other consultants with expertise in specialized areas. When required by our clients' needs, ARC-GA utilizes other consultants to obtain any specialized skills outside the expertise of ARC-GA staff.

Although ARC-GA maintains significant staff and computer resources, the firm emphasizes effective control of overhead costs and operating expenses. This allows ARC-GA to provide comparable actuarial consulting services at prices below rates charged by larger

firms. While ARC-GA's fee structure is generally based on time and expenses, alternate fee structures may be considered in special circumstances.

■ Our combination of staff experience and computer resources positions ARC-GA as a full-service consulting firm, capable of providing the mainline services required by the life and health insurance industry. ■

Following is a partial listing of the actuarial services that are specialties of ARC-GA's staff. More information can be found on our website, www.arcga.com.

PRODUCT	ARC-GA expertise includes product development for Life, Annuity and Health products, as well as preparation of the necessary filings with states and the IIPRC, reviewing filings for state insurance departments, and repricing products post-PBR. ARC-GA actuaries are also qualified to fulfill the role of Illustration Actuary.
VALUATION	<p>ARC-GA has extensive knowledge in the review of life and health claim reserves and reserving methodologies with respect to the adequacy, appropriateness, and compliance with the statutory and regulatory requirements. ARC-GA actuaries are currently serving as Appointed Actuaries for several companies.</p> <p>The actuarial professionals at ARC-GA are fully knowledgeable in all aspects of Principle Based Reserves (PBR), including VM-G, VM-20, VM-31, VM-50 and VM-51 calculation and reporting requirements. This expertise is built on ARC-GA actuaries' participation in LATF discussions in the development of PBR, as well as subsequent implementation of VM-20 requirements and preparation for regulatory PBR reviews for several insurance companies. ARC-GA actuaries also serve on the faculty for the American Academy of Actuaries' PBR Boot Camp and Life & Health Qualification Seminar.</p>
FINANCIAL ANALYSIS AND REPORTING	ARC-GA has extensive experience in Product Analysis and Comparison, Reinsurance Analysis, company and policyholder Federal Income Tax Issues, and GAAP Financial Reporting for both stock and mutual companies.
ACTUARIAL APPRAISALS	ARC-GA can provide actuarial appraisals of companies or blocks of business for buy, sell, merger or change evaluations.
EXPERT WITNESS	ARC-GA is able to provide expert witness testimony in all of the above areas.
MODELING APPLICATIONS	ARC-GA has expertise in the widely-used AXIS Financial Projection System for model building and its use for all actuarial applications, including ascertaining the adequacy of company capital, reserves, and other liabilities. ARC-GA's expertise in modeling applications includes cash flow testing, capital and surplus modeling, financial projections, model-based financial reporting, and life and health pricing.
NAIC AND STATE INSURANCE DEPARTMENTS	ARC-GA personnel attend NAIC and industry meetings to ensure that appropriate contacts with state insurance department personnel are maintained, and that insurance department staff are completely up to date on all regulatory activities affecting the life and health insurance industry. Specific work for the NAIC and state insurance departments includes review of form filings, review of reserves and reserve reporting, Triennial/Quinquennial exams, and review of ORSA filings.

ARC-GA is ready to assist on all projects.